

DATE: 9/24/2024 TIME

TIME: 9:00 a.m.

LOCATION: Executive Boardroom

COMMITTEE MEMBERS: Joseph Peychaud, Chair | Chadrick Kennedy | Tyler Antrup |

| Maurice Sholas, M.D., Ph.D. | | Councilmember Freddie King III | Mubashir Maqbool I Jackie Shine I Rebecca Johnsey

# **PENSION MEETING AGENDA**

## **PUBLIC MEETING**

All meetings are open to the public, and we encourage your attendance. Those interested can join in person or virtually. Join In-Person: Executive Board Room, Second Floor

625 St. Joseph St., New Orleans, LA 70165

## Join Virtually: <a href="https://www.swbno.org/BoardMeetings">https://www.swbno.org/BoardMeetings</a>

E-Public comments will be accepted via <u>https://www.swbno.org/BoardMeetings</u>. All e-public comments must be received at least 2 hours prior to the meeting. Comments will be read verbatim into the record.

I. Roll Call

## **II.** Presentation Items

**A.** 2<sup>nd</sup> Quarter Fixed Income and Equities Review - Kweku Obed, Marquette & Associates, Inc.

## **III.** Public Comment

IV. Adjournment



June 30, 2024

## The Sewerage & Water Board of New Orleans

International Emerging Markets Search Executive Summary

## The Sewerage & Water Board of New Orleans

International Emerging Markets Search

CONTENTS	EXHIBIT
Overview	1 - 2
Candidate Summary	3 - 4
Portfolio Construction Comparison	5 - 8
Individual Manager Statistics	9 - 12
Manager Risk & Return Comparisons	13 - 15
Stress Test	16
Correlation Analysis	17
Fee Comparison	18
APPENDIX	
Team & Product Profiles	19 - 24
Other Manager Notes	25
Phase Process Overview	26
Glossary	27 - 28

Marquette Associates has prepared this search utilizing data from various sources. The sources of information are believed to be reliable. Marquette has not independently verified all of the information contained herein. Past performance is no guarantee of future results.

NOTE: All performance is as of June 30, 2024. Characteristics are as of March 31, 2024.

NOTE: Approximate amount of assets in consideration: \$7,000,000

NOTE: Performance data is net of stated, undiscounted fees

NOTE: Glossary of definitions enclosed

Benchmark: MSCI Emerging Markets

#### Candidate Lineup

Causeway: Emerging Markets Equity CC&L: Q Emerging Markets Equity Strategy Driehaus: Emerging Markets Growth GQG: Emerging Markets Equity Lazard: Emerging Markets Equity Advantage Metis: Emerging Markets Equity

#### Performance Data Notes

CC&L performance prior to 7/31/2019 is that of CC&L Q Emerging Markets Separate Account.

Driehaus performance prior to 12/31/2014 is that of Driehaus Emerging Markets Growth Separate Account.

GQG performance prior to 7/31/2016 is that of GQG Emerging Markets Equity Strategy Composite Separate Account. Lazard performance reflects the composite.

Metis performance reflects the composite.



The information below may help make distinctions between investment managers. This information is intended to make reference to general areas Marquette Associates believes are important to consider when evaluating international emerging markets managers.

### 1. Risk and Return Statistics:

Total return should always be considered within the context of total risk. The ideal investment manager will outperform the benchmark while maintaining an acceptable level of risk.

#### 2. Style Analysis:

Returns-based style analysis can both indicate whether a manager is generating alpha, and explain beta components of the manager's returns. Factor weights can be viewed across managers to compare different risk exposures. Equity factors considered include market, size and value. Fixed income factors considered include credit, duration, and MBS. A higher number indicates a higher exposure to a given risk factor, and a lower number indicates a lower exposure.

#### 3. Rolling Three Year Risk and Returns:

Rolling returns are useful in reviewing historical performance over longer term investment cycles. Outperformance of the rolling three year returns of a manager over the benchmark is an indication of consistency. Likewise, rolling three year risk below the benchmark is an indication of managers with below market risk.

#### 4. Three and Five Year Statistics:

Information Ratio and Sharpe Ratio help determine how much value a manager is contributing to performance, relative to risk. The best case scenario is a manager with historically strong returns without assuming too much market risk. As a result, high Information and Sharpe Ratios are signals of strong outperformance at reasonable risk levels. These two statistics become more accurate the higher the R-Squared Coefficient. Typically, an R-Squared Coefficient greater than 0.85 coincides with accurate Information and Sharpe Ratio statistics.

### 5. Up and Down Market Capture:

The greater the up-market capture ratio of a manager, the better they have performed when the market was positive. The lower the down-market capture ratio of a manager, the better they have preserved capital when the stock market is negative. Up-market capture ratios at or above 100% (indicating the manager performed at or above the index during periods of positive index performance), and the down-market capture ratios below 100% (indicating the manager outperformed during periods of negative index returns) are signals of strong managers.



#### **Candidate Summary**

Firm Name	Firm Assets (\$MM)	Product (\$MM)	Vehicle	Product Style	E&O Ins. Policy Limit (\$MM)
Causeway	\$47,499.3	\$4,066.4	Mutual Fund	Value	\$20.0
CC&L	\$52,511.4	\$6,967.3	Commingled Fund	Core	\$30.0
Driehaus	\$17,321.0	\$6,195.0	Commingled Fund	Core Growth	\$20.0
GQG	\$143,366.6	\$38,959.1	Commingled Fund	Quality Growth	\$60.0
Lazard	\$210,501.9	\$5,286.4	Commingled Fund	Core	\$20.0
Metis	\$3,633.4	\$192.8	Commingled Fund	<b>Relative Value</b>	\$5.0

## General Information Summary

Firm Name	Location	Phone	Contact Name
Causeway	Los Angeles, CA	(310) 231-6100	Eric Crabtree
CC&L	Vancouver, BC	(604) 685-2020	Stephen Reynolds
Driehaus	Chicago, IL	(312) 587-3800	Lee Diamandakis
GQG	Fort Lauderdale, FL	(754) 218-5500	Todd Harlicka
Lazard	New York, NY	(212) 632-6000	Gerard Savarese
Metis	San Diego, CA	(858) 436-3030	Machel Allen

#### Firm Ownership

		# Employee		% Owned by	% Minority	% Female
Firm Name	% Employee Owned	Owners	% Parent Owned	Other*	Owned	Owned
Causeway	98.0%	28	0.0%	2.0%	15.5%	40.0%
CC&L	71.0%	41	0.0%	29.0%	0.0%	22.0%
Driehaus	0.0%	0	0.0%	100.0%	0.0%	0.0%
GQG	0.0%	0	100.0%	0.0%	68.8%	0.0%
Lazard	0.0%	0	100.0%	0.0%	0.0%	0.0%
Metis	86.0%	4	0.0%	14.0%	79.0%	84.0%

\*See Other Manager Notes in Appendix



The following represents Marquette Associates' first take on each investment manager, serving as a brief introduction to each manager's strategy.

#### **Causeway Capital Management**

The Causeway Emerging Markets Equity fund employs a systematic quantitative investment process. It combines both value and growth oriented factors as well as top-down factors. The model is 2/3 bottom-up and 1/3 top-down. It seeks to buy attractively valued companies with superior earnings prospects that have positive market sentiment. The top-down process also utilizes valuation, earnings growth and market sentiment factors at a country and sector level as well as macro-economic factors. The strategy generally holds between 100-140 stocks and limits its universe to emerging market countries. It is an all-cap product that targets 4%-5% tracking error with constraints of no more than 2% active exposure versus the benchmark on a country and sector level. The quant team has been led by Arjun Jayaraman, PhD, CFA since 2006.

#### Connor, Clark & Lunn Investment Management

CC&L's Q Emerging Markets Equity strategy utilizes a quantitative approach. The team believes that long-term equity prices are set by the growth, valuation, and quality. However, there are behavioral, informational, and structural inefficiencies that can prevent efficient stock prices over the short to medium-term. This results in miss-pricings in the marketplace. CC&L's model analyzes four key investment themes including valuation, growth, quality, and short-term signals. The emphasis of each investment theme will vary dynamically over time, reflecting both changing opportunities in the market as well as the theme's effectiveness in predicting returns. This approach allows the portfolio to better navigate various style environments. The portfolio's sector and country weights will be within 4% of the benchmark. The style exposure is expected to be core with investments across the style spectrum. Tracking error is expected to be 2.5% to 3.5% with a target 3% excess return.

#### **Driehaus Capital Management**

The Driehaus Emerging Markets Growth strategy employs fundamental analysis to identify company-specific growth inflection points. The firm believes markets misprice stocks following positive growth inflections and looks to take advantage of this inefficiency. The team uses four growth categories to classify and evaluate companies: Dynamic, Cyclical, Recovery, and Consistent. Chad Cleaver and Howard Schwab co-manage the portfolio and have worked on the strategy since 2008 and 2007 respectively. The portfolio managers source ideas from the firm's global research analyst team to generate a portfolio of 80-140 holdings. The strategy utilizes an all-cap approach with relatively high turnover and will invest no less than 80% of its assets in equity securities of emerging market companies.

#### **GQG** Partners

The GQG Emerging Market Equity fund employs a fundamental bottom-up investing approach. The team takes a forwardlooking view on quality and seeks to identifying companies that can sustain long-term earnings growth and that are trading at a reasonable price. The strategy generally holds 50-80 names and can include companies domiciled in developed markets (DM) with at least 50% of its revenues generated from emerging markets. There is a 20% cap to DM exposure. The portfolio constraints are wide and include a 20% max deviation from the index on a country basis and a minimum of 5 sectors in the portfolio at all times. Rajiv Jain serves as lead PM and CIO of the firm. He had a strong track record at his previous firm, Vontobel. Historically, Rajiv has dynamically managed the portfolio based on current market conditions. As a result, sector and country exposures have shifted over time. Rajiv is supported by a team of research analysts who all serve as generalists. Additionally, the team includes members with an investigative journalism background that are responsible for uncovering risks and is a unique aspect of the process.

#### Lazard Asset Management

The Lazard Emerging Markets Equity Advantage strategy employs a quantitative investment process focused purely on bottom-up stock selection. The investment process is centered on ranking stocks based on a proprietary model using four factor groups: 1) Quality 2) Growth 3) Value and 4) Sentiment. Sub-factors vary by industries and transaction costs are considered when executing buy and sell decisions. Holdings are weighted in terms of active risk with the highest expected return enjoying the largest weight relative to the benchmark. The portfolio is expected to hold between 175 and 300 stocks. Country and sector weights are expected to be within +-3% respectively.

#### **Metis Global Partners**

The Metis Emerging Markets strategy utilizes a bottom-up, fundamental process focusing on value as the driver of stock selection. The strategy employs a systematic process to avoid emotional bias' within the portfolio, while also benefitting from the behavior bias' of others in the market. The systematic process scores stocks based off valuation, giving the greatest weights to the names with the highest score. Both industry and country weightings within the portfolio are capped at the greater of 10% absolute or 2 times the benchmark's weight at the time of purchase. Individual holdings are capped at 3% of the portfolio at the time of purchase. Holdings are typically between 125-175 holdings, and turnover is between 40-60%.





## Market Cap Comparison

## **Portfolio Characteristics**

Firm	# of Holdings	% In Top Ten	Med. Cap (\$MM)	Avg. Cap (\$MM)	Trailing P/E	P/B Ratio	Dividend Yield
Causeway	193	27.8%	\$2,827	\$83,525	9.7	1.2	4.2%
CC&L	1,397	25.1%	\$1,351	\$124,222	12.8	2.2	3.0%
Driehaus	113	31.3%	\$16,706	\$155,160	14.0	2.3	2.4%
GQG	58	48.1%	\$34,804	\$372,989	15.7	2.8	3.0%
Lazard	256	26.2%	\$10,262	\$120,167	11.8	1.6	3.0%
Metis	85	17.3%	\$6,799	\$23,693	11.4	1.0	5.0%
MSCI Emerging Markets	1376	24.1%	\$1,962	\$5,231	15.6	1.7	2.8%





### Sector Comparison Relative to the MSCI Emerging Markets

## Current Weights, Absolute (Cash and Other category not displayed)

				Cons	Cons				Comm		
Firm	Energy	Mat	Ind	Disc	Stpl	HC	Fin	IT	Svcs	Util	RE
Causeway	8%	3%	12%	13%	2%	4%	17%	23%	10%	2%	1%
CC&L	6%	5%	9%	13%	4%	3%	23%	24%	8%	3%	2%
Driehaus	8%	3%	5%	9%	5%	3%	22%	25%	9%	2%	4%
GQG	14%	3%	8%	4%	6%	2%	21%	29%	1%	9%	1%
Lazard	5%	6%	7%	12%	4%	4%	22%	25%	9%	2%	1%
Metis	11%	9%	10%	11%	9%	2%	24%	12%	2%	6%	2%
MSCI Emerging Markets	5%	7%	7%	12%	6%	3%	22%	24%	9%	3%	2%











■ Causeway ■ CC&L ■ Driehaus ■ GQG ■ Lazard ■ Metis ■ MSCI Emerging Markets

## **Top 5 Country Exposures**

Firm	Country 1	Country 2	Country 3	Country 4	Country 5
Causeway	26.83%: China	20.83%: Taiwan	20.55%: India	14.78%: Korea, South	7.57%: Brazil
CC&L	26.29%: China	17.38%: India	17.01%: Taiwan	13.18%: Korea, South	5.14%: Brazil
Driehaus	16.50%: India	16.28%: Taiwan	16.18%: China	11.78%: Korea, South	7.91%: Brazil
GQG	29.52%: India	14.79%: United States of America	14.27%: Brazil	9.06%: Taiwan	4.97%: Korea, South
Lazard	25.77%: China	18.15%: Taiwan	17.62%: India	13.61%: Korea, South	3.97%: Brazil
Metis	20.55%: China	14.42%: Korea, South	12.68%: India	10.83%: Taiwan	10.68%: Brazil
MSCI Emerging Markets	25.13%: China	17.70%: India	17.63%: Taiwan	12.82%: Korea, South	5.23%: Brazil



## **Portfolio Holdings**

#### Top 10 Holdings

	Causeway		CC&L		Driehaus		GQG		Lazard		Metis
7%	Taiwan Semiconductor Manufacturing	9%	Taiwan Semiconductor Manufacturing	8%	Taiwan Semiconductor Manufacturing	9%	Taiwan Semiconductor Manufacturing	8%	Taiwan Semiconductor Manufacturing	2%	S-Oil Corporation
5%	Tencent Holdings	4%	Samsung Electronics	6%	Samsung Electronics	8%	NVIDIA	4%	Samsung Electronics	2%	MediaTek Inc
3%	Samsung Electronics	3%	Tencent Holdings	5%	Tencent Holdings	6%	Petroleo Brasileiro	4%	Tencent Holdings	2%	Alibaba Group Holding
2%	China Construction Bank	2%	Alibaba Group Holding	2%	ICICI Bank	5%	ITC Ltd	2%	Alibaba Group Holding	2%	PagSeguro Digital
2%	Petróleo Brasileiro	2%	Sk Hynix	2%	China Merchants Bank	4%	ASML Holding	2%	Media Tek	2%	Shandong Nanshan Aluminium
2%	Kia Corp.	1%	Pinduoduo	2%	PetroChina Company	4%	Samsung Electronics	1%	Kia Corp	2%	LG H&H Co.
2%	Citigroup Global Markets	1%	Mediatek	2%	Grupo Financiero Banorte	3%	MercadoLibre	1%	State Bank of India	2%	Novatek Microelectronics
2%	Banco do Brasil	1%	Al Rajhi Bank	2%	Reliance Industries Limited	3%	Broadcom	1%	PT Bank Mandiri	2%	NTPC
2%	Hon Hai Precision Industry	1%	Vale	2%	Banco do Brasil	3%	Adani Enterprises	1%	Delta Electronics	2%	Bank of Nanjing Co.
2%	PDD Holdings	1%	ICICI Bank	2%	SK hynix	3%	Adani Green Energy	1%	Dr. Reddy's Labratories	2%	HELLENiQ Energy Holdings

#### % In Top 10

28.6%	25.1%	31.3%	48.1%	26.2%	17.3%





#### **Trailing Returns**



## Trailing Returns and Risk

	3 Year		5 Year		7 Y	'ear	10 Year	
	Ret.	StDev	Ret.	StDev	Ret.	StDev	Ret.	StDev
Causeway	-1.3%	18.1%	5.6%	18.3%	4.6%	17.6%	3.5%	17.1%
CC&L	-1.0%	18.2%	7.3%	19.3%	6.9%	18.2%	6.4%	17.4%
Driehaus	-3.7%	15.1%	5.8%	16.8%	5.2%	16.2%	4.5%	15.1%
GQG	4.1%	15.2%	9.9%	16.8%	9.8%	16.1%		
Lazard	-3.6%	17.6%	4.8%	18.2%	4.7%	17.4%	4.0%	16.7%
Metis	1.3%	15.2%	2.3%	18.5%	2.4%	17.5%	1.8%	17.7%
MSCI Emerging Markets	-5.1%	17.8%	3.1%	18.6%	3.5%	17.7%	2.8%	17.2%

## **Trailing Information Ratios**







## Calendar Returns - Net of Fees

	YTD	2023	2022	2021	2020	2019	2018	2017	2016
Causeway	17.5%	17.2%	-23.0%	-1.3%	16.9%	16.7%	-17.9%	39.8%	9.2%
CC&L	11.9%	16.4%	-17.8%	1.7%	20.8%	20.5%	-14.3%	43.1%	12.7%
Driehaus	12.1%	11.2%	-22.4%	-1.6%	27.9%	25.2%	-21.6%	43.0%	6.5%
GQG	14.7%	32.3%	-21.3%	-1.5%	33.7%	22.5%	-14.2%	31.7%	6.0%
Lazard	10.8%	11.7%	-20.2%	0.5%	17.6%	19.9%	-15.9%	41.6%	9.8%
Metis	4.1%	16.9%	-9.5%	0.6%	-4.2%	13.5%	-13.4%	30.7%	23.2%
MSCI Emerging Markets	7.5%	9.8%	-20.1%	-2.5%	18.3%	18.4%	-14.6%	37.3%	11.2%

#### Calendar Year Returns Data - Net of Fees







Causeway CC&L Driehaus GQG Lazard Metis

#### **Return Statistics**

	Alpha	Beta	R²
Causeway	2.58%	0.96	95.0%
CC&L	4.14%	1.03	98.3%
Driehaus	3.08%	0.87	91.4%
GQG	7.47%	0.79	76.2%
Lazard	1.77%	0.97	98.1%
Metis	-0.45%	0.90	81.9%
MSCI Emerging Markets	0.00%	1.00	100.0%

#### Modern Portfolio Theory (Alpha & Beta) Explanation

The above calculations are based on the Capital Asset Pricing Model (CAPM). Developed in the 1960's, CAPM is a widely used method of understanding the relationship between risk and return. Under the CAPM, expected return is a function of risk. Assuming all security specific risk (the risk related to individual holdings and not to general market movements) is diversifiable, portfolios are then only exposed to market risk. Using a benchmark index as a proxy for "the market", past returns can be estimated as a function of market risk (beta), and unexplainable variance (alpha). By determining which segment of returns is derived from beta (market risk) or alpha (manager skill), investors can evaluate a product's performance record more accurately.





#### 5 Year Returns Based Factor Analysis

#### **Factor Based Return Statistics**

	MSCI Emerging Markets	EM Value Factor	EM Small Cap Factor		Alpha	R²
Causeway	0.96	0.11	0.04	 	0.2%	95.5%
CC&L	1.02	-0.19	0.09	 	1.4%	98.4%
Driehaus	0.85	-0.54	0.26	 	-1.0%	93.2%
GQG	0.78	-0.34	0.38	 	2.4%	79.5%
Lazard	0.96	-0.08	0.03	 	-0.6%	98.1%
Metis	0.96	1.35	0.16	 	-3.3%	95.3%
MSCI Emerging Markets	1.00	-0.01	0.01	 	0.0%	99.9%

#### **Factor Analysis Explanation**

Returns based factor analysis attempts to take into account the fact that, in reality, there are multiple market risk factors that influence returns. Instead of one benchmark "market" factor, returns based style analysis uses multiple benchmarks as proxies for multiple sources of risk. The above calculations are based on a multiple linear regression using several benchmark returns to explain manager returns. Returns based factor analysis is useful to identify which risk factors different managers are exposed to relative to each other and to the benchmark, and to identify outperformance while controlling for multiple measures of risk.

Factor Weights represent manager exposure to benchmark risk factors, holding other factors constant. For example, a manager with a higher value factor likely invests in more value stocks. If the value factor is negative, this indicates a more growth oriented manager. Factor analysis can help determine a manager's historical style, such as small value. It can also help determine if excess returns over the benchmark are generated through security selection alpha, or simply by taking different small and value exposures than the benchmark.

 $\mathbf{R}^2$  in the multi-factor model has the same interpretation under the CAPM model (goodness of fit). If  $\mathbf{R}^2$  is higher with a multi-factor model, manager returns are better explained by taking into account additional risk factors. Therefore, a higher  $\mathbf{R}^2$  is desirable because it indicates a more useful model, and more confidence in the beta and alpha calculation results.

**Alpha** in the multi-factor model has the same interpretation under the CAPM. A lower alpha term under multi-factor analysis indicates that some manager alpha compared to a single benchmark may be generated by taking out-of-benchmark risks. Alpha is not a static number, and varies based on the time period of the regression. Therefore, a positive alpha number, indicating that a manager has outperformed in the past controlling for risk, may be more important than the size of the alpha term.





♦ Causeway ▲ CC&L ■ Driehaus ▲ GQG ■ Lazard ♦ Metis ● MSCI Emerging Markets



3 Year Upside and Downside Capture

### **3 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Causeway	-1.28%	18.08%	-0.24	111.79%	94.54%
CC&L	-0.99%	18.23%	-0.22	113.29%	94.48%
Driehaus	-3.67%	15.07%	-0.44	88.76%	88.90%
GQG	4.09%	15.21%	0.07	94.66%	66.42%
Lazard	-3.57%	17.61%	-0.37	99.59%	94.95%
Metis	1.33%	15.18%	-0.11	85.97%	70.11%
MSCI Emerging Markets	-5.07%	17.80%	-0.45	100.00%	100.00%





♦ Causeway ▲ CC&L ■ Driehaus ▲ GQG ■ Lazard ♦ Metis ● MSCI Emerging Markets



5 Year Upside and Downside Capture

♦ Causeway ▲ CC&L ■ Driehaus ▲ GQG ■ Lazard ♦ Metis ● MSCI Emerging Markets

## **5 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Causeway	5.55%	18.30%	0.19	104.85%	95.14%
CC&L	7.32%	19.26%	0.27	115.52%	95.92%
Driehaus	5.76%	16.84%	0.22	97.59%	89.81%
GQG	9.92%	16.81%	0.47	96.09%	74.56%
Lazard	4.77%	18.18%	0.15	100.46%	94.92%
Metis	2.34%	18.55%	0.01	76.52%	86.46%
MSCI Emerging Markets	3.10%	18.60%	0.05	100.00%	100.00%



Rolling 3 Year Net Excess Returns over MSCI Emerging Markets



Rolling 3 Year Net Standard Deviation







**Crisis Performance** 

	Financial Crisis	Euro Crisis	Taper Tantrum	Oil/Shale Crash	COVID-19 Crash
	May '07 - Feb '09	April '11 - Sept '11	April '13 - Aug '13	May '15 - Jan '16	Dec '19 - Mar '20
Causeway	-54.8%	-27.4%	-11.9%	-26.7%	-23.0%
CC&L				-22.7%	-24.4%
Driehaus	-50.7%	-22.2%	-7.7%	-19.0%	-21.0%
GQG				-11.6%	-19.8%
Lazard		-25.2%	-10.5%	-22.8%	-22.5%
Metis				-31.5%	-31.0%
MSCI Emerging Markets	-48.9%	-25.7%	-9.4%	-24.7%	-23.6%



## **5 Year Correlations Excess Return**

	Causeway	CC&L	Driehaus	GQG	Lazard	Metis
Causeway	1.00					
CC&L	0.31	1.00				
Driehaus	0.27	0.02	1.00			
GQG	0.41	0.08	0.74	1.00		
Lazard	0.57	0.50	0.18	0.26	1.00	
Metis	0.15	-0.19	-0.03	0.14	-0.10	1.00

## 5 Year Correlations with other Asset Classes

	S&P 500	Russell 2000	MSCI EAFE	Bloomberg Aggregate	Bloomberg High Yield	CS Leveraged Loans	HFRI Fund of Funds	HFRI Equity Hedge
Causeway	0.72	0.73	0.80	0.50	0.75	0.62	0.73	0.83
CC&L	0.70	0.72	0.78	0.48	0.72	0.63	0.74	0.83
Driehaus	0.77	0.78	0.80	0.52	0.78	0.64	0.80	0.87
GQG	0.75	0.74	0.75	0.46	0.76	0.63	0.76	0.83
Lazard	0.72	0.72	0.79	0.49	0.74	0.62	0.73	0.83
Metis	0.74	0.78	0.87	0.37	0.73	0.68	0.79	0.87



#### Fee Schedule and Expense Ratios

Firm	Fee Schedule	Other Fees	Expense Ratio	Industry Avg.	Fee For \$7,000,000
Causeway CEMIX	111 bps on the Balance	0 bps	1.11%	0.94% <sup>2</sup>	\$77,700
CC&L	80 bps on the first \$50 million 70 bps on the next \$50 million 60 bps on the Balance	15 bps	0.95%	0.87% <sup>3</sup>	\$66,500
Driehaus <sup>1</sup>	70 bps on the Balance	10 bps	0.80%	0.87% <sup>3</sup>	\$56,000
GQG <sup>1</sup>	70 bps on the Balance	8 bps	0.78%	0.87% <sup>3</sup>	\$54,600
_azard <sup>1</sup>	45 bps on the Balance	10 bps	0.55%	0.87% <sup>3</sup>	\$38,500
Metis <sup>1</sup> First 36 months of investment	35 bps on the Balance	7.5 bps	0.43%	0.87% <sup>3</sup>	\$29,750
After 36 months of investment	85 bps on the first \$25 million 80 bps on the next \$50 million 70 bps on the next \$100 million 65 bps on the Balance	7.5 bps	0.93%	0.87% <sup>3</sup>	\$64,750

<sup>1</sup>Marquette Client Proposed Fees.

<sup>2</sup>Industry Average Mutual Fund Fee.

<sup>3</sup>eVestment Commingled Fund - average does not include operating/admin fees. These typically range from 5-15 bps.



Appendix

			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Duff Kuhnert	Portfolio Manager	22	24	24	BA,CFA
Joe Gubler	Portfolio Manager	11	20	20	BA,CFA,MBA
Arjun Jayaraman	Portfolio Manager	19	19	19	BA,CFA,Ph.D
Ryan Myers	Portfolio Manager	15	12	4	BA,MBA
	Ū.				

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	13	12	10	9
Total Assets \$MM	\$5,345.5	\$3,513.6	\$3,444.1	\$4,066.4
Asset Inflow \$MM	\$113.5	\$0.0	\$0.0	\$0.0
Asset Outflow \$MM	\$36.9	\$1.3	\$192.4	\$2.8

Employee Turnover (5 Years)	
Hired	21
Terminated	3
Retired	1
Resigned	15
Total Firm Employees	105

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$1,555.8	38.3%
Other	\$1,331.6	32.7%
Public	\$507.3	12.5%
Sub-Advisory	\$422.0	10.4%
Sub-Advisory	\$128.5	3.2%

Client Averages (\$MM)	
Average Client Size	\$128.5
Smallest Client Size	\$2.7



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Chris Archbold	Portfolio Manager	30	31	31	CFA
Steven Huang	Portfolio Manager	28	30	30	BA,CFA
Tate Haggins	Portfolio Manager	20	21	21	BA,CFA
Dion Roseman	Portfolio Manager	30	21	21	BBA,CFA,Masters
Brian Bardsley	Portfolio Manager	30	18	18	BA
Jennifer Drake	Portfolio Manager	26	17	17	BA
Glen Roberts	Portfolio Manager	16	17	17	BS,CFA,Masters
Michael Cao	Portfolio Manager	15	14	14	BS,CFA,Masters

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	27	39	44	46
Total Assets \$MM	\$1,367.3	\$3,307.7	\$5,903.8	\$6,967.3
Asset Inflow \$MM	\$570.3	\$979.7	\$1,251.5	\$379.6
Asset Outflow \$MM	\$0.0	\$0.0	\$17.3	\$0.0

Employee Turnover (5 Years)	
Hired	87
Terminated	6
Retired	5
Resigned	18
Total Firm Employees	134

Client Type	Assets (\$MM)	% of Assets
Public	\$2,115.4	30.4%
Public	\$695.9	10.0%
Endowment/Foundation	\$440.7	6.3%
Sub-Advisory	\$400.1	5.7%
Sub-Advisory	\$323.8	4.6%

Client Averages (\$MM)	
Average Client Size	\$145.2
Smallest Client Size	\$0.0



			Years with		
Name	Role on Product	Years Experience	Firm	Product	Education
Howard Schwab	Portfolio Manager	23	24	17	BA
Chad Cleaver	Portfolio Manager	21	20	17	CFA,MBA
Andrew Srichandra	Analyst	26	18	8	CFA
Max Heitner	Research	27	15	15	MBA
Richard Thies	Portfolio Manager	16	14	14	Masters
Thomas Ansen-Wilson	Analyst	12	11	11	CFA
Michael So	Research	21	10	8	CPA
Mihaela Zahariuc	Analyst	19	7	7	Masters
Jon Mershimer	Analyst	16	5	5	MBA,CFA
Jason Shao	Analyst	5	4	4	Masters

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	23	26	33	33
Total Assets \$MM	\$5,720.0	\$4,721.0	\$5,743.0	\$6,195.0
Asset Inflow \$MM	\$951.0	\$1,075.0	\$1,007.0	\$278.0
Asset Outflow \$MM	\$732.0	\$814.0	\$554.0	\$231.0

Employee Turnover (5 Years)	
Hired	11
Terminated	0
Retired	0
Resigned	9
Total Firm Employees	85

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$2,873.0	46.4%
Public	\$904.0	14.6%
Public	\$651.0	10.5%
Corporate	\$424.0	6.8%
Other	\$328.0	5.3%

Client Averages (\$MM)	
Average Client Size	\$188.0
Smallest Client Size	\$0.1



## Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Rajiv Jain	Portfolio Manager	30	9	9	MBA,BS,Masters
Brian Kersmanc	Portfolio Manager	16	9	9	BA,MBA
Sudarshan Murthy	Portfolio Manager	13	9	9	BA,CFA,MBA
Siddharth Jain	Assistant Portfolio Manager	5	4	4	BA
	Assistant i Ortiolio Manager	5	-	-	

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	324	315	293	303
Total Assets \$MM	\$25,571.1	\$22,823.8	\$33,301.3	\$38,959.1
Asset Inflow \$MM	\$196.7	\$2,837.1	\$8,200.5	\$3,766.2
Asset Outflow \$MM	\$137.5	\$2,445.8	\$5,093.1	\$1,958.7

Employee Turnover (5 Years)	
Hired	201
Terminated	0
Retired	0
Resigned	63
Total Firm Employees	195

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$20,275.4	52.0%
Other	\$2,779.8	7.1%
Other	\$2,550.7	6.5%
Sub-Advisory	\$1,305.8	3.4%
Public	\$1,276.8	3.3%

Client Averages (\$MM)	
Average Client Size	
Smallest Client Size	



		× = .	Years with	Years on Product	
Name	Role on Product	Years Experience	Firm	Product	Education
Paul Moghtader	Portfolio Manager/Analyst	31	18	14	BA,Masters,CFA
Taras Ivanenko	Portfolio Manager/Analyst	28	18	14	BA,CFA,Ph.D
Peter Kashanek	Portfolio Manager/Analyst	29	18	14	MBA,BA
Craig Scholl	Portfolio Manager/Analyst	39	18	14	BS,CFA
Jason Williams	Portfolio Manager/Analyst	22	17	14	BS,CFA,Masters
Susanne Willumsen	Portfolio Manager/Analyst	30	17	14	BS,Masters
Alex Lai	Portfolio Manager/Analyst	21	17	14	BBA,CFA,Masters
Ciprian Marin	Portfolio Manager/Analyst	26	17	14	BS,MBA
Christopher Pope	Portfolio Manager	47	17	14	BA
Ruihan Liu	Analyst	8	9	8	BS,Masters

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	13	16	17	16
Total Assets \$MM	\$5,511.6	\$4,336.2	\$6,192.7	\$5,286.4
Asset Inflow \$MM	\$1,576.4	\$68.5	\$135.3	\$0.0
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	87
Terminated	133
Retired	
Resigned	
Total Firm Employees	856

Client Type	Assets (\$MM)	% of Assets
Corporate	\$3,205.9	60.6%
Corporate	\$580.9	11.0%
Corporate	\$218.8	4.1%
Corporate	\$177.9	3.4%
Public	\$109.6	2.1%

Client Averages (\$MM)	
Average Client Size	\$327.4
Smallest Client Size	\$0.3



Role on Product	Years Experience	Years with Firm	Years on Product	Education
Portfolio Manager	31	11	11	BBA,CFA,MBA
Analyst	27	11	11	CFA, Masters, BS
Analyst	21	7	7	BS,Masters
	Portfolio Manager Analyst	Portfolio Manager 31 Analyst 27	Role on ProductYears ExperienceFirmPortfolio Manager3111Analyst2711	Role on ProductYears ExperienceFirmProductPortfolio Manager311111Analyst271111

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	2	2	4	6
Total Assets \$MM	\$42.2	\$44.9	\$158.5	\$192.8
Asset Inflow \$MM	\$0.0	\$0.0	\$92.0	\$39.8
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

	Employee Turnover (5 Years)	
	Hired	7
	Terminated	1
	Retired	0
	Resigned	3
-	Total Firm Employees	9

Client Type	Assets (\$MM)	% of Assets
Corporate	\$96.8	50.2%
Sub-Advisory	\$45.0	23.3%
Corporate	\$26.3	13.6%
Corporate	\$13.1	6.8%
Public	\$9.7	5.0%

Client Averages (\$MM)	
Average Client Size	\$32.1
Smallest Client Size	\$1.9



## Notes on % Owned by Parent or Other

Firm Name	Notes					
Causeway	Causeway is wholly owned by current and former employees, broadly distributed across investment team					
CC&L	CC&L Financial Group CC&L does not disclose minority ownership.					
Driehaus	DCM is 100% owned by Driehaus Capital Holdings LLLP and RHD Holdings LLC. These two entities are 100% owned by trusts that were established to administer the estate of its deceased Founder, Richard H. Driehaus. Our group maintains a Profit & Loss (P&L) model, whereby each investment team retains a direct and significant percentage of annual revenues associated with their respective strategies.					
GQG	GQG Partners LLC is a wholly owned subsidiary of GQG Partners, Inc, a Delaware Corporation that is listed on the Australian Securities Exchange (ASX: GQG).					
	GQG Partners, Inc. is a majority employee-owned company that is 68.8% controlled by Rajiv Jain who is of South Asian descent. GQG believes that diversity in our workforce, across the various dimensions of social and cultural identity, and an inclusive environment are essential to achieving excellence and delivering on its promises to clients and communities. GQG does not disclose individual employee ownership levels. A majority of GQG employees hold an equity interest in GQG Partners Inc. in some form.					
Lazard	Lazard Asset Management LLC is a Delaware limited liability company. It is a wholly- owned subsidiary of Lazard Frères & Co. LLC (LF&Co.), a New York limited liability company with one member, Lazard Group LLC, a Delaware limited liability company. Interests of Lazard Group LLC are held by Lazard, Inc., which is a Delaware corporation with shares that are publicly traded on the New York Stock Exchange under the symbol "LAZ."					
	For additional details on ownership, please refer to Lazard's Form ADV Part 1, which is available on the SEC website.					
Metis	Brandes Investment Partners, LP holds 14% equity interest in the firm. Metis maintains a strategic partnership with Brandes. As part of this relationship Brandes provides a full operational outsource to Metis including all back-office and trading resources.					



#### Marquette Manager Search Phase Process

Bottom-up Evaluation Process: We use a bottom-up process to vet investment ideas. As an idea passes through multiple evaluation phases, the idea is provided with additional resources (i.e. time, attention, and money) and will be placed at a higher level of scrutiny. While the traditional and alternative research efforts utilize the same general approach, there are differences due to the specifics of each asset class. There is a product Set-Up and five levels of due diligence. Phase I and Phase II are the initial evaluation phases, Phase III is the documentation phase, Phase IV is the validation phase, and the last phase is the final recommendation and on-going due diligence. During every stage of the process, the lead analyst presents information at the weekly Investment Manager Search Committee ("IMC") meetings. The lead analyst or the IMC may "fail" an idea at any step in the process. In order to pass Phase III and IV, an idea must receive unanimous support from the IMC. Note: Managers included in Marquette searches may not be fully through all five phases of the evaluation process at the time the search is published.

		Set Up	Phase I	Phase II	Phase III	Phase IV	Recommendation / Ongoing
Manager Products	Traditional	Enter Product into proprietary MAI database	Collect Basic Information	Quantitative Screen	Asset- Class/Account Specific RFI	Full Due Diligence Check/Data Verification	Final Recommendations and Ongoing Due Diligence
	Open Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
	Closed Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
		Initial Product Discovery	Determine Viability of Product	Determine whether product is attractive	Develop clear understanding of necessary info, including potential shortfalls	Includes: 1.On-site visit 2.Reference check 3.Technology evaluation 4.Culture evaluation 5.Compliance evaluation 6.Peer comparisons 7.IMC follow-up review	Ongoing due diligence



#### Definitions

**Alpha** measures nonsystematic return, or the return of the manager that cannot be attributed to the market. It can be thought of as how the manager performed if the market has no gain or loss. Marquette calculates alpha as the annualized y-intercept of the best fit line based on the ordinary least squares regression, using the market's monthly return less the risk-free rate as the independent variable and the manager's monthly return less the risk-free rate as the dependent variable. Marquette uses the one month T-Bill returns as the risk-free rate.

**Average Coupon** is the arithmetic average of the coupon rates of all of the bonds in a portfolio. The Coupon Rate of a bond is the interest the bond issuer agrees to pay annually.

**Average Time to Maturity** is the arithmetic average of the maturities of all of the bonds in a portfolio. The Time to Maturity of a bond is the number of years remaining prior to final principal payment.

**Average Yield to Worst** is the arithmetic average of yield to worst of all of the bonds in a portfolio. The Yield to Worst of a bond is the lowest possible yield of a bond, represented by the lower of either the yield to maturity or the yield to call. Yield is defined as the interest earned on a bond, calculated as coupon rate divided by current price. Yield to Maturity or Yield to Call refers the yield an investor will earn if the bond is held from purchase date to redeem date.

**Batting Average** is a measure of a manager's ability to beat a benchmark consistently. It is calculated by dividing the number of months in which the manager beat or matched the benchmark by the total number of months in the period. For example, a manager who meets or outperforms the market every month in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50. Marquette calculates batting average on five years of monthly returns.

**Beta** measures the risk level of the manager. It is a measure of systematic risk, or the manager return attributable to market movements. A beta equal to 1.0 indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. Marquette calculates beta as the covariance (correlation of two assets multiplied by their standard deviation) divided by the variance (standard deviation squared) of the market.

**Composite Dispersion** measures the variability of returns amongst all of the underlying portfolios representing a composite. The higher the dispersion, the larger the differences between the various manager portfolios in the product.

**Correlation** measures the variation between two sets of historical returns and is a useful tool in portfolio diversification. The correlation between two sets of returns is a number between -1.0 and +1.0. A +1.0 means that the two sets of returns move in the exact same manner, while a -1.0 means the returns move exactly opposite. The lower the correlation number, the stronger the diversification between two products.

**Dividend Yield** measures the annual return of the portfolio attributable to dividends. It is determined by dividing the total amount of annual dividends per total shares by the average market price of the total stocks in the portfolio.

**Down-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is less than zero. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. For instance, a value of 90.0 suggests that the manager's losses were only 90% of the benchmark's losses when the benchmark declined. A negative down-market capture ratio indicates that the manager's returns were actually positive when the benchmark declined.

**Duration** is a measure of the approximate price sensitivity of a bond to interest rate changes. Rule of thumb: duration is the approximate percentage change in the price of a bond for a 1% change in interest rates.

**Factor Analysis** is based multi-variate regression. R-squared represents the percentage of manager returns explained by the underlying factors, and each factor weight can be interpreted as the manager's sensitivity to the underlying factor.

**Global Investment Performance Standards (GIPS)** is a set of standards developed by the CFA Institute to provide a common methodology of calculating and presenting historical performance. These standards provide uniformity for comparing investment returns and ensure accurate, accountant verified data.

**GIPS Soft Dollar Standards** is a voluntary set of standards developed by the CFA Institute that managers may choose to comply with in relation to their firm's soft dollar trading practices. The standards are primarily made up of four ethical principles applying to seven major areas of firm practice. They were developed to guide managers toward ethical practices in the use and application of soft dollar client brokerage.



#### Definitions

**Information Ratio** is a measure of risk-adjusted value added by a manager. It is the ratio of a manager's excess return over the benchmark over the tracking error (residual risk).

**Kurtosis**, or excess kurtosis as used in this report, measures peakedness of the distribution of manager returns. A value greater than zero indicates a more peaked distribution than a normal distribution, with more returns clustered around the mean and more extreme values.

Minority Status is defined by Marquette Associates as Female, African American, Hispanic, Asian, and/or Native American.

**R-Squared** measures how closely the manager's returns track the benchmark. The closer the R-squared statistic is to 1.0, the more closely related the manager's returns are to the benchmark. A higher R-squared also increases the reliability of alpha and beta.

Sharpe Ratio measures the excess return per unit of risk. The higher the ratio, the more efficient the manager. It is the average return of the manager minus the risk-free rate, divided by the standard deviation of the differences of the two return streams.

**Skew** measures the symmetry of the distribution of manager returns relative to a normal distribution. A negative skew implies more extreme negative return values, a positive skew implies more extreme positive return values.

**Soft Dollars** refer to non-cash revenue on commissions, spreads, and discounts generated by trades that the manager may use to pay for proprietary and third-party research, which provide lawful and appropriate assistance to the manager in the investment decision making process. The manager must use its best judgment as a fiduciary to justify the use of client brokerage to pay for a product or service. The CFA Institute has developed a set of Standards to aid GIPS members in their determination process.

Sub-Advisory relationships are where the manager oversees another investment firm's product.

**Turnover** measures the trading activity of a portfolio during a given time period. It is the percentage of the portfolio's assets that have changed over the course of the time period. Turnover is calculated by dividing the average market value during the time period by the lesser value of the value of purchases or sales during the same period.

**Tracking Error**, also known as residual risk, is a measure of how closely a manager's returns track the returns of the benchmark. It can also be viewed as a measure of consistency of excess returns. It is computed as the annualized standard deviation of the difference between a portfolio's return and the benchmark.

**Up-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager performed during a market rise. For instance, a value of 110.0 suggests that the manager's returns were 110% of the benchmark's returns when the benchmark rose. An up-market capture ratio under 100.0 indicates that the manager's returns were less than the benchmark's returns in a positive market.

**Wrap Relationships** are negotiated relationships between the manager and a brokerage firm(s), whereby the brokerage firm(s) provide their clients access to the manager's product through a sub account.



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### **About Marquette Associates**

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit www.MarquetteAssociates.com.


June 30, 2024

## The Sewerage & Water Board of New Orleans International Small-Cap Core Search

Executive Summary

# The Sewerage & Water Board of New Orleans International Small-Cap Core Search

CONTENTS	EXHIBIT
Overview	1 - 2
Candidate Summary	3 - 4
Portfolio Construction Comparison	5 - 8
Individual Manager Statistics	9 - 12
Manager Risk & Return Comparisons	13 - 15
Stress Test	16
Correlation Analysis	17
Fee Comparison	18
APPENDIX	
Team & Product Profiles	19 - 24
Other Manager Notes	25
Phase Process Overview	26
Glossary	27 - 28

Marquette Associates has prepared this search utilizing data from various sources. The sources of information are believed to be reliable. Marquette has not independently verified all of the information contained herein. Past performance is no guarantee of future results.

NOTE: All performance is as of June 30, 2024. Characteristics are as of March 31, 2024.

NOTE: Approximate amount of assets in consideration: \$7,000,000

NOTE: Performance data is net of stated, undiscounted fees

NOTE: Glossary of definitions enclosed

Benchmark: MSCI ACWI ex US Small Cap & MSCI EAFE Small Cap

## **Candidate Lineup**

Artisan: Non-U.S. Small-Mid Growth Causeway: International Small Cap Metis: International Small Cap Equity SGA: International Small Cap Equity TS&W: International Small-Cap Wellington: International Small Cap Research Equity



The information below may help make distinctions between investment managers. This information is intended to make reference to general areas Marquette Associates believes are important to consider when evaluating international small-cap core managers.

## 1. Risk and Return Statistics:

Total return should always be considered within the context of total risk. The ideal investment manager will outperform the benchmark while maintaining an acceptable level of risk.

## 2. Style Analysis:

Returns-based style analysis can both indicate whether a manager is generating alpha, and explain beta components of the manager's returns. Factor weights can be viewed across managers to compare different risk exposures. Equity factors considered include market, size and value. Fixed income factors considered include credit, duration, and MBS. A higher number indicates a higher exposure to a given risk factor, and a lower number indicates a lower exposure.

## 3. Rolling Three Year Risk and Returns:

Rolling returns are useful in reviewing historical performance over longer term investment cycles. Outperformance of the rolling three year returns of a manager over the benchmark is an indication of consistency. Likewise, rolling three year risk below the benchmark is an indication of managers with below market risk.

## 4. Three and Five Year Statistics:

Information Ratio and Sharpe Ratio help determine how much value a manager is contributing to performance, relative to risk. The best case scenario is a manager with historically strong returns without assuming too much market risk. As a result, high Information and Sharpe Ratios are signals of strong outperformance at reasonable risk levels. These two statistics become more accurate the higher the R-Squared Coefficient. Typically, an R-Squared Coefficient greater than 0.85 coincides with accurate Information and Sharpe Ratio statistics.

## 5. Up and Down Market Capture:

The greater the up-market capture ratio of a manager, the better they have performed when the market was positive. The lower the down-market capture ratio of a manager, the better they have preserved capital when the stock market is negative. Up-market capture ratios at or above 100% (indicating the manager performed at or above the index during periods of positive index performance), and the down-market capture ratios below 100% (indicating the manager outperformed during periods of negative index returns) are signals of strong managers.



## **Candidate Summary**

	<b></b>				E&O Ins. Policy
Firm Name	Firm Assets (\$MM)	Product (\$MM)	Vehicle	Product Style	Limit (\$MM)
Artisan	\$160,384.0	\$7,390.0	Mutual Fund	Quality Growth	\$55.0
Causeway	\$47,499.3	\$636.2	Mutual Fund	Value	\$20.0
Metis	\$3,633.4	\$36.5	Commingled Fund	<b>Relative Value</b>	\$5.0
SGA	\$2,806.7	\$486.1	Commingled Fund	Core	\$35.0
TS&W	\$20,165.3	\$1,814.4	Commingled Fund	Core Value	\$50.0
Wellington	\$1,254,522.3	\$2,135.0	Commingled Fund	Core	\$100.0

## **General Information Summary**

Firm Name	Location	Phone	Contact Name
Artisan	Milwaukee, WI	(800) 399-1770	Alyse Vishnick
Causeway	Los Angeles, CA	(310) 231-6100	Eric Crabtree
Metis	San Diego, CA	(858) 436-3030	Machel Allen
SGA	Newport Beach, CA	(949) 706-2640	Ulana Blahy
TS&W	Richmond, VA	(804) 353-4500	Tracey lvey
Wellington	Boston, MA	(617) 951-5000	Ross Perlmutter

## Firm Ownership

		# Employee		% Owned by	% Minority	% Female
Firm Name	% Employee Owned	Owners	% Parent Owned	Other*	Owned	Owned
Artisan	9.0%		0.0%	91.0%	0.0%	0.0%
Causeway	98.0%	28	0.0%	2.0%	15.5%	40.0%
Metis	86.0%	4	0.0%	14.0%	79.0%	84.0%
SGA	57.8%	2	0.0%	44.2%	0.0%	67.1%
TS&W	0.0%	0	100.0%	0.0%	0.0%	0.0%
Wellington	100.0%	203	0.0%	0.0%	27.0%	45.0%

\*See Other Manager Notes in Appendix



The following represents Marquette Associates' first take on each investment manager, serving as a brief introduction to each manager's strategy.

#### Artisan Partners, LP

The Artisan Non-U.S. Small-Mid Growth Strategy employs a fundamental bottom-up investing approach with a focus on identifying companies that benefit from global structural growth themes. The team seeks to invest in high quality businesses with a secular tailwind that have market dislocation on their share price. The team's uses normalized cash flow to assess valuation. They also look for businesses with imbedded optionality, including R&D pipelines, new growth markets, and new product development. The strategy generally holds 75-125 stocks and will include emerging markets. The portfolio is benchmark agnostic with wide sector and country guidelines. It uses the MSCI ACWI ex-U.S. SMID Index as its benchmark. Rezo Kanovich is the sole PM, responsible for all buy and sell decisions, and has served in that role since 2012 while at OFI. He is supported by two dedicated analysts who worked with him at OFI. The team joined Artisan in 2018.

#### **Causeway Capital Management**

The Causeway International Small Cap fund employs a systematic quantitative investment process. It combines value, quality and growth-oriented factors as well as top-down factors. It seeks to buy attractively valued companies with superior earnings prospects that have positive market sentiment. The top-down process also utilizes valuation, earnings growth and market sentiment factors at a country and sector level as well as macro-economic factors. During the optimization process, the strategy is constrained by +/-5% active country and sector exposure, +/-10% currency exposure, and +/-2% for individual stocks. Beta is constrained to the range of 0.9-1.1. Annual turnover is ~80-90%, and portfolios have from 120-200 stocks.

#### **Metis Global Partners**

The Metis International Small Cap strategy utilizes a bottom-up, fundamental process focusing on value as the driver of stock selection. The strategy employs a systematic process to avoid emotional bias' within the portfolio, while also benefitting from the behavior bias' of others in the market. The systematic process scores stocks based off valuation, giving the greatest weights to the names with the highest score. Both industry and country weightings within the portfolio are capped at the greater of 10% absolute or 2 times the benchmark's weight at the time of purchase. Individual holdings are capped at 2% of the portfolio at the time of purchase. Holdings are typically between 125-175 holdings, and turnover is between 45-75%. The strategy will invest across developed, emerging and frontier markets.

#### Strategic Global Advisors

The Strategic Global Advisors International Small-Cap equity product utilizes a quantitative investment process with a fundamental overlay. The stock selection model ranks companies within their respective sector using four broad factor groups; Growth (27.5%), Value (30%), Sentiment (20%), and Quality (22.5%). The model employs a total of 15 factors. The firm's fundamental analysts perform a pass/fail review on each of the recommended stocks. The portfolio contains 150-200 stocks with sector and country weightings generally +-5% relative to the benchmark. Turnover is expected to be 40%-60% annually. The strategy is managed by a four-person portfolio management team and the model is used across the firm's strategies. Investors should expect a core portfolio with holdings across the style spectrum.

#### Thompson, Siegel and Walmsley

The TSW International small-cap strategy employs a fundamental value based investment approach. It limits emerging market exposure to 10% and historically has been in the low single digits. The portfolio holds 80-120 stocks with a plus/minus 10% constraint on regional and sector allocations. The strategy utilizes a proprietary four-factor screen to identify the highest expected return stocks and then the team engages in rigorous fundamental research. It is managed by Brandon Harrell and Stedman Oakley who have been on the fund since 2008.

#### Wellington Management Company

The Wellington International Small Cap Research Equity strategy employs a fundamental investment approach centered on industry focused bottom-up analysis. The portfolio consists of several sub-portfolios that are each actively managed by Wellington's Global Industry Analysts who have discretion over stock selection and timing of investments within their respective industries. The portfolio is rebalanced quarterly with the goal of stock selection driving alpha rather than style or industry bets. Country weightings are a result of stock selection and EM exposure is capped at 20%. The portfolio typically has upwards of 250 holdings with turnover expected to be 70%-100%.





## Market Cap Comparison

## **Portfolio Characteristics**

			Med. Cap				Dividend
Firm	<pre># of Holdings</pre>	% In Top Ten	(\$MM)	Avg. Cap (\$MM)	Trailing P/E	P/B Ratio	Yield
Artisan	128	23.2%	\$4,378	\$7,552	23.6	5.0	1.2%
Causeway	192	18.0%	\$1,929	\$2,763	8.1	1.0	4.1%
Metis	144	11.3%	\$1,150	\$1,579	15.3	1.0	4.1%
SGA	200	13.0%	\$1,893	\$2,649	11.1	1.7	3.3%
TS&W	113	20.1%	\$1,848	\$4,287	13.4	1.6	3.2%
Wellington	249	13.5%	\$3,090	\$3,913	15.9	1.5	2.5%
MSCI ACWI ex US Small Cap	4424	1.8%	\$608	\$948	18.2	1.4	2.8%
MSCI EAFE Small Cap	2159	2.8%	\$819	\$1,241	16.7	1.4	2.9%





## Sector Comparison Relative to the MSCI ACWI ex US Small Cap

## Current Weights, Absolute (Cash and Other category not displayed)

				Cons	Cons				Comm		
Firm	Energy	Mat	Ind	Disc	Stpl	HC	Fin	IT	Svcs	Util	RE
Artisan	2%	1%	28%	5%	7%	23%	6%	24%	0%	0%	1%
Causeway	4%	7%	20%	13%	6%	3%	16%	16%	4%	6%	4%
Metis	3%	17%	19%	17%	7%	8%	8%	7%	4%	3%	4%
SGA	5%	10%	23%	12%	8%	6%	11%	10%	4%	2%	9%
TS&W	4%	7%	25%	14%	6%	6%	16%	10%	6%	0%	3%
Wellington	4%	10%	20%	12%	2%	8%	16%	10%	3%	3%	11%
MSCI ACWI ex US Small Cap	4%	11%	21%	12%	6%	7%	11%	12%	4%	3%	9%
MSCI EAFE Small Cap	3%	10%	23%	13%	6%	6%	12%	10%	4%	2%	10%



## **Regional Exposures**



Artisan Causeway Metis SGA TS&W Wellington MSCI ACWI ex US Small Cap MSCI EAFE Small Cap



## Development Exposures

Artisan Causeway Metis SGA TS&W Wellington MSCI ACWI ex US Small Cap MSCI EAFE Small Cap

Firm	Country 1	Country 2	Country 3	Country 4	Country 5
Artisan	19.10%: United	18.20%: United	14.80%: Japan	9.30%: Israel	6.00%: Denmark
	Kingdom	States of America			
Causeway	26.72%: Japan	9.82%: Taiwan	7.40%: Australia	7.28%: United Kingdom	7.04%: India
Metis	20.58%: Japan	10.76%: Canada	6.63%: Taiwan	5.34%: China	4.74%: Korea, South
SGA	32.85%: Japan	14.90%: United Kingdom	8.56%: Canada	5.46%: Australia	5.09%: Sweden
TS&W	30.28%: Japan	16.84%: United Kingdom	6.59%: Germany	6.13%: Italy	5.62%: France
Wellington	29.61%: Japan	22.53%: United Kingdom	5.57%: Canada	5.25%: Australia	4.72%: Italy
MSCI ACWI ex US Small Cap	22.23%: Japan	9.38%: United Kingdom	7.36%: India	6.75%: Canada	6.7%: Taiwan
MSCI EAFE Small Cap	34.81%: Japan	14.68%: United Kingdom	9.42%: Australia	5.92%: Sweden	4.54%: Germany

Top 5 Country Exposures



	Artisan		Causeway		Metis		SGA		TS&W		Wellington
5%	Nice Ltd	2%	Bper Banca	1%	DHT Holdings, Inc.	1%	Indra Sistemas, S.A.	2%	Redrow plc	2%	Beazley PLC
4%	ConvaTec Group PLC	2%	Radiant Opto- Electronics Corp.	1%	SKY Perfect JSAT Holdings Inc.	1%	SPIE SA	2%	Bank of Ireland Group Plc	2%	IMI PLC
2%	JET2 PLC	2%	Simplo Technology Co., Ltd.	1%	Hugel, Inc.	1%	Aryzta AG	2%	Sanwa Holdings Corporation	1%	BAWAG Group AG
2%	Alcon Inc	2%	Sojitz Corp.	1%	Mizuno Corporation	1%	Fujikura Ltd	2%	Horiba , Ltd.	1%	Trelleborg
2%	Ambu A/S	2%	Mitsubishi Motors Corp.	1%	Chicony Electronics Co. Ltd.	1%	Burckhardt Compression Holding AG	2%	Gerresheimer AG	1%	Rotork PLC
2%	Swedish Orphan Biovitrum	2%	KPIT Technologies Ltd.	1%	Usinas Siderurgicas de Minas Gerais SA	1%	Granite REIT	2%	Swissquote Group Holdings Ltd.	1%	Kyushu Electric Pwr
2%	Metso Oyj	2%	Unipol Gruppo SpA	1%	FocalTech Systems Co., Ltd.	1%	Sankyo Co., Ltd.	2%	Capcom Co., Ltd.	1%	Nuvei Corp
2%	CyberArk Software Ltd	2%	Power Finance Corp. Ltd.	1%	Chinese Universe Publishing & Media Group	1%	Dundee Precious Metals Inc.	2%	Scandinavian Tobacco Group A/S	1%	Wix.com Ltd
2%	Howden Joinery Group PLC	2%	Electric Power Development Co., Ltd.	1%	Genomma Lab Internacional SAB de CV	1%	SCREEN Holdings Co., Ltd	2%	Van Lanschot Kempen NV	1%	TechnoPro Holdings I
2%	Rotork PLC	1%	Celestica	1%	Banca Popolare di Sondrio S.p.A.	1%	United Laboratories International	2%	BFF Bank SpA	1%	Sabre Insurance Grou

% In Top 10

23.2%	18.0%	11.3%	13.0%	20.1%	13.5%





## **Trailing Returns**

■ MSCI ACWI ex US Small Cap ■ MSCI EAFE Small Cap

TS&W

**Trailing Returns and Risk** 

SGA

	3 Year		5 Y	'ear	7 Y	'ear	י 10	Year
	Ret.	StDev	Ret.	StDev	Ret.	StDev	Ret.	StDev
Artisan	-5.9%	19.4%	5.5%	20.0%	6.4%	18.6%	4.1%	17.4%
Causeway	6.6%	18.2%	10.3%	19.8%	7.4%	18.5%		
Metis	0.1%	15.4%	4.5%	21.1%	1.2%	19.3%	2.2%	17.8%
SGA	-1.1%	18.7%	4.6%	20.4%	3.3%	18.8%	4.1%	17.2%
TS&W	1.9%	19.3%	7.9%	20.4%	6.4%	18.5%	5.5%	16.7%
Wellington	-3.5%	18.6%	5.5%	20.6%	5.0%	18.9%	5.5%	17.2%
MSCI ACWI ex US Small Cap	-1.4%	17.1%	6.1%	19.7%	4.9%	18.0%	4.4%	16.4%
MSCI EAFE Small Cap	-3.4%	18.5%	4.2%	19.9%	3.7%	18.2%	4.3%	16.6%

■ Wellington

## **Trailing Information Ratios**







## **Calendar Returns - Net of Fees**

## Calendar Year Returns Data - Net of Fees

	YTD	2023	2022	2021	2020	2019	2018	2017	2016
Artisan	0.1%	11.3%	-23.6%	4.0%	33.3%	36.7%	-16.8%	33.6%	-12.8%
Causeway	8.1%	27.2%	-11.3%	21.6%	2.7%	18.8%	-21.1%	34.7%	3.3%
Metis	-0.4%	16.4%	-12.0%	12.8%	0.9%	11.3%	-22.5%	22.3%	23.5%
SGA	6.9%	14.7%	-21.3%	13.0%	6.2%	21.5%	-22.3%	36.7%	0.9%
TS&W	5.9%	18.1%	-17.2%	12.9%	9.2%	26.8%	-16.1%	30.8%	-0.8%
Wellington	1.0%	16.3%	-23.4%	12.2%	18.3%	28.6%	-19.7%	32.9%	0.9%
MSCI ACWI ex US Small Cap	2.8%	15.7%	-20.0%	12.9%	14.2%	22.4%	-18.2%	31.6%	3.9%
MSCI EAFE Small Cap	0.5%	13.2%	-21.4%	10.1%	12.3%	25.0%	-17.9%	33.0%	2.2%



## 5 Year Benchmark Based Alpha (left), Beta (right)





■ Artisan ■ Causeway ■ Metis ■ SGA ■ TS&W ■ Wellington

■ Artisan ■ Causeway ■ Metis ■ SGA ■ TS&W ■ Wellington

## **Return Statistics**

	Alpha	Beta	R²
Artisan	-0.35%	0.95	87.0%
Causeway	4.45%	0.95	88.9%
Metis	-1.89%	1.04	93.9%
SGA	-1.62%	1.02	96.9%
TS&W	1.80%	1.00	93.9%
Wellington	-0.78%	1.03	96.4%
MSCI ACWI ex US Small Cap	0.00%	1.00	100.0%

## Modern Portfolio Theory (Alpha & Beta) Explanation

The above calculations are based on the Capital Asset Pricing Model (CAPM). Developed in the 1960's, CAPM is a widely used method of understanding the relationship between risk and return. Under the CAPM, expected return is a function of risk. Assuming all security specific risk (the risk related to individual holdings and not to general market movements) is diversifiable, portfolios are then only exposed to market risk. Using a benchmark index as a proxy for "the market", past returns can be estimated as a function of market risk (beta), and unexplainable variance (alpha). By determining which segment of returns is derived from beta (market risk) or alpha (manager skill), investors can evaluate a product's performance record more accurately.





## 5 Year Returns Based Factor Analysis

## Factor Based Return Statistics

	MSCI EAFE	Non-US Developed Value Factor	Non-US Small Cap Factor	EM Factor	Alpha	R²
Artisan	0.98	-0.79	0.89	0.05	 -0.8%	93.3%
Causeway	0.99	0.41	0.63	0.34	 4.2%	89.3%
Metis	1.03	0.71	0.99	0.22	 -0.9%	95.3%
SGA	1.03	-0.08	1.00	0.08	 -1.5%	97.7%
TS&W	1.05	0.05	0.68	-0.04	 0.5%	97.7%
Wellington	1.03	-0.05	0.96	0.04	 -0.9%	97.1%
MSCI ACWI ex US Small Cap	1.00	0.12	0.96	0.17	 0.0%	98.7%

## **Factor Analysis Explanation**

Returns based factor analysis attempts to take into account the fact that, in reality, there are multiple market risk factors that influence returns. Instead of one benchmark "market" factor, returns based style analysis uses multiple benchmarks as proxies for multiple sources of risk. The above calculations are based on a multiple linear regression using several benchmark returns to explain manager returns. Returns based factor analysis is useful to identify which risk factors different managers are exposed to relative to each other and to the benchmark, and to identify outperformance while controlling for multiple measures of risk.

**Factor Weights** represent manager exposure to benchmark risk factors, holding other factors constant. For example, a manager with a higher value factor likely invests in more value stocks. If the value factor is negative, this indicates a more growth oriented manager. Factor analysis can help determine a manager's historical style, such as small value. It can also help determine if excess returns over the benchmark are generated through security selection alpha, or simply by taking different small and value exposures than the benchmark.

 $\mathbf{R}^2$  in the multi-factor model has the same interpretation under the CAPM model (goodness of fit). If  $\mathbf{R}^2$  is higher with a multi-factor model, manager returns are better explained by taking into account additional risk factors. Therefore, a higher  $\mathbf{R}^2$  is desirable because it indicates a more useful model, and more confidence in the beta and alpha calculation results.

**Alpha** in the multi-factor model has the same interpretation under the CAPM. A lower alpha term under multi-factor analysis indicates that some manager alpha compared to a single benchmark may be generated by taking out-of-benchmark risks. Alpha is not a static number, and varies based on the time period of the regression. Therefore, a positive alpha number, indicating that a manager has outperformed in the past controlling for risk, may be more important than the size of the alpha term.





♦ Artisan ▲ Causeway ■ Metis ▲ SGA ■ TS&W ♦ Wellington ● MSCI ACWI ex US Small Cap



3 Year Upside and Downside Capture

♦ Artisan ▲ Causeway ■ Metis ▲ SGA ■ TS&W ♦ Wellington ● MSCI ACWI ex US Small Cap

## 3 Year Return Statistics

	Return	StDev	Sharpe	Up Capture	Down Capture
Artisan	-5.87%	19.42%	-0.46	103.87%	118.02%
Causeway	6.58%	18.18%	0.20	116.19%	82.33%
Metis	0.14%	15.42%	-0.19	89.29%	86.79%
SGA	-1.08%	18.73%	-0.22	114.31%	107.85%
TS&W	1.89%	19.32%	-0.06	128.90%	106.59%
Wellington	-3.49%	18.61%	-0.35	114.79%	116.42%
MSCI ACWI ex US Small Cap	-1.45%	17.06%	-0.26	100.00%	100.00%





♦ Artisan ▲ Causeway ■ Metis ▲ SGA ■ TS&W ♦ Wellington ● MSCI ACWI ex US Small Cap



5 Year Upside and Downside Capture

♦ Artisan ▲ Causeway ■ Metis ▲ SGA ■ TS&W ♦ Wellington ● MSCI ACWI ex US Small Cap

## 5 Year Return Statistics

	Return	StDev	Sharpe	Up Capture	Down Capture
Artisan	5.47%	20.03%	0.17	98.33%	100.98%
Causeway	10.27%	19.84%	0.41	104.68%	89.81%
Metis	4.49%	21.14%	0.11	102.57%	106.81%
SGA	4.65%	20.45%	0.13	103.64%	106.99%
TS&W	7.95%	20.37%	0.29	113.41%	102.84%
Wellington	5.51%	20.56%	0.17	109.41%	107.89%
MSCI ACWI ex US Small Cap	6.13%	19.68%	0.21	100.00%	100.00%





Rolling 3 Year Net Excess Returns over MSCI ACWI ex US Small Cap

## **Rolling 3 Year Net Standard Deviation**





#### Drawdown (10 Years)



**Crisis Performance** 

	Financial Crisis	Euro Crisis	Taper Tantrum	Oil/Shale Crash	COVID-19 Crash
	May '07 - Feb '09	April '11 - Sept '11	April '13 - Aug '13	May '15 - Jan '16	Dec '19 - Mar '20
Artisan	-53.6%	-23.8%	1.7%	-10.5%	-21.3%
Causeway				-15.9%	-30.7%
Metis				-20.7%	-37.3%
SGA		-16.5%	1.4%	-8.8%	-30.1%
TS&W		-17.7%	0.2%	-9.5%	-27.5%
Wellington				-10.5%	-27.3%
MSCI ACWI ex US Small Cap	-58.6%	-24.0%	-3.2%	-14.5%	-29.0%



## 5 Year Correlations Excess Return

	Artisan	Causeway	Metis	SGA	TS&W	Wellington
Artisan	1.00					
Causeway	-0.34	1.00				
Metis	-0.50	0.24	1.00			
SGA	0.14	0.14	-0.01	1.00		
TS&W	0.16	-0.05	-0.03	0.47	1.00	
Wellington	0.51	-0.46	-0.18	0.16	0.41	1.00

## 5 Year Correlations with other Asset Classes

	S&P 500	Russell 2000	MSCI EAFE	Bloomberg Aggregate	Bloomberg High Yield	CS Leveraged Loans	HFRI Fund of Funds	HFRI Equity Hedge
Artisan	0.90	0.89	0.91	0.61	0.85	0.61	0.82	0.91
Causeway	0.84	0.83	0.90	0.44	0.85	0.73	0.81	0.89
Metis	0.83	0.85	0.93	0.38	0.82	0.75	0.86	0.92
SGA	0.90	0.88	0.96	0.53	0.88	0.71	0.82	0.91
TS&W	0.87	0.86	0.98	0.52	0.85	0.65	0.80	0.89
Wellington	0.89	0.91	0.96	0.53	0.87	0.68	0.86	0.94



## Fee Schedule and Expense Ratios

Fee Schedule	Other Fees	Expense Ratio	Industry Avg.	Fee For \$7,000,000
108 bps on the Balance	0 bps	1.08%	1.04%*	\$75,600
110 bps on the Balance	0 bps	1.10%	1.04%*	\$77,000
35 bps on the Balance	12 bps	0.47%	0.92%**	\$24,500
85 bps on the first \$25 million 80 bps on the next \$50 million 70 bps on the next \$100 million 65 bps on the Balance	12 bps	0.97%	0.92%**	\$67,900
60 bps on the Balance	0 bps	0.60%	0.92%*	\$42,000
85 bps on the Balance	0 bps	0.85%	0.92%*	\$59,500
80 bps on the first \$25 million 75 bps on the Balance	15 bps	0.95%	0.92%*	\$66,500
	108 bps on the Balance 110 bps on the Balance 35 bps on the Balance 85 bps on the first \$25 million 80 bps on the next \$50 million 70 bps on the next \$100 million 65 bps on the Balance 60 bps on the Balance 85 bps on the Balance 85 bps on the Balance	108 bps on the Balance0 bps110 bps on the Balance0 bps35 bps on the Balance0 bps35 bps on the first \$25 million 80 bps on the next \$50 million 70 bps on the next \$100 million 65 bps on the Balance12 bps60 bps on the Balance0 bps60 bps on the Balance0 bps85 bps on the Balance15 bps	Fee ScheduleOther FeesRatio108 bps on the Balance0 bps1.08%110 bps on the Balance0 bps1.10%35 bps on the Balance12 bps0.47%35 bps on the first \$25 million 80 bps on the next \$50 million 70 bps on the next \$100 million 65 bps on the Balance0 bps0.97%60 bps on the Balance0 bps0.60%85 bps on the Balance0 bps0.60%85 bps on the Balance0 bps0.85%85 bps on the Balance0 bps0.85%	Fee ScheduleOther FeesRatioAvg.108 bps on the Balance0 bps1.08%1.04%*110 bps on the Balance0 bps1.10%1.04%*35 bps on the Balance12 bps0.47%0.92%**85 bps on the first \$25 million 70 bps on the next \$100 million 65 bps on the Balance0 bps0.97%0.92%**60 bps on the Balance0 bps0.60%0.92%*0.92%**85 bps on the Balance0 bps0.60%0.92%*85 bps on the Balance0 bps0.85%0.92%*85 bps on the Balance0 bps0.85%0.92%*

\*Industry Average Mutual Fund Fee.

\*\*eVestment Commingled Fund - average does not include operating/admin fees. These typically range from 5-15 bps.

\*\*\*Marquette Fee.



Appendix

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Rezo Kanovich	Portfolio Manager	25	6	6	MBA
Samir Mainthia	Analyst	15	6	6	MBA
Andres Avalos Vitiello	Analyst	12	6	6	MBA
Matthew Trusz	Analyst	10	5	5	
Anastasia Karpova	Analyst	11	3	3	Masters

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	5	7	7	7
Total Assets \$MM	\$9,417.0	\$6,752.0	\$7,151.0	\$7,390.0
Asset Inflow \$MM	\$2,602.0	\$1,867.0	\$722.0	\$203.0
Asset Outflow \$MM	\$1,005.0	\$2,249.0	\$1,063.0	\$243.0

Employee Turnover (5 Years)	
Hired	423
Terminated	274
Retired	
Resigned	
Total Firm Employees	577

\$532.0 \$123.0

Client Type	Assets (\$MM)	% of Assets	Client Averages (\$MM)
Other	\$1,032.0	14.0%	Average Client Size
Other	\$1,004.0	13.6%	Smallest Client Size
Public	\$299.0	4.0%	
Public	\$203.0	2.7%	
Other	\$123.0	1.7%	



				Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Duff Kuhnert, CFA	Portfolio Manager	28	23	23	CFA
Joe Gubler, CFA	Portfolio Manager	18	19	19	CFA
Arjun Jayaraman, PhD, CFA	Portfolio Manager	25	19	19	CFA,Ph.D
Ryan Myers	Portfolio Manager	18	11	11	

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	2	2	3	3
Total Assets \$MM	\$360.1	\$383.8	\$641.2	\$636.2
Asset Inflow \$MM	\$0.0	\$0.0	\$42.1	\$0.0
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	21
Terminated	3
Retired	1
Resigned	15
Total Firm Employees	105

Client Type	Assets (\$MM)	% of Assets
Sub-Advisory	\$320.4	50.4%
Mutual Fund	\$171.3	26.9%
Sub-Advisory	\$144.4	22.7%

Client Averages (\$MM)	
Average Client Size	\$171.3
Smallest Client Size	\$144.4



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Machel Allen	Portfolio Manager	31	11	11	MBA,BBA,CFA
Irina Gorokhov	Analyst	27	11	11	Masters,BS,CFA
Maxime Zondlowski	Analyst	21	7	7	Masters,BS

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	2	2	2	2
Total Assets \$MM	\$35.7	\$31.3	\$36.5	\$36.5
Asset Inflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

1	Employee Turnover (5 Years)	
	Hired	7
	Terminated	1
	Retired	0
	Resigned	3
	Total Firm Employees	9

Client Type	Assets (\$MM)	% of Assets
Public	\$36.4	99.8%
Other	\$0.1	0.2%

Client Averages (\$MM)	
Average Client Size	\$18.2
Smallest Client Size	\$0.1



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Cynthia Tusan	Portfolio Manager	35	19	19	CFA,MBA
Gary Baierl	Portfolio Manager	25	19	19	Ph.D
Cherie Badri	Portfolio Manager	29	18	18	CFA,MBA
Brendan Skarra-Corson	Portfolio Manager	17	12	12	CFA, Masters
David Cai	Analyst	12	10	10	BBA, Masters, CFA
Vaibhav Kumar	Analyst	14	9	9	BS,Masters,CFA
Sylvester Malapas	Investment Analyst	16	8	8	BA,CFA,MBA
Adam Hauptman	Investment Analyst	18	8	8	BS,CFA
Brett Darragh	Investment Analyst	9	5	5	BS,CFA
Quang Ngu	Analyst	14	4	4	BS,Masters,MBA,CFA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	9	8	7	7
Total Assets \$MM	\$962.9	\$533.0	\$480.3	\$486.1
Asset Inflow \$MM	\$15.8	\$77.5	\$1.1	\$0.0
Asset Outflow \$MM	\$72.2	\$307.0	\$120.5	\$23.9

Employee Turnover (5 Years)	
Hired	11
Terminated	0
Retired	1
Resigned	17
Total Firm Employees	19

Client Type	Assets (\$MM)	% of Assets
Corporate	\$175.0	36.0%
Endowment/Foundation	\$149.6	30.8%
Corporate	\$61.7	12.7%
Other	\$60.1	12.4%
Public	\$23.9	4.9%

Client Averages (\$MM)	
Average Client Size	\$69.4
Smallest Client Size	\$7.3



Name	Role on Product	Years Experience	Firm	Years on Product	Education
Brandon H. Harrell	Portfolio Manager	36	28	17	CFA,MBA
Mark S. Tyler	Analyst	30	21	8	BS,CFA
Stedman D. Oakey	Portfolio Manager	23	19	17	CFA,BA
Brendan C. Donohoe	Analyst	19	18	15	CFA,BBA
Dan E. Hinchman III	Analyst	19	17	11	CFA,BS
Elliott W. Jones	Analyst	11	12	6	BA,CFA,Masters
Aashish Chenna	Analyst	10	1	1	CFA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	6	6	6	6
Total Assets \$MM	\$1,927.9	\$1,496.9	\$1,598.2	\$1,814.4
Asset Inflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0
Asset Outflow \$MM	\$100.5	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	18
Terminated	0
Retired	6
Resigned	21
Total Firm Employees	69

Client Type	Assets (\$MM)	% of Assets	Client A
Sub-Advisory	\$727.6	40.1%	Average
Public	\$391.3	21.6%	Smallest
Other	\$242.4	13.4%	
Other	\$206.3	11.4%	
Public	\$146.5	8.1%	

Client Averages (\$MM)	
Average Client Size	\$302.4
Smallest Client Size	\$100.4



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
White, Jonathan	Portfolio Manager	29	25	25	BBA,CFA,MBA
Pryshlak, Mary	Portfolio Manager	30	20	20	BA,CFA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	25	26	30	34
Total Assets \$MM	\$1,965.0	\$1,629.0	\$2,096.0	\$2,135.0
Asset Inflow \$MM	\$233.0	\$103.0	\$338.0	\$0.0
Asset Outflow \$MM	\$0.0	\$1.0	\$0.0	\$0.0

٦	Employee Turnover (5 Years)	
	Hired	1
	Terminated	1
	Retired	1
	Resigned	1
_	Total Firm Employees	3,096

\$266.9

\$1.4

Client Type	Assets (\$MM)	% of Assets	Client Averages (\$MM)
Sub-Advisory	\$1,543.0	72.3%	Average Client Size
Public	\$227.0	10.6%	Smallest Client Size
Corporate	\$129.0	6.0%	
Endowment/Foundation	\$93.0	4.4%	
Taft-Hartley	\$70.0	3.3%	



## Notes on % Owned by Parent or Other

Firm Name	Notes
Artisan	Artisan Partners Limited Partnership and Artisan Partners UK LLP are wholly owned operating subsidiaries of Artisan Partners Holdings LP, an intermediate holding company controlled by its general partner Artisan Partners Asset Management Inc. [NYSE: APAM], a publicly traded company.
	As of 31 March 2024, the company's investment professionals, senior management and other associates collectively owned approximately 9% of the economic interests in the company and a Stockholders Committee consisting of three associates possessed approximately 9% of the voting power in APAM. As required by SEC rules, the firm has disclosed in its public filings information about APAM capital stock held by its named executive officers and any holders of more than 5% of any class of APAM equity securities.
Causeway	Causeway is wholly owned by current and former employees, broadly distributed across investment team
Metis	Brandes Investment Partners, LP holds 14% equity interest in the firm. Metis maintains a strategic partnership with Brandes. As part of this relationship Brandes provides a full operational outsource to Metis including all back-office and trading resources.
SGA	Explanation for % other – range of ownership: 1. Private Family office 10-25% 2. Private Individual <5% 3. Nile Capital Fund, LP 25-50%
TS&W	TSW is an indirect wholly owned subsidiary of Perpetual Limited (Perpetual Group). Perpetual Group is an ASX listed (ASX: PPT) global financial services firm operating a multi-boutique asset management business, as well as wealth management and trustee services businesses. TSW maintains autonomous operations, but with oversight.
Wellington	Soft dollar Expenditures (2022) from Firm tab: \$1 was added as a placeholder to allow portal submission. The parent company of the Wellington Management organization is Wellington Management Group LLP, a Massachusetts private limited liability partnership owned by 204 <sup>1</sup> partners, all fully active in the business of the firm. There are no external entities with any ownership interest in the firm. Individual percentages of ownership are confidential. However, no single partner owns or has the right to vote more than 5% of the Partnership's capital. Wellington Management is a global firm. As Wellington Management Group LLP has partners located outside of the US, we are not able to report a percentage of minority owners of the firm - the term "minority" is classified differently across the world. However, approximately 27% of the firm's partners in the US are either women or members of groups that are considered minorities in the US. Individual ownership percentages are confidential. Additionally, using U.S. definitions regarding ethnicity 14% of our global partners are weterans. Please be aware that we consider any information provided regarding employees of Wellington Management to be strictly confidential. Accordingly, it is our expectation that you will hold this confidential information in strict confidence, and that you will not use or disclose Confidential Information other than internally for diversity reporting purposes or except as required by law. Additionally, please take all reasonable steps to ensure that any information you hold regarding Wellington's employees is destroyed immediately upon termination or cessation of the business need for the information. Please note, our privacy policy does not support providing personal information at the individual level and information provided to you by the HR Data Management, Analytics & Technology team should not be manipulated in any way.



#### Marquette Manager Search Phase Process

Bottom-up Evaluation Process: We use a bottom-up process to vet investment ideas. As an idea passes through multiple evaluation phases, the idea is provided with additional resources (i.e. time, attention, and money) and will be placed at a higher level of scrutiny. While the traditional and alternative research efforts utilize the same general approach, there are differences due to the specifics of each asset class. There is a product Set-Up and five levels of due diligence. Phase I and Phase II are the initial evaluation phases, Phase III is the documentation phase, Phase IV is the validation phase, and the last phase is the final recommendation and on-going due diligence. During every stage of the process, the lead analyst presents information at the weekly Investment Manager Search Committee ("IMC") meetings. The lead analyst or the IMC may "fail" an idea at any step in the process. In order to pass Phase III and IV, an idea must receive unanimous support from the IMC. Note: Managers included in Marquette searches may not be fully through all five phases of the evaluation process at the time the search is published.

		Set Up	Phase I	Phase II	Phase III	Phase IV	Recommendation / Ongoing
Manager Products	Traditional	Enter Product into proprietary MAI database	Collect Basic Information	Quantitative Screen	Asset- Class/Account Specific RFI	Full Due Diligence Check/Data Verification	Final Recommendations and Ongoing Due Diligence
	Open Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
	Closed Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
		Initial Product	Determine Viability of	Determine whether	Develop clear	Includes:	Ongoing

Discovery

Determine Viability of Determine whether Product product is attractive

understanding of

necessary info,

including potential

shortfalls

1.On-site visit 2.Reference check

evaluation

due

diligence

5.Compliance

6.Peer comparisons 7.IMC follow-up review

Marquette Associates

<sup>3.</sup>Technology

<sup>4.</sup>Culture evaluation

evaluation

## Definitions

**Alpha** measures nonsystematic return, or the return of the manager that cannot be attributed to the market. It can be thought of as how the manager performed if the market has no gain or loss. Marquette calculates alpha as the annualized y-intercept of the best fit line based on the ordinary least squares regression, using the market's monthly return less the risk-free rate as the independent variable and the manager's monthly return less the risk-free rate as the dependent variable. Marquette uses the one month T-Bill returns as the risk-free rate.

**Average Coupon** is the arithmetic average of the coupon rates of all of the bonds in a portfolio. The Coupon Rate of a bond is the interest the bond issuer agrees to pay annually.

**Average Time to Maturity** is the arithmetic average of the maturities of all of the bonds in a portfolio. The Time to Maturity of a bond is the number of years remaining prior to final principal payment.

Average Yield to Worst is the arithmetic average of yield to worst of all of the bonds in a portfolio. The Yield to Worst of a bond is the lowest possible yield of a bond, represented by the lower of either the yield to maturity or the yield to call. Yield is defined as the interest earned on a bond, calculated as coupon rate divided by current price. Yield to Maturity or Yield to Call refers the yield an investor will earn if the bond is held from purchase date to redeem date.

**Batting Average** is a measure of a manager's ability to beat a benchmark consistently. It is calculated by dividing the number of months in which the manager beat or matched the benchmark by the total number of months in the period. For example, a manager who meets or outperforms the market every month in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50. Marquette calculates batting average on five years of monthly returns.

**Beta** measures the risk level of the manager. It is a measure of systematic risk, or the manager return attributable to market movements. A beta equal to 1.0 indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. Marquette calculates beta as the covariance (correlation of two assets multiplied by their standard deviation) divided by the variance (standard deviation squared) of the market.

**Composite Dispersion** measures the variability of returns amongst all of the underlying portfolios representing a composite. The higher the dispersion, the larger the differences between the various manager portfolios in the product.

**Correlation** measures the variation between two sets of historical returns and is a useful tool in portfolio diversification. The correlation between two sets of returns is a number between -1.0 and +1.0. A +1.0 means that the two sets of returns move in the exact same manner, while a -1.0 means the returns move exactly opposite. The lower the correlation number, the stronger the diversification between two products.

**Dividend Yield** measures the annual return of the portfolio attributable to dividends. It is determined by dividing the total amount of annual dividends per total shares by the average market price of the total stocks in the portfolio.

**Down-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is less than zero. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. For instance, a value of 90.0 suggests that the manager's losses were only 90% of the benchmark's losses when the benchmark declined. A negative down-market capture ratio indicates that the manager's returns were actually positive when the benchmark declined.

**Duration** is a measure of the approximate price sensitivity of a bond to interest rate changes. Rule of thumb: duration is the approximate percentage change in the price of a bond for a 1% change in interest rates.

**Factor Analysis** is based multi-variate regression. R-squared represents the percentage of manager returns explained by the underlying factors, and each factor weight can be interpreted as the manager's sensitivity to the underlying factor.

**Global Investment Performance Standards (GIPS)** is a set of standards developed by the CFA Institute to provide a common methodology of calculating and presenting historical performance. These standards provide uniformity for comparing investment returns and ensure accurate, accountant verified data.

**GIPS Soft Dollar Standards** is a voluntary set of standards developed by the CFA Institute that managers may choose to comply with in relation to their firm's soft dollar trading practices. The standards are primarily made up of four ethical principles applying to seven major areas of firm practice. They were developed to guide managers toward ethical practices in the use and application of soft dollar client brokerage.



## Definitions

**Information Ratio** is a measure of risk-adjusted value added by a manager. It is the ratio of a manager's excess return over the benchmark over the tracking error (residual risk).

**Kurtosis**, or excess kurtosis as used in this report, measures peakedness of the distribution of manager returns. A value greater than zero indicates a more peaked distribution than a normal distribution, with more returns clustered around the mean and more extreme values.

Minority Status is defined by Marquette Associates as Female, African American, Hispanic, Asian, and/or Native American.

**R-Squared** measures how closely the manager's returns track the benchmark. The closer the R-squared statistic is to 1.0, the more closely related the manager's returns are to the benchmark. A higher R-squared also increases the reliability of alpha and beta.

**Sharpe Ratio** measures the excess return per unit of risk. The higher the ratio, the more efficient the manager. It is the average return of the manager minus the risk-free rate, divided by the standard deviation of the differences of the two return streams.

**Skew** measures the symmetry of the distribution of manager returns relative to a normal distribution. A negative skew implies more extreme negative return values, a positive skew implies more extreme positive return values.

**Soft Dollars** refer to non-cash revenue on commissions, spreads, and discounts generated by trades that the manager may use to pay for proprietary and third-party research, which provide lawful and appropriate assistance to the manager in the investment decision making process. The manager must use its best judgment as a fiduciary to justify the use of client brokerage to pay for a product or service. The CFA Institute has developed a set of Standards to aid GIPS members in their determination process.

Sub-Advisory relationships are where the manager oversees another investment firm's product.

**Turnover** measures the trading activity of a portfolio during a given time period. It is the percentage of the portfolio's assets that have changed over the course of the time period. Turnover is calculated by dividing the average market value during the time period by the lesser value of the value of purchases or sales during the same period.

**Tracking Error**, also known as residual risk, is a measure of how closely a manager's returns track the returns of the benchmark. It can also be viewed as a measure of consistency of excess returns. It is computed as the annualized standard deviation of the difference between a portfolio's return and the benchmark.

**Up-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager performed during a market rise. For instance, a value of 110.0 suggests that the manager's returns were 110% of the benchmark's returns when the benchmark rose. An up-market capture ratio under 100.0 indicates that the manager's returns were less than the benchmark's returns in a positive market.

**Wrap Relationships** are negotiated relationships between the manager and a brokerage firm(s), whereby the brokerage firm(s) provide their clients access to the manager's product through a sub account.



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## **About Marquette Associates**

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit www.MarquetteAssociates.com.



June 30, 2024

# The Sewerage & Water Board of New Orleans

Fixed Income Core Plus Search Executive Summary
# The Sewerage & Water Board of New Orleans

Fixed Income Core Plus Search

CONTENTS	EXHIBIT
Overview	1 - 2
Candidate Summary	3 - 4
Portfolio Construction Comparison	5 - 6
Individual Manager Statistics	7 - 10
Manager Risk & Return Comparisons	11 - 13
Stress Test	14
Correlation Analysis	15
Fee Comparison	16 - 17
APPENDIX	
Team & Product Profiles	18 - 23
Other Manager Notes	24
Phase Process Overview	25
Glossary	26 - 27

Marquette Associates has prepared this search utilizing data from various sources. The sources of information are believed to be reliable. Marquette has not independently verified all of the information contained herein. Past performance is no guarantee of future results.

NOTE: Performance data is as of June 30,2024. Characteristics data is as of March 31, 2024

NOTE: Approximate amount of assets in consideration: \$60,000,000

NOTE: Performance data is net of stated, undiscounted fees

NOTE: Glossary of definitions enclosed

Benchmark: Bloomberg Aggregate

# Candidate Lineup

Fidelity: Core Plus Income Research: Core Plus Longfellow: Core Plus Loop Capital: Core Plus Aggregate Ramirez: Strategic Core Reams: Core Plus Fixed Income

# Performance Data Notes

Reams performance prior to 5/31/2014 is that of the Core Plus Fixed Income Separate Account.



The information below may help make distinctions between investment managers. This information is intended to make reference to general areas Marquette Associates believes are important to consider when evaluating fixed income core plus managers.

# 1. Risk and Return Statistics:

Total return should always be considered within the context of total risk. The ideal investment manager will outperform the benchmark while maintaining an acceptable level of risk.

# 2. Style Analysis:

Returns-based style analysis can both indicate whether a manager is generating alpha, and explain beta components of the manager's returns. Factor weights can be viewed across managers to compare different risk exposures. Equity factors considered include market, size and value. Fixed income factors considered include credit, duration, and MBS. A higher number indicates a higher exposure to a given risk factor, and a lower number indicates a lower exposure.

# 3. Rolling Three Year Risk and Returns:

Rolling returns are useful in reviewing historical performance over longer term investment cycles. Outperformance of the rolling three year returns of a manager over the benchmark is an indication of consistency. Likewise, rolling three year risk below the benchmark is an indication of managers with below market risk.

# 4. Three and Five Year Statistics:

Information Ratio and Sharpe Ratio help determine how much value a manager is contributing to performance, relative to risk. The best case scenario is a manager with historically strong returns without assuming too much market risk. As a result, high Information and Sharpe Ratios are signals of strong outperformance at reasonable risk levels. These two statistics become more accurate the higher the R-Squared Coefficient. Typically, an R-Squared Coefficient greater than 0.85 coincides with accurate Information and Sharpe Ratio statistics.

# 5. Up and Down Market Capture:

The greater the up-market capture ratio of a manager, the better they have performed when the market was positive. The lower the down-market capture ratio of a manager, the better they have preserved capital when the stock market is negative. Up-market capture ratios at or above 100% (indicating the manager performed at or above the index during periods of positive index performance), and the down-market capture ratios below 100% (indicating the manager outperformed during periods of negative index returns) are signals of strong managers.



# **Candidate Summary**

					E&O Ins. Policy
Firm Name	Firm Assets (\$MM)	Product (\$MM)	Vehicle	Product Style	Limit (\$MM)
Fidelity	\$4,971,169.5	\$77,334.7	Commingled Fund	Core Plus	\$100.0
Income Research	\$98,262.0	\$1,349.0	Commingled Fund	Core Plus	\$50.0
Longfellow	\$17,258.0	\$2,655.0	Separate Account	Core Plus	\$20.0
Loop Capital	\$8,535.0	\$3,535.0	Commingled Fund	Core Plus	\$5.0
Ramirez	\$10,510.4	\$2,573.3	Separate Account	Core Plus	\$5.0
Reams	\$26,708.0	\$8,117.7	Commingled Fund	Core Plus	\$55.0

# **General Information Summary**

Firm Name	Location	Phone	Contact Name
Fidelity	Boston, MA	(617) 563-7774	Christopher Hardy
Income Research	Boston, MA	(617) 330-9333	Nils Hegstad
Longfellow	Boston, MA	(617) 695-3504	Kevin Chisholm
Loop Capital	Miami, FL	(305) 379-2100	Adam Phillips
Ramirez	New York, NY	(212) 248-0531	James Haddon
Reams	Indianapolis, IN	(463) 777-3900	Adrian Schultes

# Firm Ownership

		# Employee		% Owned by	% Minority	% Female
Firm Name	% Employee Owned	Owners	% Parent Owned	Other*	Owned	Owned
Fidelity	51.0%		0.0%	49.0%	0.0%	0.0%
Income Research	90.0%	73	0.0%	10.0%	31.0%	47.0%
Longfellow	100.0%	22	0.0%	0.0%	19.2%	77.1%
Loop Capital	90.0%		0.0%	10.0%	81.0%	4.0%
Ramirez	100.0%	0	0.0%	0.0%	94.0%	0.0%
Reams	0.0%	0	100.0%	0.0%	0.0%	0.0%

\*See Other Manager Notes in Appendix



The following represents Marquette Associates' first take on each investment manager, serving as a brief introduction to each manager's strategy.

# Fidelity Management & Research Company

The strategy is managed by a large team of portfolio managers, fundamental research analysts, quantitative research analysts and traders based in Merrimack, New Hampshire. The objective of the strategy is to achieve absolute and risk-adjusted returns in excess of the index by tactically combining investment-grade and non-investment-grade sectors. Active positions emphasize security selection, sector allocation, and to a lesser extent, yield-curve positioning. Fidelity does not rely on active duration management within the portfolio.

# Income Research and Management

Income Research & Management is a Boston-based fixed income asset manager that has grown from a firm predominantly serving high net worth clients to an institutional provider serving a diversified client base. It was founded in 1987 by the Director of Fixed Income, President and CEO of Putnam John Sommers with his son Jack. The Core Plus strategy targets a duration neutral to the benchmark, and has a bottom-up focus with an emphasis on undervalued sector allocation and security selection. With a hold-to-maturity mentality, it typically has lower turnover versus peers.

# Longfellow Investment Management

Longfellow is a 100% employee-owned and majority female-owned bond manager founded in 1986 by two pension operating plan cash management individuals from Polaroid. In 2005, Barbara McKenna and John Villela joined from Standish and became main owners. The firm has a corporate pension focus as well as several Massachusetts and Connecticut public clients. The Longfellow core plus strategy focuses on top-down and bottom-up credit analysis with an emphasis on stable and improving credits. They like well-known names with interesting structures or not very well-known names with solid assets. They assess technicals such as supply/demand imbalances and have a hold-to-maturity mindset. They typically target a slightly concentrated portfolio with a very low turnover.

# Loop Capital Investment Management

Based in Miami, Florida, this legacy TCH (Taplin, Canida, Habacht) product is managed by a medium-sized team and experienced portfolio managers. The strategy utilizes both a top-down macroeconomic and bottom-up fundamental approach. The strategy seeks to build a yield advantage with an overweight to corporate credit and a heavy allocation to structured products.

# Ramirez Asset Management, Inc.

Based in New York, Ramirez Asset Management is part of a broader financial firm--Ramirez & Co.--that provides investment banking services. The overall company was founded in 1971 and is a majority Hispanic-owned business enterprise. The Ramirez Strategic Core strategy is managed by a small team that employs both a top-down macro and bottom-up fundamental credit approach. The team has a unique expertise in taxable municipal debt and typically maintains an overweight to taxable municipal bonds in this Strategic Core portfolio.

# **Reams Asset Management**

Reams is known for having an opportunistic value tilt. It will aggresively over and underweight sectors based on relative value. The strategy will keep most of its portfolio in low risk Treasuries or high quality investment grade bonds while it waits for a market dislocation. It will then allocate the portfolio to corporate bonds or MBS/ABS corresponding to generate excess returns.





# **Credit Quality Comparison**







■ Fidelity ■ Income Research ■ Longfellow ■ Loop Capital ■ Ramirez ■ Reams ■ Bloomberg Aggregate

						Avg	
Firm	# of Holdings	Average Turnover	Yield to Worst	Current Coupon	Time to Maturity	Effective Duration	Average Quality
Fidelity	5,115	16.7%	5.8%	3.7%	10.1	6.2	А
Income Research	425	55.0%	5.1%	4.1%	9.5	6.2	AA-
Longfellow	281	63.3%	5.3%	3.5%	9.4	6.5	AA-
Loop Capital	275	33.3%	5.7%	4.4%	9.5	6.0	A+
Ramirez	150	47.3%	5.0%	4.4%	9.1	6.1	AA
Reams	205	376.0%	5.1%	3.5%	10.1	6.8	AA
Bloomberg Aggregate	13,530		4.9%	3.3%	8.4	6.2	AA/AA-

# Portfolio Characteristics

\* The Standard Bloomberg Index Rating Methodology utilizes a "two-out-of-three" rule. Some managers may utilize a different methodology.







# Current Weights, Absolute

	Non-								
Firm	Treasury	Govt Related	Corporate Credit	Agency MBS	Agency MBS	ABS	CMBS	Cash	Other
Fidelity	36%	1%	28%	16%	0%	5%	4%	4%	5%
Income Research	34%	0%	25%	22%	2%	8%	6%	1%	3%
Longfellow	28%	11%	23%	23%	0%	10%	5%	0%	1%
Loop Capital	12%	3%	41%	36%	0%	1%	2%	5%	0%
Ramirez	26%	29%	22%	15%	2%	3%	2%	1%	0%
Reams	31%	0%	22%	26%	10%	10%	1%	0%	0%





■ Fidelity ■ Income Research ■ Longfellow ■ Loop Capital ■ Ramirez ■ Reams ■ Bloomberg Aggregate



# **Trailing Returns and Risk**

# **Trailing Information Ratios**







# Calendar Returns - Net of Fees

■ Fidelity ■ Income Research ■ Longfellow ■ Loop Capital ■ Ramirez ■ Reams ■ Bloomberg Aggregate

	YTD	2023	2022	2021	2020	2019	2018	2017	2016
Fidelity	0.3%	8.0%	-13.1%	0.3%	8.8%	10.2%	-0.8%	4.9%	6.2%
Income Research	0.1%	6.7%	-13.4%	-0.2%	9.5%	9.7%	-0.3%		
Longfellow	0.1%	6.2%	-13.6%	-0.1%	8.9%	8.9%	-0.2%	4.2%	3.2%
Loop Capital	0.2%	7.6%	-13.9%	-0.2%	8.1%	10.2%	-1.3%	4.9%	7.8%
Ramirez	-0.2%	6.2%	-13.1%	0.0%	7.0%	9.6%	0.2%	5.6%	4.3%
Reams	-0.5%	6.7%	-11.7%	-1.6%	17.3%	8.6%	0.9%	3.6%	4.0%
Bloomberg Aggregate	-0.7%	5.5%	-13.0%	-1.5%	7.5%	8.7%	0.0%	3.5%	2.6%

# Calendar Year Returns Data - Net of Fees



# 5 Year Benchmark Based Alpha (left), Beta (right)



# **Return Statistics**

	Alpha	Beta	R²
Fidelity	1.33%	0.97	88.4%
Income Research	1.01%	1.02	91.9%
Longfellow	0.68%	1.00	96.0%
Loop Capital	0.82%	1.05	92.5%
Ramirez	0.44%	1.00	81.4%
Reams	2.30%	1.17	92.6%
Bloomberg Aggregate	0.00%	1.00	100.0%

# Modern Portfolio Theory (Alpha & Beta) Explanation

The above calculations are based on the Capital Asset Pricing Model (CAPM). Developed in the 1960's, CAPM is a widely used method of understanding the relationship between risk and return. Under the CAPM, expected return is a function of risk. Assuming all security specific risk (the risk related to individual holdings and not to general market movements) is diversifiable, portfolios are then only exposed to market risk. Using a benchmark index as a proxy for "the market", past returns can be estimated as a function of market risk (beta), and unexplainable variance (alpha). By determining which segment of returns is derived from beta (market risk) or alpha (manager skill), investors can evaluate a product's performance record more accurately.





# 5 Year Returns Based Factor Analysis

# **Factor Based Return Statistics**

	Bloomberg Govt Index	Bloomberg Mortgage Index	Bloomberg High Yield Index		Alpha	R²
Fidelity	0.53	0.13	0.41	 	-2.2%	94.6%
Income Research	0.62	0.12	0.36	 	-2.3%	92.2%
Longfellow	0.64	0.16	0.30	 	-2.3%	94.6%
Loop Capital	0.51	0.26	0.37	 	-2.5%	96.3%
Ramirez	0.74	-0.08	0.44	 	-3.2%	83.7%
Reams	0.63	0.39	0.27	 	-0.4%	91.1%
Bloomberg Aggregate	1.00	0.25	0.18	 	0.0%	97.5%

# **Factor Analysis Explanation**

Returns based factor analysis attempts to take into account the fact that, in reality, there are multiple market risk factors that influence returns. Instead of one benchmark "market" factor, returns based style analysis uses multiple benchmarks as proxies for multiple sources of risk. The above calculations are based on a multiple linear regression using several benchmark returns to explain manager returns. Returns based factor analysis is useful to identify which risk factors different managers are exposed to relative to each other and to the benchmark, and to identify outperformance while controlling for multiple measures of risk.

**Factor Weights** represent manager exposure to benchmark risk factors, holding other factors constant. For example, a manager with a higher value factor likely invests in more value stocks. If the value factor is negative, this indicates a more growth oriented manager. Factor analysis can help determine a manager's historical style, such as small value. It can also help determine if excess returns over the benchmark are generated through security selection alpha, or simply by taking different small and value exposures than the benchmark.

 $\mathbf{R}^2$  in the multi-factor model has the same interpretation under the CAPM model (goodness of fit). If  $\mathbf{R}^2$  is higher with a multi-factor model, manager returns are better explained by taking into account additional risk factors. Therefore, a higher  $\mathbf{R}^2$  is desirable because it indicates a more useful model, and more confidence in the beta and alpha calculation results.

**Alpha** in the multi-factor model has the same interpretation under the CAPM. A lower alpha term under multi-factor analysis indicates that some manager alpha compared to a single benchmark may be generated by taking out-of-benchmark risks. Alpha is not a static number, and varies based on the time period of the regression. Therefore, a positive alpha number, indicating that a manager has outperformed in the past controlling for risk, may be more important than the size of the alpha term.





♦ Fidelity ▲ Income Research ■ Longfellow ▲ Loop Capital ■ Ramirez ◆ Reams ● Bloomberg Aggregate



3 Year Upside and Downside Capture

♦ Fidelity ▲ Income Research ■ Longfellow ▲ Loop Capital ■ Ramirez ◆ Reams ● Bloomberg Aggregate

# **3 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Fidelity	-1.81%	7.24%	-0.67	95.44%	87.46%
Income Research	-2.52%	7.39%	-0.75	98.94%	95.34%
Longfellow	-2.69%	7.37%	-0.78	97.78%	95.96%
Loop Capital	-2.38%	7.98%	-0.68	103.90%	97.37%
Ramirez	-2.68%	7.04%	-0.81	93.21%	92.98%
Reams	-2.08%	8.82%	-0.58	123.58%	107.20%
Bloomberg Aggregate	-3.02%	7.43%	-0.81	100.00%	100.00%





♦ Fidelity ▲ Income Research ■ Longfellow ▲ Loop Capital ■ Ramirez ♦ Reams ● Bloomberg Aggregate



5 Year Upside and Downside Capture

♦ Fidelity ▲ Income Research ■ Longfellow ▲ Loop Capital ■ Ramirez ◆ Reams ● Bloomberg Aggregate

# **5 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Fidelity	1.11%	6.45%	-0.15	109.16%	92.69%
Income Research	0.77%	6.59%	-0.20	113.01%	99.32%
Longfellow	0.45%	6.37%	-0.26	107.19%	98.32%
Loop Capital	0.57%	6.80%	-0.22	111.18%	100.08%
Ramirez	0.21%	6.88%	-0.27	113.22%	105.52%
Reams	2.03%	7.60%	-0.01	134.36%	102.20%
Bloomberg Aggregate	-0.23%	6.23%	-0.37	100.00%	100.00%





Rolling 3 Year Net Excess Returns over Bloomberg Aggregate

**Rolling 3 Year Net Standard Deviation** 





# Drawdown (10 Years)



**Crisis Performance** 

	Financial Crisis	Euro Crisis	Taper Tantrum	Oil/Shale Crash	COVID-19 Crash
	May '07 - Feb '09	April '11 - Sept '11	April '13 - Aug '13	May '15 - Jan '16	Dec '19 - Mar '20
Fidelity	-3.7%	2.7%	-3.9%	-1.8%	-1.2%
Income Research					-0.3%
Longfellow		3.4%	-3.0%	1.0%	0.9%
Loop Capital	0.9%	1.7%	-4.5%	-3.1%	-0.4%
Ramirez			-4.1%	1.8%	-2.0%
Reams	-11.9%	2.9%	-2.6%	-0.4%	3.3%
Bloomberg Aggregate	9.8%	4.9%	-3.7%	0.9%	3.1%



# **5 Year Correlations Excess Return**

	Fidelity	Income Research	Longfellow	Loop Capital	Ramirez	Reams
Fidelity	1.00					
Income Research	0.90	1.00				
Longfellow	0.88	0.93	1.00			
Loop Capital	0.86	0.76	0.74	1.00		
Ramirez	0.79	0.92	0.87	0.57	1.00	
Reams	0.20	0.18	0.10	0.40	-0.09	1.00

# 5 Year Correlations with other Asset Classes

	S&P 500	Russell 2000	MSCI EAFE	Bloomberg Aggregate	Bloomberg High Yield	CS Leveraged Loans	HFRI Fund of Funds	HFRI Equity Hedge
Fidelity	0.69	0.62	0.70	0.94	0.80	0.50	0.58	0.65
Income Research	0.63	0.56	0.64	0.96	0.74	0.45	0.53	0.60
Longfellow	0.60	0.52	0.61	0.98	0.70	0.37	0.47	0.55
Loop Capital	0.69	0.60	0.69	0.96	0.77	0.42	0.52	0.62
Ramirez	0.59	0.54	0.61	0.90	0.74	0.53	0.57	0.60
Reams	0.61	0.50	0.60	0.96	0.64	0.25	0.38	0.51



# Fee Schedule and Expense Ratios

Firm	Fee Schedule	Other Fees	Expense Ratio	Industry Avg.	Fee For \$60,000,000
Fidelity***	20 bps on the first \$100 million 16 bps on the next \$200 million 12 bps on the next \$200 million 10 bps on the Balance	5 bps	0.25%	0.32%**	\$150,000
Income Research****	10 bps on the Balance	3 bps	0.13%	0.32%**	\$78,000
Longfellow***	28 bps on the first \$50 million 25 bps on the next \$50 million 20 bps on the Balance	0 bps	0.28%	0.31%*	\$165,000
Loop Capital***	15 bps on the Balance	5 bps	0.20%	0.32%**	\$120,000
Ramirez***	25 bps on the first \$100 million 20 bps on the Balance	0 bps	0.25%	0.31%*	\$150,000
Reams***	20 bps on the Balance	0 bps	0.20%	0.32%**	\$120,000

\*Industry Average Separate Account Fee.

\*\*eVestment Commingled Fund - average does not include operating/admin fees. These typically range from 5-15 bps.

\*\*\*Proposed Fee.

\*\*\*\*Founder's Fee.



#### Fund Terms & Liquidity

Firm	Minimum Account Size (\$MM)	Redemptions	Days Notice	Vehicle Domicile	Vehicle Structure	Investor Restrictions
Fidelity	\$5.0	Daily	5		Collective Investment Trust	
Income Research	\$5.0	Daily	2	On-Shore	Collective Investment Trust	No Non-ERISA
Longfellow	\$20.0	Daily	0	On-Shore	Separate Account	
Loop Capital	\$2.0	Daily	1	On-Shore	3c7	No Def. Contribution
Ramirez	\$5.0	Monthly	0	On-Shore	Separate Account	
Reams	\$0.0	Daily	0	On-Shore	Collective Investment Trust	No Non-ERISA

Please note that, due to heightened scrutiny of adherence to Anti-Money Laundering ("AML")/Know-Your-Client ("KYC") regulations, commingled fund administrators may require the personal information, in the form of social security numbers or copies of driver's licenses, from authorized signatories such as the CEO/CFO/CCO of the investing institution in order for these organizations to access commingled funds.



Appendix

# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Ford O'Neil	Portfolio Manager	38	34	32	BA,MBA
Celso Munoz	Portfolio Manager	24	19	8	BS,CFA,MBA
Michael Plage	Portfolio Manager	26	19	12	BS,CFA,MBA
Beau Coash	Business Development	25	19	11	BA,MBA
Chris Pariseault	Business Development	25	18	18	BS,CFA
Jeff Moore	Portfolio Manager	33	18	8	BA,CFA,Masters

# Product Turnover

	2021	2022	2023	YTD
Total Clients	98	95	105	118
Total Assets \$MM	\$65,917.6	\$59,147.7	\$74,007.8	\$77,334.7
Asset Inflow \$MM	\$220.2	\$51.3	\$49.4	\$378.2
Asset Outflow \$MM	\$38.7	\$261.3	\$56.9	\$0.0

Employee Turnover (5 Years)	
Hired	458
Terminated	0
Retired	0
Resigned	258
Total Firm Employees	75,384

Client Type	Assets (\$MM)	% of Assets
Other	\$35,772.3	46.3%
Other	\$20,115.1	26.0%
Other	\$7,902.7	10.2%
Other	\$3,880.4	5.0%
Insurance/Financial	\$1,587.2	2.1%

Client Averages (\$MM)	
Average Client Size	\$655.4
Smallest Client Size	



# **Income Research Product Profile**

# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Bill O'Malley, CFA	Chief Executive Officer	33	30	30	BA,CFA,MBA
Bill O'Neill, CFA	Senior Portfolio Manager	21	20	20	BA,BS,CFA,MBA
Jake Remley, CFA	Senior Portfolio Manager	20	19	19	BS,CFA,MBA
Scott Pike, CFA	Senior Portfolio Manager	24	18	18	BA,BS,CFA,Masters
Jim Gubitosi, CFA	Chief Investment Officer	17	18	18	BA,BS,CFA
Matt Walker, CFA	Senior Portfolio Manager	18	17	17	BS,CFA,MBA
Mike Sheldon, CFA	Chief Investment Officer	30	17	17	BA,BS,CFA
Rachel Campbell	Portfolio Manager	15	16	16	BA,MBA
Allysen Mattison, CFA	Investment Analyst	16	15	15	BA,CFA
Wesly Pate, CFA	Senior Portfolio Manager	13	14	14	BA,CFA,MBA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	6	6	6	8
Total Assets \$MM	\$469.0	\$1,355.0	\$1,651.0	\$1,349.0
Asset Inflow \$MM	\$28.0	\$132.0	\$400.0	\$550.0
Asset Outflow \$MM	\$6.0	\$133.0	\$208.0	\$219.0

Employee Turnover (5 Years)	
Hired	129
Terminated	0
Retired	
Resigned	90
Total Firm Employees	207

Client Type	Assets (\$MM)	% of Assets
Sub-Advisory	\$985.2	73.0%
Corporate	\$85.0	6.3%
Endowment/Foundation	\$45.8	3.4%
Corporate	\$37.1	2.8%
Insurance/Financial	\$29.6	2.2%

Client Averages (\$MM)	
Average Client Size	\$168.6
Smallest Client Size	\$20.6



# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Barbara McKenna	Portfolio Manager	39	19	19	BS,CFA,Masters
Akshay Anand	Portfolio Manager/Analyst	20	16	16	BA,CFA,MBA
David Horsfall	Portfolio Manager/Analyst	33	2	2	BA,CFA,MBA

# Product Turnover

	2021	2022	2023	YTD
Total Clients	10	11	12	13
Total Assets \$MM	\$2,085.0	\$2,115.0	\$2,571.0	\$2,655.0
Asset Inflow \$MM	\$0.0	\$180.0	\$0.0	\$16.0
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	39
Terminated	3
Retired	1
Resigned	39
Total Firm Employees	56

Client Type	Assets (\$MM)	% of Assets
Public	\$572.0	21.5%
Public	\$569.0	21.4%
Public	\$478.0	18.0%
Public	\$246.0	9.3%
Public	\$244.0	9.2%

Client Averages (\$MM)	
Average Client Size	\$204.0
Smallest Client Size	\$16.0



# Loop Capital Product Profile

# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
James Reynolds	Chief Executive Officer	39	28	3	BA,CFA,Masters
Frank Reda, CMT	Portfolio Manager	22	24	24	Masters,BS
Ronald Salinas	Portfolio Manager	19	21	21	CFA,MBA,BBA
Julie Kwock	Analyst	17	18	18	Masters,MBA,BS
Scott Kimball	Chief Investment Officer	20	17	17	CFA,MBA,BBA
Adam Phillips	Investment Manager	19	11	11	BA,CFA
George Liu	Business Development	15	10	10	BS
Andre Villarreal	Portfolio Manager/Analyst	13	9	9	CFA,BBA
Joseph Magazine	Analyst	17	8	8	BS
Adam Eccles	Trader	19	6	6	BS,Masters

# Product Turnover

	2021	2022	2023	YTD
Total Clients	33	48	49	48
Total Assets \$MM	\$3,335.0	\$3,255.0	\$3,546.0	\$3,535.0
Asset Inflow \$MM	\$29.0	\$511.0	\$214.0	\$47.0
Asset Outflow \$MM	\$553.0	\$272.0	\$93.0	\$201.0

Employee Turnover (5 Years)	
Hired	19
Terminated	2
Retired	0
Resigned	10
Total Firm Employees	29

Client Type	Assets (\$MM)	% of Assets
Public	\$1,256.0	35.5%
Public	\$580.0	16.4%
Sub-Advisory	\$228.0	6.4%
Public	\$139.0	3.9%
Public	\$129.0	3.6%

Client Averages (\$MM)	
Average Client Size	\$74.0
Smallest Client Size	\$1.0



# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Samuel Ramirez Jr.	Portfolio Manager	27	23	23	BA
Niso Abuaf	Research	32	16	16	BS,Masters,MBA,Ph.D
Konstantin Semyonov	Research	18	16	16	BS,MBA,Ph.D
Ira Isaguirre	Investment Analyst	15	15	15	BA, Masters
Louis Sarno	Portfolio Manager	30	15	15	BA
Helen Yee, CFA	Portfolio Manager	27	15	15	BA,CFA,MBA
Janet Henry, CFA	Investment Analyst	36	11	11	BA,CFA,MBA
Alex Bud, CFA	Assistant Portfolio Manager	20	8	8	BS,CFA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	21	25	27	30
Total Assets \$MM	\$1,620.5	\$1,980.4	\$2,476.8	\$2,573.3
Asset Inflow \$MM	\$750.0	\$425.0	\$200.0	\$100.0
Asset Outflow \$MM	\$68.0	\$5.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	24
Terminated	0
Retired	0
Resigned	3
Total Firm Employees	40

Client Type	Assets (\$MM)	% of Assets
Public	\$519.0	20.2%
Endowment/Foundation	\$509.3	19.8%
Endowment/Foundation	\$190.8	7.4%
Insurance/Financial	\$168.4	6.5%
Public	\$118.2	4.6%

Client Averages (\$MM)	
Average Client Size	\$86.0
Smallest Client Size	\$6.0



# Current Team Key Employees

Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Mark Egan	Portfolio Manager	36	34	34	BS,CFA,MBA
Todd Thompson	Portfolio Manager	29	23	23	BS,CFA,MBA
Clark Holland	Portfolio Manager	29	23	23	BS,CFA,MBA
Jason Hoyer	Portfolio Manager	20	9	9	BA,CFA
Dimitri Silva	Portfolio Manager	16	4	4	BS,CFA
Neil Aggarwal	Portfolio Manager	20	2	2	BS

# Product Turnover

	2021	2022	2023	YTD
Total Clients	40	43	38	41
Total Assets \$MM	\$7,164.7	\$6,508.0	\$7,916.4	\$8,117.7
Asset Inflow \$MM	\$361.5	\$482.4	\$118.9	\$190.8
Asset Outflow \$MM	\$145.3	\$0.0	\$408.7	\$0.0

Employee Turnover (5 Years)	
Hired	7
Terminated	0
Retired	2
Resigned	2
Total Firm Employees	38

Client Type	Assets (\$MM)	% of Assets
Corporate	\$1,301.6	16.0%
Public	\$911.7	11.2%
Public	\$723.4	8.9%
Public	\$577.4	7.1%
Insurance/Financial	\$431.6	5.3%

Client Averages (\$MM)	
Average Client Size	\$192.5
Smallest Client Size	\$3.5



# Notes on % Owned by Parent or Other

Firm Name	Notes
Fidelity	As a privately owned company, Fidelity maintains its independence and can invest for long-term growth and success, which provides significant benefits for its clients and employees. Our ownership structure provides us with a stable platform to pursue our long-term business goals. Fidelity has no plans to change its ownership structure.
	The voting common shares of FMR LLC are divided into two series. Series B is held predominantly by members of the Johnson family, including Abigail P. Johnson, directly or through trusts, and is entitled to 49% of the vote on any matter acted upon by the voting common shares. Series A is held predominantly by non-Johnson family member employees of FMR LLC and its affiliates and is entitled to 51% of the vote on any such matter. The Johnson family group and all other Series B shareholders have entered into a shareholders' voting agreement under which all Series B shares will be voted in accordance with the majority vote of Series B shares. Under the 1940 Act, control of a company is presumed where one individual or group of individuals owns more than 25% of the voting securities of that company. Therefore, through their ownership of voting common shares and the execution of the shareholders' voting agreement, members of the Johnson family may be deemed, under the 1940 Act, to form a controlling group with respect to FMR LLC.
Income Research	Other Sommers Family - for estate planning purposes.
	%Owned by Other: Two non-employee members of the Sommers family hold 10% of firm ownership.
Longfellow	
Loop Capital	Loop Capital LLC is a privately held, employee and minority owned, limited liability company; Approximately 85% of Loop Capital is owned by persons who are racial or ethnic minorities and women. James Reynolds Jr. is the majority owner of Loop Capital LLC. Ownership is made available to long tenured senior employees. Loop Capital does not disclose specific employee ownership.
Ramirez	RAM is a wholly-owned subsidiary of SAR Holdings, Inc. ("SAR"), which is 100% employee owned, with 86% of SAR owned by Samuel A. Ramirez and Samuel A. Ramirez Jr. and the balance held by long term employees.
Reams	Scout Investments, including its fixed income division, Reams Asset Management, is a subsidiary and affiliate of Raymond James Investment Management. Raymond James Investment Management is a wholly-owned subsidiary of Raymond James Financial, Inc. (NYSE: RJF), a financial holding company, whose principal subsidiaries include brokerage, a bank, investment banking/advisory, public finance, asset management, etc.



# Marquette Manager Search Phase Process

**Bottom-up Evaluation Process:** We use a bottom-up process to vet investment ideas. As an idea passes through multiple evaluation phases, the idea is provided with additional resources (i.e. time, attention, and money) and will be placed at a higher level of scrutiny. While the traditional and alternative research efforts utilize the same general approach, there are differences due to the specifics of each asset class. There is a product Set-Up and five levels of due diligence. Phase I and Phase II are the initial evaluation phases, Phase III is the documentation phase, Phase IV is the validation phase, and the last phase is the final recommendation and on-going due diligence. During every stage of the process, the lead analyst presents information at the weekly Investment Manager Search Committee ("IMC") meetings. The lead analyst or the IMC may "fail" an idea at any step in the process. In order to pass Phase III and IV, an idea must receive unanimous support from the IMC. Note: Managers included in Marquette searches may not be fully through all five phases of the evaluation process at the time the search is published.

		Set Up	Phase I	Phase II	Phase III	Phase IV	Recommendation / Ongoing
ıcts	Traditional		Collect Basic Information	Quantitative Screen	Asset- Class/Account Specific RFI		
Manager Products	Open Alternatives	Enter Product into proprietary MAI database	Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI	Full Due Diligence Check/Data Verification	Final Recommendations and Ongoing Due Diligence
Man	Closed Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
	·	Initial Product Discovery	Determine Viability of Product	Determine whether product is attractive	Develop clear understanding of necessary info, including potential shortfalls	Includes: 1.On-site visit 2.Reference check 3.Technology evaluation 4.Culture evaluation 5.Compliance evaluation	Ongoing due diligence



6.Peer comparisons 7.IMC follow-up review

# Definitions

Alpha measures nonsystematic return, or the return of the manager that cannot be attributed to the market. It can be thought of as how the manager performed if the market has no gain or loss. Marquette calculates alpha as the annualized y-intercept of the best fit line based on the ordinary least squares regression, using the market's monthly return less the risk-free rate as the independent variable and the manager's monthly return less the risk-free rate as the dependent variable. Marquette uses the one month T-Bill returns as the risk-free rate.

**Average Coupon** is the arithmetic average of the coupon rates of all of the bonds in a portfolio. The Coupon Rate of a bond is the interest the bond issuer agrees to pay annually.

**Average Time to Maturity** is the arithmetic average of the maturities of all of the bonds in a portfolio. The Time to Maturity of a bond is the number of years remaining prior to final principal payment.

Average Yield to Worst is the arithmetic average of yield to worst of all of the bonds in a portfolio. The Yield to Worst of a bond is the lowest possible yield of a bond, represented by the lower of either the yield to maturity or the yield to call. Yield is defined as the interest earned on a bond, calculated as coupon rate divided by current price. Yield to Maturity or Yield to Call refers the yield an investor will earn if the bond is held from purchase date to redeem date.

**Batting Average** is a measure of a manager's ability to beat a benchmark consistently. It is calculated by dividing the number of months in which the manager beat or matched the benchmark by the total number of months in the period. For example, a manager who meets or outperforms the market every month in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50. Marquette calculates batting average on five years of monthly returns.

**Beta** measures the risk level of the manager. It is a measure of systematic risk, or the manager return attributable to market movements. A beta equal to 1.0 indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. Marquette calculates beta as the covariance (correlation of two assets multiplied by their standard deviation) divided by the variance (standard deviation squared) of the market.

**Composite Dispersion** measures the variability of returns amongst all of the underlying portfolios representing a composite. The higher the dispersion, the larger the differences between the various manager portfolios in the product.

**Correlation** measures the variation between two sets of historical returns and is a useful tool in portfolio diversification. The correlation between two sets of returns is a number between -1.0 and +1.0. A +1.0 means that the two sets of returns move in the exact same manner, while a -1.0 means the returns move exactly opposite. The lower the correlation number, the stronger the diversification between two products.

**Dividend Yield** measures the annual return of the portfolio attributable to dividends. It is determined by dividing the total amount of annual dividends per total shares by the average market price of the total stocks in the portfolio.

**Down-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is less than zero. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. For instance, a value of 90.0 suggests that the manager's losses were only 90% of the benchmark's losses when the benchmark declined. A negative down-market capture ratio indicates that the manager's returns were actually positive when the benchmark declined.

**Duration** is a measure of the approximate price sensitivity of a bond to interest rate changes. Rule of thumb: duration is the approximate percentage change in the price of a bond for a 1% change in interest rates.

**Factor Analysis** is based multi-variate regression. R-squared represents the percentage of manager returns explained by the underlying factors, and each factor weight can be interpreted as the manager's sensitivity to the underlying factor.

**Global Investment Performance Standards (GIPS)** is a set of standards developed by the CFA Institute to provide a common methodology of calculating and presenting historical performance. These standards provide uniformity for comparing investment returns and ensure accurate, accountant verified data.

**GIPS Soft Dollar Standards** is a voluntary set of standards developed by the CFA Institute that managers may choose to comply with in relation to their firm's soft dollar trading practices. The standards are primarily made up of four ethical principles applying to seven major areas of firm practice. They were developed to guide managers toward ethical practices in the use and application of soft dollar client brokerage.



# Definitions

**Information Ratio** is a measure of risk-adjusted value added by a manager. It is the ratio of a manager's excess return over the benchmark over the tracking error (residual risk).

**Kurtosis**, or excess kurtosis as used in this report, measures peakedness of the distribution of manager returns. A value greater than zero indicates a more peaked distribution than a normal distribution, with more returns clustered around the mean and more extreme values.

Minority Status is defined by Marquette Associates as Female, African American, Hispanic, Asian, and/or Native American.

**R-Squared** measures how closely the manager's returns track the benchmark. The closer the R-squared statistic is to 1.0, the more closely related the manager's returns are to the benchmark. A higher R-squared also increases the reliability of alpha and beta.

Sharpe Ratio measures the excess return per unit of risk. The higher the ratio, the more efficient the manager. It is the average return of the manager minus the risk-free rate, divided by the standard deviation of the differences of the two return streams.

**Skew** measures the symmetry of the distribution of manager returns relative to a normal distribution. A negative skew implies more extreme negative return values, a positive skew implies more extreme positive return values.

**Soft Dollars** refer to non-cash revenue on commissions, spreads, and discounts generated by trades that the manager may use to pay for proprietary and third-party research, which provide lawful and appropriate assistance to the manager in the investment decision making process. The manager must use its best judgment as a fiduciary to justify the use of client brokerage to pay for a product or service. The CFA Institute has developed a set of Standards to aid GIPS members in their determination process.

Sub-Advisory relationships are where the manager oversees another investment firm's product.

**Turnover** measures the trading activity of a portfolio during a given time period. It is the percentage of the portfolio's assets that have changed over the course of the time period. Turnover is calculated by dividing the average market value during the time period by the lesser value of the value of purchases or sales during the same period.

**Tracking Error**, also known as residual risk, is a measure of how closely a manager's returns track the returns of the benchmark. It can also be viewed as a measure of consistency of excess returns. It is computed as the annualized standard deviation of the difference between a portfolio's return and the benchmark.

**Up-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager performed during a market rise. For instance, a value of 110.0 suggests that the manager's returns were 110% of the benchmark's returns when the benchmark rose. An up-market capture ratio under 100.0 indicates that the manager's returns were less than the benchmark's returns in a positive market.

**Wrap Relationships** are negotiated relationships between the manager and a brokerage firm(s), whereby the brokerage firm(s) provide their clients access to the manager's product through a sub account.



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# **About Marquette Associates**

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit www.MarquetteAssociates.com.



June 30, 2024

# The Sewerage & Water Board of New Orleans Small-Cap Core Search

Executive Summary

# The Sewerage & Water Board of New Orleans Small-Cap Core Search

CONTENTS	EXHIBIT
Overview	1 - 2
Candidate Summary	3 - 4
Portfolio Construction Comparison	5 - 7
Individual Manager Statistics	8 - 11
Manager Risk & Return Comparisons	12 - 14
Stress Test	15
Correlation Analysis	16
Fee Comparison	17
APPENDIX	
Team & Product Profiles	18 - 23
Other Manager Notes	24
Phase Process Overview	25
Glossary	26 - 27
Marquette Associates has prepared this search utilizing data from various sources. The sources of information are believed to be reliable. Marquette has not independently verified all of the information contained herein. Past performance is no guarantee of future results.

NOTE: All performance is as of June 30, 2024. Characteristics are as of March 31, 2024.

NOTE: Approximate amount of assets in consideration: \$12,000,000

**NOTE:** Performance data is net of stated, undiscounted fees

NOTE: Glossary of definitions enclosed

Benchmark: Russell 2000, Russell 2000 Value

## Candidate Lineup

Channing: Small Cap Value Congress: Small Cap Growth Eagle: Small Cap Core Institutional Earnest: Small Cap Core Invesco: Oppenheimer Main Street Small Cap Mesirow: Small Cap Value Equity



The information below may help make distinctions between investment managers. This information is intended to make reference to general areas Marquette Associates believes are important to consider when evaluating small-cap core managers.

## 1. Risk and Return Statistics:

Total return should always be considered within the context of total risk. The ideal investment manager will outperform the benchmark while maintaining an acceptable level of risk.

## 2. Style Analysis:

Returns-based style analysis can both indicate whether a manager is generating alpha, and explain beta components of the manager's returns. Factor weights can be viewed across managers to compare different risk exposures. Equity factors considered include market, size and value. Fixed income factors considered include credit, duration, and MBS. A higher number indicates a higher exposure to a given risk factor, and a lower number indicates a lower exposure.

## 3. Rolling Three Year Risk and Returns:

Rolling returns are useful in reviewing historical performance over longer term investment cycles. Outperformance of the rolling three year returns of a manager over the benchmark is an indication of consistency. Likewise, rolling three year risk below the benchmark is an indication of managers with below market risk.

## 4. Three and Five Year Statistics:

Information Ratio and Sharpe Ratio help determine how much value a manager is contributing to performance, relative to risk. The best case scenario is a manager with historically strong returns without assuming too much market risk. As a result, high Information and Sharpe Ratios are signals of strong outperformance at reasonable risk levels. These two statistics become more accurate the higher the R-Squared Coefficient. Typically, an R-Squared Coefficient greater than 0.85 coincides with accurate Information and Sharpe Ratio statistics.

# 5. Up and Down Market Capture:

The greater the up-market capture ratio of a manager, the better they have performed when the market was positive. The lower the down-market capture ratio of a manager, the better they have preserved capital when the stock market is negative. Up-market capture ratios at or above 100% (indicating the manager performed at or above the index during periods of positive index performance), and the down-market capture ratios below 100% (indicating the manager outperformed during periods of negative index returns) are signals of strong managers.



## **Candidate Summary**

					E&O Ins. Policy
Firm Name	Firm Assets (\$MM)	Product (\$MM)	Vehicle	Product Style	Limit (\$MM)
Channing	\$3,878.0	\$3,149.0	Separate Account	Relative Value	\$25.0
Congress	\$22,581.2	\$1,885.0	Separate Account	GARP	\$10.0
Eagle	\$31,232.2	\$545.1	Separate Account	Core	\$40.0
Earnest	\$33,827.0	\$563.0	Separate Account	Core	\$36.0
Invesco	\$1,662,748.4	\$4,059.7	Mutual Fund	Core	\$25.0
Mesirow	\$205,959.3	\$858.2	Separate Account	Core Value	\$10.0

## **General Information Summary**

Firm Name	Location	Phone	Contact Name
Channing	Chicago, IL	(312) 223-0211	Anna Sprecher
Congress	Boston, MA	(617) 428-4323	Matthew Leahy
Eagle	St. Petersburg, FL	(800) 235-3903	Peter Crivelli
Earnest	Atlanta, GA	(404) 815-8772	Patmon Malcom
Invesco	Atlanta, GA	(502) 581-6376	Maxwell Chester
Mesirow	Chicago, IL	(312) 595-6761	Jeremy Cooley

## Firm Ownership

		# Employee		% Owned by	% Minority	% Female
Firm Name	% Employee Owned	Owners	% Parent Owned	Other*	Owned	Owned
Channing	100.0%	8	0.0%	0.0%	94.5%	0.0%
Congress	41.0%	3	0.0%	59.0%	0.0%	44.0%
Eagle	0.0%	0	100.0%	0.0%	0.0%	0.0%
Earnest	100.0%	10	0.0%	0.0%	75.0%	10.0%
Invesco	6.0%		0.0%	94.0%	0.0%	0.0%
Mesirow	96.9%	262	0.0%	3.1%	4.8%	6.9%

\*See Other Manager Notes in Appendix



The following represents Marquette Associates' first take on each investment manager, serving as a brief introduction to each manager's strategy.

#### **Channing Capital Management**

Channing Small-Cap Value employs a fundamental, relative value investment approach seeking out undervalued and neglected small-cap stocks. The investment process begins with a quantitative screen based on cash flow multiples, earnings multiples, return on equity, return on capital, and earnings growth rates in order to identify statistically cheap stocks. The team spends the bulk of their time conducting industry research and meeting with company management, customers, and suppliers to further increase their knowledge of the company and industry they operate in. The team looks for companies trading at a 30% or greater discount to their estimate of intrinsic value. The portfolio has 35-45 holdings with annual turnover of 50% on average. The portfolio is diversified by sector and relies on stock selection for alpha generation.

#### **Congress Asset Management**

Congress Asset Management is a family-owned, Boston-based investment manager. Gregg O'Keefe leads an investment committee of very experienced portfolio managers who collectively manage the strategy. The strategy employs bottom-up, fundamental analysis to identify companies with positive earnings and revenue growth, stong competitive positions, positive free cash flows, and stakeholder-friendly management teams. This culminates in a high quality portfolio of industry leading companies that may offer downside protection in stressed market environments. The strategy offers a high conviction portfolio that may look very different from the benchmark. The team targets 35-45 holdings, and turnover will usually be 25-50%.

#### Eagle Asset Management

Eagle Asset Management operates in a multi-boutique structure within Raymond James Investment Management, an investment management firm whose ultimate parent is Raymond James Financial. Eagle operates with full autonomy over investment decisions, while benefiting from distribution and operational support. The small-cap core strategy is constructed to have exposure to market power companies and businesses in transition. Approximately 75% of the portfolio is focused on market power companies possessing high barriers to entry, attractive returns on capital, recurring revenue streams, strong free cash flow generation, and reinvestment opportunities. The remainder of the portfolio is allocated to transition opportunities, such as spin-offs, management changes, inflection/cyclical troughs, and consolidation beneficiaries. The strategy is diversified with 80-120 holdings, sector weightings within 5% of benchmark weights, and turnover of less than 100% per year.

#### **Earnest Partners**

EARNEST Partners Small Cap Core is a long-term focused, team-managed strategy. First, stocks are screened through a process called "Return Pattern Recognition" that identifies financial and market characteristics that have preceded strong stock performance. Next, the investment team conducts fundamental, bottom-up research which culminates in an EARNEST view of the stock. All portfolio decisions are made by the investment team who must come to a critical consensus of at least 80%. The portfolio will hold 50 stocks and has a single security maximum weight of 5%. EARNEST Partners is a 100% employee-owned and majority minority-owned firm based in Atlanta, GA.

#### INVESCO

The strategy offers an "all weather" portfolio that seeks to minimize top-down sector bets and unintended factor exposures. The product invests in skilled management teams and businesses with a fundamental catalyst for future value creation. This portfolio contains 90-100 holdings with a maximum position size of 4% and manages sector weights to within 6% of the benchmark, but maintains tighter positioning in practice. A dedicated team of sector specific research analysts supports strategies across the market cap spectrum, all of which utilize the same investment philosophy.

#### **Mesirow Financial Investment Management**

Based in Chicago, Mesirow is a medium-large asset manager with fixed income, equity, and alternatives capabilities. The small cap value team and track record were originally part of Fiduciary Management Associates, which Mesirow acquired in March 2016. The investment process combines fundamental analysis (75-80%) with consideration of top-down/macroeconomic factors (20-25%) to identify attractively valued, high-quality companies with catalyst-driven earnings and cash flow growth. The strategy typically holds between 70-90 stocks with sector weights constrained to the greater of two times the benchmark or 15% of the portfolio value.





## Market Cap Comparison

# **Portfolio Characteristics**

	# of	% In Top	Med. Cap (\$MM)	Avg. Cap (\$MM)	Tusilin a D/F	D/D Datia	Dividend Yield
Firm	Holdings	Ten	(\$101101)	(\$14141)	Trailing P/E	F/D Ratio	riela
Channing	44	27.1%	\$5,559	\$5,632	17.9	2.2	1.8%
Congress	40	34.2%	\$3,716	\$4,813	24.4	3.9	0.3%
Eagle	95	20.2%	\$2,918	\$3,652	24.8	2.7	0.9%
Earnest	50	29.3%	\$2,992	\$5,265	17.1	2.0	1.3%
Invesco	96	18.6%	\$3,944	\$5,270	15.7	2.5	1.1%
Mesirow	80	15.6%	\$4,870	\$5,090	48.4	2.0	1.9%
Russell 2000	1945	5.5%	\$956	\$4,816	17.3	2.2	1.4%
Russell 2000 Value	1419	3.3%	\$832	\$2,999	13.6	1.4	2.2%



# Sector Comparison Relative to the Russell 2000



# Current Weights, Absolute (Cash and Other category not displayed)

				Cons	Cons				Comm		
Firm	Energy	Mat	Ind	Disc	Stpl	HC	Fin	IT	Svcs	Util	RE
Channing	3%	7%	23%	10%	2%	9%	22%	10%	4%	4%	4%
Congress	4%	2%	27%	12%	10%	21%	4%	18%	0%	0%	0%
Eagle	6%	5%	23%	10%	2%	11%	16%	17%	3%	0%	5%
Earnest	6%	3%	18%	12%	4%	2%	17%	30%	4%	0%	5%
Invesco	5%	7%	21%	10%	3%	17%	13%	15%	1%	2%	6%
Mesirow	7%	7%	17%	12%	3%	11%	17%	7%	1%	3%	10%
Russell 2000	7%	5%	18%	11%	3%	15%	16%	15%	2%	2%	6%
Russell 2000 Value	10%	5%	15%	11%	2%	9%	26%	6%	2%	4%	10%



## Top 10 Holdings

	Channing		Congress		Eagle		Earnest		Invesco	-	Mesirow
3%	Louisiana Pacific Corp.	5%	Onto Innovation	2%	Arcosa Inc	4%	Archrock	2%	Atkore	2%	Flour Corp
3%	Herc Holdings	4%	Comfort Systems USA	2%	CSW Industrials	3%	Sanmina Corporation	2%	Summit Materials	2%	Q2 Holdings
3%	Enovis	4%	Sterling Infrastructure	2%	Installed Building Products	3%	Franklin Electric	2%	Autonation	2%	XPO
3%	Integer Holdings	4%	ICF International	2%	Hayward Holdings	3%	Cabot Corporation	2%	Bellring Brands	2%	Lancaster Colony Corp
3%	Belden	3%	e.l.f. Beauty	2%	Onto Innovation	3%	Advanced Energy Industries	2%	Allison Transmission Holdings	2%	Kemper Corp
3%	Brinks Co.	3%	Sprouts Farmers Market	2%	Federal Agric Mtg	3%	EnerSys	2%	Tenet Healthcare	2%	Rambus
3%	Evercore	3%	Boot Barn Holdings	2%	Knife River	3%	FB Financial Corporation	2%	Acadia Healthcare	2%	Axis Capital Holdings
3%	Avient	3%	AeroVironment	2%	NMI Holdings	3%	Albany International	2%	Enpro	1%	Tronox Holdings
3%	Southwest Gas Holdings	3%	Skyline Champion Corp	2%	Kadant	3%	WSFS Financial Corporation	2%	Zurn Elkay Water Solutions	1%	ADMA Biologics
8%	Stifel Financial	3%	Badger Meter	2%	SLM	2%	NOV Inc.	1%	Cnx Resources	1%	ITT Inc

#### % In Top 10

27.1%	34.2%	20.2%	29.3%	18.6%	15.6%





## Trailing Returns

■ Channing ■ Congress ■ Eagle ■ Earnest ■ Invesco ■ Mesirow ■ Russell 2000 ■ Russell 2000 Value

	3 Year		5 Y	'ear	7 Y	ear	י 10	<b>í</b> ear
	Ret.	StDev	Ret.	StDev	Ret.	StDev	Ret.	StDev
Channing	1.7%	21.6%	8.7%	24.9%	7.0%	23.6%	6.9%	21.6%
Congress	3.8%	20.8%	13.8%	21.7%	14.3%	21.3%	13.7%	19.7%
Eagle	1.6%	20.0%	7.4%	21.8%	6.9%	20.8%	7.6%	18.7%
Earnest	-0.7%	21.4%	8.8%	22.3%	8.7%	21.4%	9.3%	19.4%
Invesco	2.0%	20.8%	10.4%	23.0%	8.9%	21.8%	8.8%	19.8%
Mesirow	5.4%	19.2%	11.4%	22.0%	8.9%	20.8%	8.3%	18.9%
Russell 2000	-2.6%	21.9%	6.9%	23.7%	6.8%	22.3%	7.0%	20.4%
Russell 2000 Value	-0.5%	21.9%	7.1%	24.7%	5.9%	23.0%	6.2%	20.9%

# **Trailing Returns and Risk**

# **Trailing Information Ratios**







## **Calendar Returns - Net of Fees**

	YTD	2023	2022	2021	2020	2019	2018	2017	2016
Channing	3.1%	20.0%	-17.0%	19.9%	16.9%	25.2%	-17.1%	7.0%	28.7%
Congress	8.9%	21.1%	-26.1%	40.9%	35.3%	22.5%	1.7%	22.0%	16.9%
Eagle	1.7%	17.3%	-15.1%	18.3%	12.2%	23.7%	-11.5%	14.2%	21.8%
Earnest	-2.2%	12.9%	-16.1%	21.1%	21.7%	32.0%	-13.7%	23.6%	24.5%
Invesco	2.9%	17.9%	-15.7%	22.2%	20.3%	26.2%	-10.4%	14.1%	18.2%
Mesirow	5.4%	12.7%	-4.1%	29.7%	7.9%	23.7%	-15.4%	13.9%	15.1%
Russell 2000	1.7%	16.9%	-20.4%	14.8%	20.0%	25.5%	-11.0%	14.6%	21.3%
Russell 2000 Value	-0.8%	14.6%	-14.5%	28.3%	4.6%	22.4%	-12.9%	7.8%	31.7%

## Calendar Year Returns Data - Net of Fees





#### 5 Year Benchmark Based Alpha (left), Beta (right)

#### **Return Statistics**

	Alpha	Beta	R²
Channing	1.84%	0.99	89.2%
Congress	7.90%	0.85	86.7%
Eagle	1.18%	0.90	95.1%
Earnest	2.53%	0.90	91.4%
Invesco	3.79%	0.95	96.1%
Mesirow	5.24%	0.88	90.6%
Russell 2000	0.00%	1.00	100.0%

## Modern Portfolio Theory (Alpha & Beta) Explanation

The above calculations are based on the Capital Asset Pricing Model (CAPM). Developed in the 1960's, CAPM is a widely used method of understanding the relationship between risk and return. Under the CAPM, expected return is a function of risk. Assuming all security specific risk (the risk related to individual holdings and not to general market movements) is diversifiable, portfolios are then only exposed to market risk. Using a benchmark index as a proxy for "the market", past returns can be estimated as a function of market risk (beta), and unexplainable variance (alpha). By determining which segment of returns is derived from beta (market risk) or alpha (manager skill), investors can evaluate a product's performance record more accurately.





#### 5 Year Returns Based Factor Analysis

## **Factor Based Return Statistics**

	Mkt-RF	SMB (Small)	HML (Value)		Alpha	R²
Channing	1.03	0.60	0.49	 	-2.2%	91.1%
Congress	0.97	0.52	-0.01	 	2.0%	89.3%
Eagle	0.97	0.51	0.27	 	-3.6%	94.4%
Earnest	0.97	0.56	0.30	 	-2.1%	92.5%
Invesco	1.01	0.63	0.28	 	-0.8%	96.0%
Mesirow	0.90	0.56	0.48	 	1.1%	94.6%
Russell 2000	1.00	0.85	0.24	 	0.0%	98.8%

## Factor Analysis Explanation

Returns based factor analysis attempts to take into account the fact that, in reality, there are multiple market risk factors that influence returns. Instead of one benchmark "market" factor, returns based style analysis uses multiple benchmarks as proxies for multiple sources of risk. The above calculations are based on a multiple linear regression using several benchmark returns to explain manager returns. Returns based factor analysis is useful to identify which risk factors different managers are exposed to relative to each other and to the benchmark, and to identify outperformance while controlling for multiple measures of risk.

**Factor Weights** represent manager exposure to benchmark risk factors, holding other factors constant. For example, a manager with a higher value factor likely invests in more value stocks. If the value factor is negative, this indicates a more growth oriented manager. Factor analysis can help determine a manager's historical style, such as small value. It can also help determine if excess returns over the benchmark are generated through security selection alpha, or simply by taking different small and value exposures than the benchmark.

 $\mathbf{R}^2$  in the multi-factor model has the same interpretation under the CAPM model (goodness of fit). If  $\mathbf{R}^2$  is higher with a multi-factor model, manager returns are better explained by taking into account additional risk factors. Therefore, a higher  $\mathbf{R}^2$  is desirable because it indicates a more useful model, and more confidence in the beta and alpha calculation results.

**Alpha** in the multi-factor model has the same interpretation under the CAPM. A lower alpha term under multi-factor analysis indicates that some manager alpha compared to a single benchmark may be generated by taking out-of-benchmark risks. Alpha is not a static number, and varies based on the time period of the regression. Therefore, a positive alpha number, indicating that a manager has outperformed in the past controlling for risk, may be more important than the size of the alpha term.





♦ Channing ▲ Congress ■ Eagle ▲ Earnest ■ Invesco ♦ Mesirow ● Russell 2000



3 Year Upside and Downside Capture

♦ Channing ▲ Congress ■ Eagle ▲ Earnest ■ Invesco ♦ Mesirow ● Russell 2000

# **3 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Channing	1.74%	21.57%	-0.06	104.84%	92.51%
Congress	3.82%	20.79%	0.04	92.50%	79.62%
Eagle	1.62%	19.99%	-0.07	97.15%	88.13%
Earnest	-0.72%	21.40%	-0.18	98.40%	94.60%
Invesco	2.03%	20.81%	-0.05	101.87%	90.02%
Mesirow	5.44%	19.23%	0.13	102.96%	82.38%
Russell 2000	-2.58%	21.94%	-0.26	100.00%	100.00%





♦ Channing ▲ Congress ■ Eagle ▲ Earnest ■ Invesco ♦ Mesirow ● Russell 2000



5 Year Upside and Downside Capture

♦ Channing ▲ Congress ■ Eagle ▲ Earnest ■ Invesco ♦ Mesirow ● Russell 2000

## **5 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Channing	8.72%	24.87%	0.27	104.76%	98.38%
Congress	13.80%	21.66%	0.54	93.17%	78.45%
Eagle	7.41%	21.84%	0.24	87.64%	91.35%
Earnest	8.76%	22.26%	0.30	93.37%	91.60%
Invesco	10.39%	23.00%	0.36	101.02%	92.18%
Mesirow	11.36%	21.98%	0.42	100.81%	89.64%
Russell 2000	6.94%	23.72%	0.20	100.00%	100.00%



Rolling 3 Year Net Excess Returns over Russell 2000









Drawdown (10 Years)



**Crisis Performance** 

	Financial Crisis	Euro Crisis	Taper Tantrum	Oil/Shale Crash	COVID-19 Crash
	May '07 - Feb '09	April '11 - Sept '11	April '13 - Aug '13	May '15 - Jan '16	Dec '19 - Mar '20
Channing	-46.8%	-27.3%	7.5%	-15.1%	-33.8%
Congress				-11.1%	-22.5%
Eagle	-45.8%	-23.2%	4.1%	-10.6%	-29.7%
Earnest	-54.2%	-26.1%	6.7%	-12.0%	-27.5%
Invesco		-23.3%	2.8%	-14.7%	-30.5%
Mesirow	-45.4%	-25.4%	6.0%	-11.2%	-32.1%
Russell 2000	-52.9%	-25.1%	7.2%	-16.2%	-30.6%



# **5 Year Correlations Excess Return**

	Channing	Congress	Eagle	Earnest	Invesco	Mesirow
Channing	1.00					
Congress	0.12	1.00				
Eagle	0.53	0.58	1.00			
Earnest	0.47	0.31	0.47	1.00		
Invesco	0.52	0.39	0.60	0.51	1.00	
Mesirow	0.62	0.13	0.57	0.49	0.38	1.00

# 5 Year Correlations with other Asset Classes

	S&P 500	Russell 2000	MSCI EAFE	Bloomberg Aggregate	Bloomberg High Yield	CS Leveraged Loans	HFRI Fund of Funds	HFRI Equity Hedge
Channing	0.84	0.94	0.84	0.34	0.80	0.67	0.82	0.91
Congress	0.89	0.93	0.82	0.46	0.82	0.63	0.83	0.90
Eagle	0.90	0.98	0.87	0.42	0.85	0.69	0.86	0.94
Earnest	0.88	0.96	0.84	0.43	0.84	0.65	0.77	0.89
Invesco	0.89	0.98	0.87	0.44	0.86	0.71	0.85	0.94
Mesirow	0.84	0.95	0.85	0.34	0.80	0.68	0.81	0.91



# Fee Schedule and Expense Ratios

Firm	Fee Schedule	Other Fees	Expense Ratio	Industry Avg.	Fee For \$12,000,000
Channing***	65 bps on the first \$25 million 60 bps on the next \$75 million 55 bps on the Balance	0 bps	0.65%	0.80%*	\$78,000
Congress	75 bps on the first \$25 million 70 bps on the next \$25 million 65 bps on the next \$50 million 60 bps on the Balance	0 bps	0.75%	0.80%*	\$90,000
agle***	75 bps on the Balance	0 bps	0.75%	0.80%*	\$90,000
Earnest***	75 bps on the first \$25 million 65 bps on the Balance	0 bps	0.75%	0.80%*	\$90,000
nvesco DSSIX	64 bps on the Balance	7 bps	0.71%	0.87%**	\$85,200
Mesirow	85 bps on the first \$25 million 75 bps on the next \$25 million 60 bps on the next \$50 million 55 bps on the Balance	0 bps	0.85%	0.80%*	\$102,000

\*Industry Average Separate Account Fee.

\*\*Industry Average Mutual Fund Fee.

\*\*\*Marquette Proposed Fee.



Appendix

			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Wendell E. Mackey	Chief Investment Officer	30	21	21	CFA,Masters,BBA
Timothy J. Kroll	Portfolio Manager	30	12	12	CFA,Masters,BS
Matthew Betourney	Portfolio Manager	18	10	10	CFA,BBA,MBA
Kevin B. Reynolds	Portfolio Manager	20	9	9	CFA,MBA,BBA
Derik Coffey, CFA	Portfolio Manager/Analyst	20	8	8	BA,CFA,Masters
Jason Boles	Portfolio Manager/Analyst	26	1	1	BS,CFA,Masters

## Product Turnover

	2021	2022	2023	YTD
Total Clients	44	56	58	60
Total Assets \$MM	\$2,668.0	\$2,464.0	\$2,841.0	\$3,149.0
Asset Inflow \$MM	\$353.0	\$333.0	\$104.0	\$75.3
Asset Outflow \$MM	\$0.0	\$0.5	\$181.0	\$32.8

Employee Turnover (5 Years)	
Hired	17
Terminated	0
Retired	1
Resigned	9
Total Firm Employees	19

Client Type	Assets (\$MM)	% of Assets
Public	\$704.0	22.4%
Public	\$378.0	12.0%
Public	\$346.0	11.0%
Public	\$241.0	7.7%
Corporate	\$111.0	3.5%

Client Averages (\$MM)	
Average Client Size	\$52.0
Smallest Client Size	\$1.0



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Amy Noyes	Portfolio Manager	32	39	12	BS,CFA,MBA
Gregg O'Keefe	Portfolio Manager	40	38	12	BA,BS,CFA,MBA
John Fitzgerald	Portfolio Manager	37	24	12	BBA,CFA,MBA
Noel Blair	Portfolio Manager	22	23	12	CFA
Eric Meyers	Portfolio Manager	27	7	3	BA,CFA,MBA

#### Product Turnover

	2021	2022	2023	YTD
Total Clients	443	467	664	700
Total Assets \$MM	\$596.9	\$765.5	\$1,574.5	\$1,885.0
Asset Inflow \$MM	\$194.1	\$548.8	\$820.0	\$290.0
Asset Outflow \$MM	\$4.6	\$201.8	\$206.0	\$168.0

Employee Turnover (5 Years)	
Hired	17
Terminated	0
Retired	1
Resigned	13
Total Firm Employees	66

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$1,036.6	55.0%
Wrap	\$41.9	2.2%
Private Client	\$17.2	0.9%
Private Client	\$15.1	0.8%
Corporate	\$13.2	0.7%

Client Averages (\$MM)	
Average Client Size	\$2.0
Smallest Client Size	\$0.0



			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Scott Renner	Co-Portfolio Manager	32	18	18	MBA,BS
Jeffrey Reda	Co-Portfolio Manager	22	15	15	CFA,MBA
Chris Bissell	Analyst	8	7	6	CFA
Inanc Caner	Analyst	6	1	1	

## Product Turnover

	2021	2022	2023	YTD
Total Clients	26	26	26	26
Total Assets \$MM	\$625.7	\$487.7	\$519.1	\$545.1
Asset Inflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0
Asset Outflow \$MM	\$97.6	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	12
Terminated	1
Retired	5
Resigned	0
Total Firm Employees	77

Client Type	Assets (\$MM)	% of Assets
Other	\$115.0	21.1%
Corporate	\$75.8	13.9%
Corporate	\$50.0	9.2%
Taft-Hartley	\$30.8	5.7%
Corporate	\$29.1	5.3%

Client Averages (\$MM)	
Average Client Size	\$21.0
Smallest Client Size	\$0.7



Role on Product	Years Experience	Years with Firm	Years on Product	Education
Portfolio Manager	42	26	16	MBA,BA
Portfolio Manager	28	18	18	CFA,MBA,BS
Portfolio Manager	21	15	15	MBA,Ph.D,BS
	Portfolio Manager	Portfolio Manager42Portfolio Manager28	Role on ProductYears ExperienceFirmPortfolio Manager4226Portfolio Manager2818	Role on ProductYears ExperienceFirmProductPortfolio Manager422616Portfolio Manager281818

## Product Turnover

	2021	2022	2023	YTD
Total Clients	12	13	12	12
Total Assets \$MM	\$627.0	\$552.0	\$572.0	\$563.0
Asset Inflow \$MM	\$396.0	\$12.0	\$0.0	\$0.0
Asset Outflow \$MM	\$0.0	\$0.0	\$40.0	\$0.0

]	Employee Turnover (5 Years)	
Ī	Hired	4
	Terminated	0
	Retired	1
	Resigned	3
_	Total Firm Employees	44

Client Type	Assets (\$MM)	% of Assets
Public	\$112.0	19.9%
Corporate	\$95.0	16.9%
Public	\$88.0	15.6%
Public	\$63.0	11.2%
Public	\$49.0	8.7%

Client Averages (\$MM)	
Average Client Size	
Smallest Client Size	



Name	Role on Product		Years with	Years on Product	E da catilaria
	Role on Product	Years Experience	Firm		Education
Manind (Mani) Govil	Analyst	31	16	16	CFA,MBA
Matthew Ziehl	Portfolio Manager	34	16	16	BA,CFA,MBA
Adam Weiner	Portfolio Manager	28	16	16	BA,MBA
Magnus Krantz	Analyst	33	16	16	BEing,MBA
Benjamin Ram	Analyst	26	16	16	BA,MBA
Raman Vardharaj	Analyst	25	16	16	CFA,MBA
Joy Budzinski	Analyst	33	16	16	BS,MBA
Patricia Grady	Analyst	31	11	8	MBA,BA
Belinda Cavazos	Analyst	27	5	5	BA,MBA
Charles Mann	Analyst	20	1	1	CFA, Masters

## Product Turnover

	2021	2022	2023	YTD
Total Clients	7	6	8	8
Total Assets \$MM	\$3,424.5	\$2,648.7	\$3,627.7	\$4,059.7
Asset Inflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0
Asset Outflow \$MM	\$0.0	\$0.0	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	311
Terminated	0
Retired	0
Resigned	377
Total Firm Employees	4

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$1,977.0	48.7%
Mutual Fund	\$895.2	22.1%
Sub-Advisory	\$394.0	9.7%
Other	\$220.8	5.4%
Other	\$188.4	4.6%

Client Averages (\$MM)	
Average Client Size	
Smallest Client Size	



Name	Role on Product	Years Experience	Years with Firm	Years on Product	Education
Dave Meyer	Trader	27	31	31	BBA
Kathryn Vorisek	Portfolio Manager	36	29	29	MBA,BS
Andrew Hadland	Portfolio Manager/Analyst	26	23	23	CFA,MBA,BS
Leo Harmon	Portfolio Manager/Analyst	26	21	21	CFA,MBA,CAIA,BS
Lisa Carriere Jackson	Analyst	26	14	4	BA,MBA
John L. Nelson	Portfolio Manager/Analyst	20	11	11	CFA,MBA,BA
Pat Sullivan	Trader	20	9	9	BS
Eric M. Jacobsohn	Portfolio Manager/Analyst	18	8	8	CFA,MBA,BA
Kenny Kwan	Trader	18	5	3	
Brian Strike	Trader	22	5	5	BBA

## Product Turnover

	2021	2022	2023	YTD
Total Clients	9	7	10	10
Total Assets \$MM	\$645.9	\$583.6	\$823.1	\$858.1
Asset Inflow \$MM	\$0.0	\$0.0	\$124.5	\$0.0
Asset Outflow \$MM	\$10.2	\$15.8	\$0.0	\$0.0

Employee Turnover (5 Years)	
Hired	4
Terminated	0
Retired	1
Resigned	2
Total Firm Employees	205

Client Type	Assets (\$MM)	% of Assets
Public	\$427.2	49.8%
Public	\$122.4	14.3%
Public	\$79.1	9.2%
Public	\$62.6	7.3%
Endowment/Foundation	\$58.0	6.8%

Client Averages (\$MM)	
Average Client Size	\$85.8
Smallest Client Size	\$6.5



# Notes on % Owned by Parent or Other

Firm Name	Notes
Channing	Channing is a limited liability company and is 100% employee owned by the Founding Partners; Rodney Herenton, Wendell Mackey, and the Investment Team.
Congress	100% privately-owned
Eagle	Eagle is a wholly-owned subsidiary of Raymond James Investment Management. The firm operates an autonomous corporation in policy, day-to-day operations and trading and is managed by its own Board of Directors. Raymond James Investment Management is itself a wholly-owned subsidiary of Raymond James Financial, a New York Stock Exchange- listed financial services holding company, and benefits from the financial strength of this parent.
Earnest	
Invesco	Invesco is a publicly owned company whose shares are listed on the New York Stock Exchange under the symbol "IVZ" and is a constituent of the S&P 500 index. Employees and employee trusts hold approximately 6% of the shares in Invesco as of February 29, 2024. This figure is calculated annually and includes shares held by non-executive members of the Invesco Board of Directors.
Mesirow	As of March 31, 2024, approximately 96% of the company's common stock was owned by 259 employees. Approximately 4% is owned by 4 non-employee stockholder individuals with a prior or current business relationship with Mesirow
	As a private firm, % minority and female ownership, as well as individual positions, are confidential.



#### Marquette Manager Search Phase Process

Bottom-up Evaluation Process: We use a bottom-up process to vet investment ideas. As an idea passes through multiple evaluation phases, the idea is provided with additional resources (i.e. time, attention, and money) and will be placed at a higher level of scrutiny. While the traditional and alternative research efforts utilize the same general approach, there are differences due to the specifics of each asset class. There is a product Set-Up and five levels of due diligence. Phase I and Phase II are the initial evaluation phases, Phase III is the documentation phase, Phase IV is the validation phase, and the last phase is the final recommendation and on-going due diligence. During every stage of the process, the lead analyst presents information at the weekly Investment Manager Search Committee ("IMC") meetings. The lead analyst or the IMC may "fail" an idea at any step in the process. In order to pass Phase III and IV, an idea must receive unanimous support from the IMC. Note: Managers included in Marquette searches may not be fully through all five phases of the evaluation process at the time the search is published.

		Set Up	Phase I	Phase II	Phase III	Phase IV	Recommendation / Ongoing
Manager Products	Traditional	Enter Product into proprietary MAI database	Collect Basic Information	Quantitative Screen	Asset- Class/Account Specific RFI	Full Due Diligence Check/Data Verification	Final Recommendations and Ongoing Due Diligence
	Open Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
	Closed Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
		Initial Product Discovery	Determine Viability of Product	Determine whether product is attractive	Develop clear understanding of necessary info, including potential shortfalls	Includes: 1.On-site visit 2.Reference check 3.Technology evaluation 4.Culture evaluation 5.Compliance evaluation	Ongoing due diligence

6.Peer comparisons 7.IMC follow-up review



## Definitions

**Alpha** measures nonsystematic return, or the return of the manager that cannot be attributed to the market. It can be thought of as how the manager performed if the market has no gain or loss. Marquette calculates alpha as the annualized y-intercept of the best fit line based on the ordinary least squares regression, using the market's monthly return less the risk-free rate as the independent variable and the manager's monthly return less the risk-free rate as the dependent variable. Marquette uses the one month T-Bill returns as the risk-free rate.

**Average Coupon** is the arithmetic average of the coupon rates of all of the bonds in a portfolio. The Coupon Rate of a bond is the interest the bond issuer agrees to pay annually.

**Average Time to Maturity** is the arithmetic average of the maturities of all of the bonds in a portfolio. The Time to Maturity of a bond is the number of years remaining prior to final principal payment.

**Average Yield to Worst** is the arithmetic average of yield to worst of all of the bonds in a portfolio. The Yield to Worst of a bond is the lowest possible yield of a bond, represented by the lower of either the yield to maturity or the yield to call. Yield is defined as the interest earned on a bond, calculated as coupon rate divided by current price. Yield to Maturity or Yield to Call refers the yield an investor will earn if the bond is held from purchase date to redeem date.

**Batting Average** is a measure of a manager's ability to beat a benchmark consistently. It is calculated by dividing the number of months in which the manager beat or matched the benchmark by the total number of months in the period. For example, a manager who meets or outperforms the market every month in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50. Marquette calculates batting average on five years of monthly returns.

**Beta** measures the risk level of the manager. It is a measure of systematic risk, or the manager return attributable to market movements. A beta equal to 1.0 indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. Marquette calculates beta as the covariance (correlation of two assets multiplied by their standard deviation) divided by the variance (standard deviation squared) of the market.

**Composite Dispersion** measures the variability of returns amongst all of the underlying portfolios representing a composite. The higher the dispersion, the larger the differences between the various manager portfolios in the product.

**Correlation** measures the variation between two sets of historical returns and is a useful tool in portfolio diversification. The correlation between two sets of returns is a number between -1.0 and +1.0. A +1.0 means that the two sets of returns move in the exact same manner, while a -1.0 means the returns move exactly opposite. The lower the correlation number, the stronger the diversification between two products.

**Dividend Yield** measures the annual return of the portfolio attributable to dividends. It is determined by dividing the total amount of annual dividends per total shares by the average market price of the total stocks in the portfolio.

**Down-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is less than zero. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. For instance, a value of 90.0 suggests that the manager's losses were only 90% of the benchmark's losses when the benchmark declined. A negative down-market capture ratio indicates that the manager's returns were actually positive when the benchmark declined.

**Duration** is a measure of the approximate price sensitivity of a bond to interest rate changes. Rule of thumb: duration is the approximate percentage change in the price of a bond for a 1% change in interest rates.

**Factor Analysis** is based multi-variate regression. R-squared represents the percentage of manager returns explained by the underlying factors, and each factor weight can be interpreted as the manager's sensitivity to the underlying factor.

**Global Investment Performance Standards ® (GIPS)** is a set of standards developed by the CFA Institute to provide a common methodology of calculating and presenting historical performance. These standards provide uniformity for comparing investment returns and ensure accurate, accountant verified data.

**GIPS Soft Dollar Standards** is a voluntary set of standards developed by the CFA Institute that managers may choose to comply with in relation to their firm's soft dollar trading practices. The standards are primarily made up of four ethical principles applying to seven major areas of firm practice. They were developed to guide managers toward ethical practices in the use and application of soft dollar client brokerage.



## Definitions

**Information Ratio** is a measure of risk-adjusted value added by a manager. It is the ratio of a manager's excess return over the benchmark over the tracking error (residual risk).

**Kurtosis**, or excess kurtosis as used in this report, measures peakedness of the distribution of manager returns. A value greater than zero indicates a more peaked distribution than a normal distribution, with more returns clustered around the mean and more extreme values.

Minority Status is defined by Marquette Associates as Female, African American, Hispanic, Asian, and/or Native American.

**R-Squared** measures how closely the manager's returns track the benchmark. The closer the R-squared statistic is to 1.0, the more closely related the manager's returns are to the benchmark. A higher R-squared also increases the reliability of alpha and beta.

Sharpe Ratio measures the excess return per unit of risk. The higher the ratio, the more efficient the manager. It is the average return of the manager minus the risk-free rate, divided by the standard deviation of the differences of the two return streams.

**Skew** measures the symmetry of the distribution of manager returns relative to a normal distribution. A negative skew implies more extreme negative return values, a positive skew implies more extreme positive return values.

**Soft Dollars** refer to non-cash revenue on commissions, spreads, and discounts generated by trades that the manager may use to pay for proprietary and third-party research, which provide lawful and appropriate assistance to the manager in the investment decision making process. The manager must use its best judgment as a fiduciary to justify the use of client brokerage to pay for a product or service. The CFA Institute has developed a set of Standards to aid GIPS members in their determination process.

Sub-Advisory relationships are where the manager oversees another investment firm's product.

**Turnover** measures the trading activity of a portfolio during a given time period. It is the percentage of the portfolio's assets that have changed over the course of the time period. Turnover is calculated by dividing the average market value during the time period by the lesser value of the value of purchases or sales during the same period.

**Tracking Error**, also known as residual risk, is a measure of how closely a manager's returns track the returns of the benchmark. It can also be viewed as a measure of consistency of excess returns. It is computed as the annualized standard deviation of the difference between a portfolio's return and the benchmark.

**Up-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager performed during a market rise. For instance, a value of 110.0 suggests that the manager's returns were 110% of the benchmark's returns when the benchmark rose. An up-market capture ratio under 100.0 indicates that the manager's returns were less than the benchmark's returns in a positive market.

**Wrap Relationships** are negotiated relationships between the manager and a brokerage firm(s), whereby the brokerage firm(s) provide their clients access to the manager's product through a sub account.



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## **About Marquette Associates**

Marquette was founded in 1986 with the sole objective of providing investment consulting at the highest caliber of service. Our expertise is grounded in our commitment to client service — our team aims to be a trusted partner and as fiduciaries, our clients' interests and objectives are at the center of everything we do. Our approach brings together the real-world experience of our people and our dedication to creativity and critical thinking in order to empower our clients to meet their goals. Marquette is an independent investment adviser registered under the Investment Advisers Act of 1940, as amended. Registration does not imply a certain level of skill or training. More information about Marquette including our investment strategies, fees and objectives can be found in our ADV Part 2, which is available upon request and on our website. For more information, please visit www.MarquetteAssociates.com.



June 30, 2024

# The Sewerage & Water Board of New Orleans Mid-Cap Core Search

Executive Summary

# The Sewerage & Water Board of New Orleans

Mid-Cap Core Search

CONTENTS	EXHIBIT
Overview	1 - 2
Candidate Summary	3 - 4
Portfolio Construction Comparison	5 - 7
Individual Manager Statistics	8 - 11
Manager Risk & Return Comparisons	12 - 14
Stress Test	15
Correlation Analysis	16
Fee Comparison	17
APPENDIX	
Team & Product Profiles	18 - 23
Other Manager Notes	24
Phase Process Overview	25
Glossary	26 - 27

Marquette Associates has prepared this search utilizing data from various sources. The sources of information are believed to be reliable. Marquette has not independently verified all of the information contained herein. Past performance is no guarantee of future results.

NOTE: All performance is as of June 30, 2024. Characteristics are as of March 31, 2024.

NOTE: Approximate amount of assets in consideration: \$10,000,000

**NOTE:** Performance data is net of stated, undiscounted fees

NOTE: Glossary of definitions enclosed

Benchmark: Russell Midcap

## Candidate Lineup

Ariel: Appreciation Fund Boston Trust: Mid Cap Equity Earnest: Mid Cap Core Kayne Anderson: Mid Cap Core Madison: Mid Cap Equity Metis: S&P 400

# **Performance Notes**

Ariel Appreciation Fund performance prior to inception on 12/30/2011 is that of the composite.

Metis performance reflects S&P 400 (price) index returns. Performance does not reflect fees.



The information below may help make distinctions between investment managers. This information is intended to make reference to general areas Marquette Associates believes are important to consider when evaluating mid-cap core managers.

## 1. Risk and Return Statistics:

Total return should always be considered within the context of total risk. The ideal investment manager will outperform the benchmark while maintaining an acceptable level of risk.

## 2. Style Analysis:

Returns-based style analysis can both indicate whether a manager is generating alpha, and explain beta components of the manager's returns. Factor weights can be viewed across managers to compare different risk exposures. Equity factors considered include market, size and value. Fixed income factors considered include credit, duration, and MBS. A higher number indicates a higher exposure to a given risk factor, and a lower number indicates a lower exposure.

## 3. Rolling Three Year Risk and Returns:

Rolling returns are useful in reviewing historical performance over longer term investment cycles. Outperformance of the rolling three year returns of a manager over the benchmark is an indication of consistency. Likewise, rolling three year risk below the benchmark is an indication of managers with below market risk.

## 4. Three and Five Year Statistics:

Information Ratio and Sharpe Ratio help determine how much value a manager is contributing to performance, relative to risk. The best case scenario is a manager with historically strong returns without assuming too much market risk. As a result, high Information and Sharpe Ratios are signals of strong outperformance at reasonable risk levels. These two statistics become more accurate the higher the R-Squared Coefficient. Typically, an R-Squared Coefficient greater than 0.85 coincides with accurate Information and Sharpe Ratio statistics.

# 5. Up and Down Market Capture:

The greater the up-market capture ratio of a manager, the better they have performed when the market was positive. The lower the down-market capture ratio of a manager, the better they have preserved capital when the stock market is negative. Up-market capture ratios at or above 100% (indicating the manager performed at or above the index during periods of positive index performance), and the down-market capture ratios below 100% (indicating the manager outperformed during periods of negative index returns) are signals of strong managers.


### **Candidate Summary**

Firm Name	Firm Assets (\$MM)	Product (\$MM)	Vehicle	Product Style	E&O Ins. Policy Limit (\$MM)
Ariel	\$13,548.3	\$1,898.0	Mutual Fund	Core Value	\$30.0
Boston Trust	\$16,442.6	\$616.5	Separate Account	Core	\$10.0
Earnest	\$33,827.0	\$3,099.0	Separate Account	Core	\$36.0
Kayne Anderson	\$65,324.0	\$5,288.0	Separate Account	Core	\$60.0
Madison	\$25,854.0	\$4,687.0	Separate Account	GARP	\$15.0
Metis	\$3,633.4		Separate Account	Core	\$5.0

## **General Information Summary**

Firm Name	Location	Phone	Contact Name	
Ariel	Chicago, IL	(312) 726-0140	Melissa Smith	
Boston Trust	Boston, MA	(617) 726-7250	Meghan Doherty	
Earnest	Atlanta, GA	(404) 815-8772	Ben Surasky	
Kayne Anderson	Los Angeles, CA	(800) 231-7414	Richard Wiener	
Madison	Madison, WI	(414) 331-9075	Tom Nolte	
Metis	San Diego, CA	(858) 436-3030	Oksana Driker	

### Firm Ownership

		# Employee		% Owned by	% Minority	% Female
Firm Name	% Employee Owned	Owners	% Parent Owned	Other*	Owned	Owned
Ariel	93.0%	74	0.0%	7.0%	81.2%	52.3%
Boston Trust	100.0%	55	0.0%	0.0%	2.0%	33.0%
Earnest	100.0%	10	0.0%	0.0%	75.0%	5.0%
Kayne Anderson	0.0%	0	100.0%	0.0%	0.0%	0.0%
Madison	100.0%	57	0.0%	0.0%	19.0%	19.0%
Metis	86.0%	4	0.0%	14.0%	79.0%	84.0%

\*See Other Manager Notes in Appendix



The following represents Marquette Associates' first take on each investment manager, serving as a brief introduction to each manager's strategy.

### Ariel Investments, LLC

The Ariel Appreciation strategy invests with a fundamental, bottom-up investment process. It employs a value approach with a long-term investment horizon. The strategy's contrarian point of view seeks out-of-favor, misunderstood, or ignored stocks trading at a 40% discount to their estimate of private market value and/or selling for 13x or less forward cash earnings estimates. The strategy is concentrated with 40-45 securities and follows a benchmark agnostic approach to portfolio construction. The strategy tends to overweight the consumer discretionary, producer durables, and financial services segments of the market. It will generally be underweight areas where a durable competitive advantage is difficult to establish, such as utilities or materials sectors. The strategy is managed by John Rogers and Tim Fidler, who serve as co-PMs.

#### Boston Trust Walden Company

The Boston Trust Walden Mid Cap Equity strategy utilizes a fundamental investment approach with an emphasis on sustainable and responsible investing practices. The firm incorporates ESG analysis across all strategy offerings, including an evaluation of products and services, environmental impact, workplace conditions, community impact, and corporate governance. The strategy's valuation discipline follows a growth-at-a-reasonable price (GARP) approach within the core space. The team utilizes a proprietary tool to narrow the universe to high-quality companies with sustainable business models based on key tenants, including profitability, stability, balance sheet sustainability, growth, and earnings quality, to construct a portfolio of approximately 60 to 90 companies. The strategy is managed by three co-PMs who are supported by the firm's broader investment team of generalist analysts, as well as a dedicated ESG research team. The firm is 100% employee owned and is based in Boston.

### **Earnest Partners**

EARNEST Partners was founded in 1998 and is a 100% employee-owned and majority minority-owned firm headquartered in Atlanta, Georgia. The Mid Cap Core strategy is a long-term focused, team-managed strategy. First, stocks are screened through a process called "Return Pattern Recognition" that identifies financial and market characteristics that have preceded outstanding stock performance. Next, the investment team conducts fundamental, bottom-up research which culminates in an EARNEST view of the stock. All portfolio decisions are made by the investment team who must come to a critical consensus of at least 80%. The portfolio will hold 50 stocks and has a single security maximum weight of 5%.

#### Kayne Anderson Rudnick Investment Management

The KAR Mid Cap Core strategy follows a fundamental, bottom-up research process. The portfolio is concentrated with 25-35 holdings, offers high active share, and invests with a typical holding period of 3-5 years. Companies with consistent and profitable growth, high returns on capital, strong free cash flow, low organic need for external financing, and that trade at attractive valuations are sought. Despite the concentrated approach, the strategy aims to be diversified across economic sectors and has exhibited strong downside protection over time by investing in companies with minimal business, balance sheet, and profit risk. The strategy emphasizes companies with established and durable business models. Jon Christensen and Craig Stone are co-PMs for the strategy and also have sector specific coverage and portfolio management duties across various firm equity offerings.

#### **Madison Investment Advisors**

The Madison Mid Cap Equity strategy employs a bottom-up approach, focused on high quality companies trading at reasonable valuations. The team aims to manage risk and downside volatility by constructing a portfolio of companies with consistent growth and high sustainable profitability. The team will concentrate the portfolio in its best ideas, typically holding 25 to 40 positions. The team emphasizes the business model, the management team, and the valuation in its analysis, as it seeks to own companies for at least three to five years. The firm is 100% employee owned and is based in Wisconsin.

#### **Metis Global Partners**

The Metis S&P 400 Fund seeks to passivley track the S&P 400, which is a representation of the market for U.S. mid-cap equity securities. The strategy will remain fully invested at all times, and provides a low expense ratio and tracking error for investors.





# Market Cap Comparison

# **Portfolio Characteristics**

	# of	% In Top	Med. Cap	Avg. Cap			Dividend
Firm	Holdings	Ten	(\$MM)	(\$MM)	Trailing P/E	P/B Ratio	Yield
Ariel	43	33.1%	\$8,360	\$22,502	20.1	1.9	1.5%
Boston Trust	72	21.4%	\$18,765	\$22,469	21.8	3.9	1.5%
Earnest	59	24.5%	\$17,181	\$31,494	19.9	3.0	1.5%
Kayne Anderson	29	45.0%	\$19,996	\$22,380	34.5	5.0	0.8%
Madison	28	52.0%	\$19,531	\$32,530	26.6	4.0	0.7%
Metis	401	6.5%	\$6,753	\$8,449	18.2		1.5%
Russell Midcap	808	5.7%	\$11,362	\$28,015	21.5	3.2	1.5%







# Current Weights, Absolute (Cash and Other category not displayed)

				Cons	Cons			Comm			
Firm	Energy	Mat	Ind	Disc	Stpl	HC	Fin	IT	Svcs	Util	RE
Ariel	5%	3%	15%	14%	5%	12%	25%	6%	10%	0%	4%
Boston Trust	4%	7%	19%	11%	7%	12%	16%	11%	3%	6%	4%
Earnest	5%	6%	26%	8%	1%	9%	17%	16%	0%	1%	6%
Kayne Anderson	0%	0%	37%	11%	4%	12%	17%	12%	0%	0%	0%
Madison	0%	0%	19%	17%	6%	6%	22%	22%	2%	0%	0%
Metis	5%	7%	22%	16%	5%	8%	16%	9%	1%	3%	7%
Russell Midcap	5%	6%	20%	11%	3%	10%	16%	13%	3%	5%	7%



# Top 10 Holdings

	Ariel		Boston Trust		Earnest	-	Kayne Anderson	_	Madison		Metis
%	Northern Trust	3%	Paychex	3%	Republic Services	7%	Ametek	8%	Arch Capital Group Ltd	1%	Vistra
4%	Goldman Sachs	2%	SEI Investments Company	3%	Entegris	5%	Cooper Companies	6%	Gartner	1%	Williams-Sonoma
4%	Charles River Laboratories	2%	Williams-Sonoma	3%	Masco Corporation	5%	West Pharmaceutical Services	6%	Carlisle Cos	1%	Reliance
4%	Mattel	2%	Teradyne	2%	D.R. Horton	4%	Equifax	6%	Ross Stores	1%	Carlisle Companies
3%	The Charles Schwab	2%	Marathon Oil Corporation	2%	CBRE Group	4%	PoolCorp	5%	PACCAR	1%	GoDaddy
3%	CarMax	2%	Cooper Companies	2%	Progressive Corporation	4%	Ross Stores	5%	Arista Networks	1%	Graco
3%	Laboratory Corporation of America Holdings	2%	Baker Hughes Company	2%	Reinsurance Group of America	4%	Lennox International	5%	Copart	1%	Lennox International
3%	Interpublic Group of Companies	2%	Ametek	2%	Raymond James Financial	4%	Lamb Weston	5%	Brown & Brown	1%	Saia
3%	Stanley Black & Decker	2%	Waters Corporation	2%	Darden Restaurants	4%	Houlihan Lokey	4%	Dollar Tree	1%	Pure Storage
3%	Carlyle Group	2%	Ross Stores	2%	Intercontinental Exchange	4%	Azenta	4%	CarMax	1%	Manhattan Associates
										1	

#### % In Top 10

33.1%	21.4%	24.5%	45.0%	52.0%	6.5%





### **Trailing Returns**



## Trailing Returns and Risk

	3 Y	3 Year		'ear	7 Y	ear	10 Year	
	Ret.	StDev	Ret.	StDev	Ret.	StDev	Ret.	StDev
Ariel	-0.4%	21.8%	6.6%	23.2%	5.8%	21.8%	6.0%	19.8%
Boston Trust	5.3%	18.1%	9.1%	18.3%	10.3%	17.2%	10.0%	15.4%
Earnest	3.3%	18.4%	10.3%	19.4%	10.8%	18.6%	10.4%	16.8%
Kayne Anderson	2.6%	18.8%	11.4%	19.0%	12.4%	17.8%	12.3%	16.2%
Madison	9.1%	18.2%	11.6%	19.1%	12.7%	17.5%	11.4%	15.8%
Metis	2.8%	20.4%	8.5%	21.9%	7.7%	20.6%	7.4%	18.4%
Russell Midcap	2.4%	19.7%	9.5%	21.0%	9.6%	19.5%	9.0%	17.4%

# **Trailing Information Ratios**







# Calendar Returns - Net of Fees

	YTD	2023	2022	2021	2020	2019	2018	2017	2016
Ariel	-2.6%	11.0%	-12.2%	26.2%	7.7%	25.0%	-13.7%	15.5%	13.0%
Boston Trust	2.6%	14.0%	-10.7%	25.5%	9.5%	28.7%	-3.0%	20.0%	12.8%
Earnest	2.2%	16.8%	-15.8%	24.7%	20.0%	36.9%	-11.0%	24.9%	15.3%
Kayne Anderson	0.9%	22.8%	-19.7%	25.5%	26.1%	31.2%	-3.9%	25.2%	11.5%
Madison	5.2%	26.6%	-13.3%	26.6%	9.5%	34.0%	-1.6%	15.8%	12.6%
Metis	5.3%	14.4%	-14.5%	23.2%	11.8%	24.1%	-12.5%	14.5%	18.7%
Russell Midcap	5.0%	17.2%	-17.3%	22.6%	17.1%	30.5%	-9.1%	18.5%	13.8%

### Calendar Year Returns Data - Net of Fees





### 5 Year Benchmark Based Alpha (left), Beta (right)

### **Return Statistics**

	Alpha	Beta	R <sup>2</sup>
Ariel	-3.51%	1.07	93.1%
Boston Trust	1.02%	0.85	94.9%
Earnest	1.71%	0.91	96.3%
Kayne Anderson	3.17%	0.87	91.5%
Madison	3.38%	0.87	91.9%
Metis	-1.24%	1.03	97.6%
Russell Midcap	0.00%	1.00	100.0%

### Modern Portfolio Theory (Alpha & Beta) Explanation

The above calculations are based on the Capital Asset Pricing Model (CAPM). Developed in the 1960's, CAPM is a widely used method of understanding the relationship between risk and return. Under the CAPM, expected return is a function of risk. Assuming all security specific risk (the risk related to individual holdings and not to general market movements) is diversifiable, portfolios are then only exposed to market risk. Using a benchmark index as a proxy for "the market", past returns can be estimated as a function of market risk (beta), and unexplainable variance (alpha). By determining which segment of returns is derived from beta (market risk) or alpha (manager skill), investors can evaluate a product's performance record more accurately.





### 5 Year Returns Based Factor Analysis

### **Factor Based Return Statistics**

	Mkt-RF	HML (Value)	SMB (Small)		Alpha	R²
Ariel	1.04	0.48	0.37	 	-5.2%	95.5%
Boston Trust	0.92	0.21	-0.01	 	-3.6%	92.6%
Earnest	0.94	0.22	0.18	 	-2.1%	93.4%
Kayne Anderson	0.92	0.01	0.17	 	-1.1%	89.0%
Madison	0.95	0.17	-0.01	 	-1.5%	88.7%
Metis	1.02	0.31	0.38	 	-3.5%	95.9%
Russell Midcap	1.00	0.20	0.25	 	0.0%	96.3%

### Factor Analysis Explanation

Returns based factor analysis attempts to take into account the fact that, in reality, there are multiple market risk factors that influence returns. Instead of one benchmark "market" factor, returns based style analysis uses multiple benchmarks as proxies for multiple sources of risk. The above calculations are based on a multiple linear regression using several benchmark returns to explain manager returns. Returns based factor analysis is useful to identify which risk factors different managers are exposed to relative to each other and to the benchmark, and to identify outperformance while controlling for multiple measures of risk.

**Factor Weights** represent manager exposure to benchmark risk factors, holding other factors constant. For example, a manager with a higher value factor likely invests in more value stocks. If the value factor is negative, this indicates a more growth oriented manager. Factor analysis can help determine a manager's historical style, such as small value. It can also help determine if excess returns over the benchmark are generated through security selection alpha, or simply by taking different small and value exposures than the benchmark.

 $\mathbf{R}^2$  in the multi-factor model has the same interpretation under the CAPM model (goodness of fit). If  $\mathbf{R}^2$  is higher with a multi-factor model, manager returns are better explained by taking into account additional risk factors. Therefore, a higher  $\mathbf{R}^2$  is desirable because it indicates a more useful model, and more confidence in the beta and alpha calculation results.

**Alpha** in the multi-factor model has the same interpretation under the CAPM. A lower alpha term under multi-factor analysis indicates that some manager alpha compared to a single benchmark may be generated by taking out-of-benchmark risks. Alpha is not a static number, and varies based on the time period of the regression. Therefore, a positive alpha number, indicating that a manager has outperformed in the past controlling for risk, may be more important than the size of the alpha term.





♦ Ariel ▲ Boston Trust ■ Earnest ▲ Kayne Anderson ■ Madison ♦ Metis ● Russell Midcap



3 Year Upside and Downside Capture



## **3 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Ariel	-0.41%	21.79%	-0.16	108.42%	113.42%
Boston Trust	5.33%	18.06%	0.13	97.01%	89.22%
Earnest	3.34%	18.38%	0.02	94.55%	93.21%
Kayne Anderson	2.61%	18.82%	-0.02	87.92%	90.32%
Madison	9.06%	18.25%	0.33	101.85%	81.96%
Metis	2.81%	20.42%	-0.01	105.23%	102.39%
Russell Midcap	2.37%	19.67%	-0.03	100.00%	100.00%





♦ Ariel ▲ Boston Trust ■ Earnest ▲ Kayne Anderson ■ Madison ♦ Metis ● Russell Midcap





♦ Ariel ▲ Boston Trust ■ Earnest ▲ Kayne Anderson ■ Madison ♦ Metis ● Russell Midcap

### **5 Year Return Statistics**

	Return	StDev	Sharpe	Up Capture	Down Capture
Ariel	6.61%	23.24%	0.19	108.16%	113.45%
Boston Trust	9.08%	18.34%	0.38	86.23%	90.97%
Earnest	10.29%	19.38%	0.42	91.60%	91.37%
Kayne Anderson	11.35%	18.96%	0.49	90.75%	87.37%
Madison	11.65%	19.12%	0.50	89.72%	85.62%
Metis	8.54%	21.92%	0.29	103.57%	105.09%
Russell Midcap	9.46%	20.96%	0.35	100.00%	100.00%







Rolling 3 Year Gross Standard Deviation









**Crisis Performance** 

	Financial Crisis	Euro Crisis	Taper Tantrum	Oil/Shale Crash	COVID-19 Crash
	May '07 - Feb '09	April '11 - Sept '11	April '13 - Aug '13	May '15 - Jan '16	Dec '19 - Mar '20
Ariel	-57.4%	-24.8%	5.6%	-16.3%	-31.4%
Boston Trust	-42.7%	-18.3%	5.3%	-7.8%	-23.8%
Earnest	-51.7%	-22.7%	2.6%	-11.6%	-23.8%
Kayne Anderson	-41.3%	-16.5%	1.9%	-7.9%	-18.3%
Madison	-46.8%	-18.3%	2.2%	-6.6%	-23.9%
Metis	-51.0%	-23.0%	2.1%	-13.6%	-30.0%
Russell Midcap	-54.2%	-20.9%	3.9%	-12.8%	-27.1%



# **5 Year Correlations Excess Return**



# 5 Year Correlations with other Asset Classes

	S&P 500	Russell 2000	MSCI EAFE	Bloomberg Aggregate	Bloomberg High Yield	CS Leveraged Loans	HFRI Fund of Funds	HFRI Equity Hedge
Ariel	0.89	0.95	0.90	0.43	0.84	0.68	0.79	0.91
Boston Trust	0.95	0.90	0.90	0.48	0.85	0.64	0.77	0.87
Earnest	0.94	0.93	0.89	0.51	0.88	0.68	0.81	0.90
Kayne Anderson	0.93	0.90	0.87	0.55	0.83	0.60	0.80	0.89
Madison	0.93	0.89	0.88	0.49	0.86	0.68	0.80	0.87
Metis	0.92	0.97	0.89	0.43	0.86	0.70	0.83	0.93



# Fee Schedule and Expense Ratios

Fee Schedule	Other Fees	Expense Ratio	Industry Avg.	Fee For \$10,000,000
82 bps on the Balance	0 bps	0.82%	0.80%*	\$82,000
50 bps on the first \$20 million 40 bps on the Balance	0 bps	0.50%	0.67%**	\$50,000
75 bps on the next \$25 million 65 bps on the Balance	0 bps	0.75%	0.67%**	\$75,000
75 bps on the first \$25 million 65 bps on the next \$25 million 55 bps on the next \$50 million 50 bps on the Balance	0 bps	0.75%	0.67%**	\$75,000
60 bps on the first \$5 million 50 bps on the Balance	0 bps	0.55%	0.67%**	\$55,000
4 bps on the Balance	0 bps	0.04%	0.67%**	\$4,000
	82 bps on the Balance 50 bps on the first \$20 million 40 bps on the Balance 75 bps on the next \$25 million 65 bps on the Balance 75 bps on the first \$25 million 55 bps on the next \$25 million 55 bps on the next \$50 million 50 bps on the Balance 60 bps on the first \$5 million 50 bps on the Balance	82 bps on the Balance 0 bps   50 bps on the first \$20 million 0 bps   40 bps on the Balance 0 bps   75 bps on the next \$25 million 0 bps   65 bps on the Balance 0 bps   75 bps on the first \$25 million 0 bps   50 bps on the next \$25 million 0 bps   65 bps on the next \$25 million 0 bps   65 bps on the next \$25 million 0 bps   65 bps on the next \$50 million 0 bps   60 bps on the first \$5 million 0 bps   60 bps on the first \$5 million 0 bps   50 bps on the Balance 0 bps	Fee ScheduleOther FeesRatio82 bps on the Balance0 bps0.82%50 bps on the first \$20 million 40 bps on the Balance0 bps0.50%75 bps on the next \$25 million 65 bps on the Balance0 bps0.75%75 bps on the first \$25 million 65 bps on the Balance0 bps0.75%75 bps on the first \$25 million 50 bps on the next \$25 million 50 bps on the next \$25 million 50 bps on the Balance0 bps0.75%60 bps on the first \$5 million 50 bps on the Balance0 bps0.55%	Fee ScheduleOther FeesRatioAvg.82 bps on the Balance0 bps0.82%0.80%*50 bps on the first \$20 million 40 bps on the Balance0 bps0.50%0.67%**75 bps on the next \$25 million 65 bps on the Balance0 bps0.75%0.67%**75 bps on the first \$25 million 65 bps on the Balance0 bps0.75%0.67%**75 bps on the first \$25 million 55 bps on the next \$25 million 50 bps on the Balance0 bps0.75%0.67%**60 bps on the first \$50 million 50 bps on the Balance0 bps0.55%0.67%**

\*Industry Average Mutual Fund Fee.

\*\*Industry Average Separate Account Fee.

\*\*\*Marquette Proposed Fee.



Appendix

			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
John W. Rogers, Jr.	Co-Portfolio Manager	43	42	42	BA
John Miller	Analyst	36	35	35	CFA,MBA,BA
Cheryl Cargie	Trader	37	30	30	BS
Timothy Fidler	Co-Portfolio Manager	31	25	25	CFA,MBA,BA
Sabrina Carollo	Analyst	31	24	24	CFA,MBA,BA
Kenneth Kuhrt	Analyst	24	21	21	CPA,MBA,BS
Charles Bobrinskoy	Analyst	40	20	20	MBA,BA
James Kenny	Analyst	19	14	14	CFA,MBA,BBA
John Oxtoby	Analyst	9	10	10	MBA,BA
Jill Gracia	Trader	23	10	10	BBA

### Product Turnover

	2021	2022	2023	YTD
Total Clients	59	57	47	47
Total Assets \$MM	\$2,364.1	\$1,926.0	\$1,872.0	\$1,898.0
Asset Inflow \$MM	\$111.0	\$88.0	\$10.5	\$0.0
Asset Outflow \$MM	\$0.3	\$8.6	\$34.8	\$0.0

Employee Turnover (5 Years)	
Hired	40
Terminated	0
Retired	4
Resigned	31
Total Firm Employees	132

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$1,071.7	56.5%
Corporate	\$178.2	9.4%
Corporate	\$126.2	6.6%
Insurance/Financial	\$119.4	6.3%
Private Client	\$83.2	4.4%

Client Averages (\$MM)	
Average Client Size	\$40.4
Smallest Client Size	\$0.1



			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Stephen Amyouny	Portfolio Manager	34	28	28	CFA,MBA,BA
Mark Zagata	Portfolio Manager/Analyst	16	16	5	CFA,MBA,BA
Richard Williams	Portfolio Manager	26	12	12	CFA,MBA,Masters,BA

### Product Turnover

	2021	2022	2023	YTD
Total Clients	17	18	18	18
Total Assets \$MM	\$625.0	\$544.0	\$641.0	\$616.0
Asset Inflow \$MM	\$3.4	\$4.9	\$55.7	\$0.0
Asset Outflow \$MM	\$8.9	\$14.6	\$24.0	\$3.2

Employee Turnover (5 Years)	
Hired	60
Terminated	0
Retired	7
Resigned	25
Total Firm Employees	88

Client Type	Assets (\$MM)	% of Assets
Religious	\$58.3	9.5%
Endowment/Foundation	\$50.0	8.1%
Taft-Hartley	\$35.2	5.7%
Taft-Hartley	\$33.9	5.5%
Public	\$18.0	2.9%

Client Averages (\$MM)	
Average Client Size	\$18.0
Smallest Client Size	



			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Paul E. Viera	Portfolio Manager	42	26	26	BA,MBA
Chris Hovis	Portfolio Manager	28	18	18	CFA,MBA,BS
Dinkar Singh	Portfolio Manager	21	15	15	BS,MBA,Ph.D

### Product Turnover

	2021	2022	2023	YTD
Total Clients	27	31	31	33
Total Assets \$MM	\$1,638.0	\$1,905.0	\$2,055.0	\$3,099.0
Asset Inflow \$MM	\$27.0	\$550.0	\$71.0	\$800.0
Asset Outflow \$MM	\$0.0	\$0.0	\$64.0	\$0.0

Employee Turnover (5 Years)	
Hired	4
Terminated	0
Retired	1
Resigned	3
Total Firm Employees	44

Client Type	Assets (\$MM)	% of Assets
Sub-Advisory	\$648.0	20.9%
Public	\$295.0	9.5%
Public	\$223.0	7.2%
Taft-Hartley	\$198.0	6.4%
Public	\$189.0	6.1%

Client Averages (\$MM)	
Average Client Size	\$94.0
Smallest Client Size	\$2.0



# **Kayne Anderson Product Profile**

# Current Team Key Employees

			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Craig Stone	Portfolio Manager/Analyst	34	25	25	BS,MBA
Jon Christensen	Portfolio Manager/Analyst	29	24	24	BS,CFA,MBA
Julie Kutasov	Investment Analyst	23	23	23	BA,MBA
Todd Beiley	Investment Analyst	25	23	23	BS,CFA,MBA
Chris Wright	Investment Analyst	12	13	13	BS,CFA,MBA
Julie Biel	Investment Analyst	20	12	12	BA,MBA
Sean Dixon	Investment Analyst	16	7	7	BS
Adam Xiao	Investment Analyst	11	7	7	BA,CFA,MBA
Clarissa Ali	Analyst	1	7	1	BA
Arthur Su	Investment Analyst	9	3	3	CFA

### Product Turnover

	2021	2022	2023	YTD
Total Clients	243	231	247	270
Total Assets \$MM	\$2,757.0	\$2,530.0	\$3,304.0	\$5,288.0
Asset Inflow \$MM	\$51.0	\$61.0	\$55.0	\$15.0
Asset Outflow \$MM	\$6.0	\$14.0	\$13.0	\$6.0

Employee Turnover (5 Years)	
Hired	4
Terminated	0
Retired	0
Resigned	0
Total Firm Employees	119

Client Type	Assets (\$MM)	% of Assets
Sub-Advisory	\$2,647.0	50.1%
Sub-Advisory	\$565.0	10.7%
Wrap	\$480.0	9.1%
Wrap	\$374.0	7.1%
Wrap	\$197.0	3.7%

Client Averages (\$MM)	
Average Client Size	\$6.0
Smallest Client Size	\$0.0



			Years with	Years on	
Name	Role on Product	Years Experience	Firm	Product	Education
Rich Eisinger	Portfolio Manager/Analyst	30	28	28	BA,J.D.,MBA
Andy Romanowich	Portfolio Manager/Analyst	20	16	16	BS,CFA,MBA
Haruki Toyama	Portfolio Manager/Analyst	30	11	11	BA,MBA
Brian Milligan	Investment Analyst	20	6	6	BS,CFA,MBA
Peter Montelbano	Investment Analyst	14	4	4	BBA,CFA,MBA
Matthew Goetzinger	Investment Analyst	20	3	3	BBA,CFA,MBA

### Product Turnover

	2021	2022	2023	YTD
Total Clients	858	897	1,007	1,285
Total Assets \$MM	\$3,021.0	\$2,569.0	\$3,497.0	\$4,687.0
Asset Inflow \$MM	\$15.9	\$44.3	\$37.2	\$591.0
Asset Outflow \$MM	\$42.5	\$52.2	\$35.2	\$54.0

Employee Turnover (5 Years)	
Hired	63
Terminated	13
Retired	9
Resigned	32
Total Firm Employees	96

Client Type	Assets (\$MM)	% of Assets
Mutual Fund	\$1,605.0	34.2%
Private Client	\$48.3	1.0%
Endowment/Foundation	\$37.9	0.8%
Private Client	\$24.2	0.5%
Corporate	\$19.1	0.4%

Client Averages (\$MM)	
Average Client Size	\$1.7
Smallest Client Size	\$0.0



		Years with	Years on	
Role on Product	Years Experience	Firm	Product	Education
Portfolio Manager	31	11	11	CFA,MBA,BBA
Investment Analyst	27	11	11	CFA,Masters,BS
Investment Analyst	21	7	7	Masters,BS
-				
	Portfolio Manager Investment Analyst	Portfolio Manager31Investment Analyst27	Portfolio Manager3111Investment Analyst2711	Portfolio Manager311111Investment Analyst271111

### Product Turnover

	2021	2022	2023	YTD
Total Clients				
Total Assets \$MM				
Asset Inflow \$MM				
Asset Outflow \$MM				

Employee Turnover (5 Years)	
Hired	7
Terminated	1
Retired	0
Resigned	3
Total Firm Employees	9

Client Type	Assets (\$MM)	% of Assets

Client Averages (\$MM)	
Average Client Size	
Smallest Client Size	



# Notes on % Owned by Parent or Other

Firm Name	Notes				
Ariel	% Owned by Other includes company directors, long-standing outside shareholders who helped finance the firm's initial start-up, and former employees.				
Boston Trust					
Earnest					
Kayne Anderson	Wholly owned subsidiary of Virtus Investment Partners, Inc.				
Madison	Minority owned category does not include female ownership.				
Metis	Brandes Investment Partners, LP holds 14% equity interest in the firm. Metis maintains a strategic partnership with Brandes. As part of this relationship Brandes provides a full operational outsource to Metis including all back-office and trading resources.				



#### Marquette Manager Search Phase Process

Bottom-up Evaluation Process: We use a bottom-up process to vet investment ideas. As an idea passes through multiple evaluation phases, the idea is provided with additional resources (i.e. time, attention, and money) and will be placed at a higher level of scrutiny. While the traditional and alternative research efforts utilize the same general approach, there are differences due to the specifics of each asset class. There is a product Set-Up and five levels of due diligence. Phase I and Phase II are the initial evaluation phases, Phase III is the documentation phase, Phase IV is the validation phase, and the last phase is the final recommendation and on-going due diligence. During every stage of the process, the lead analyst presents information at the weekly Investment Manager Search Committee ("IMC") meetings. The lead analyst or the IMC may "fail" an idea at any step in the process. In order to pass Phase III and IV, an idea must receive unanimous support from the IMC. Note: Managers included in Marquette searches may not be fully through all five phases of the evaluation process at the time the search is published.

		Set Up	Phase I	Phase II	Phase III	Phase IV	Recommendation / Ongoing
lcts	Traditional		Collect Basic Information	Quantitative Screen	Asset- Class/Account Specific RFI		
Manager Products	Open Alternatives	Enter Product into proprietary MAI database	Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI	Full Due Diligence Check/Data Verification	Final Recommendations and Ongoing Due Diligence
Man	Closed Alternatives		Collect Basic Information	Qualitative /Quantitative Screen	Asset- Class/Account Specific RFI		
		Initial Product Discovery	Determine Viability of Product	Determine whether product is attractive	Develop clear understanding of necessary info, including potential shortfalls	Includes: 1.On-site visit 2.Reference check 3.Technology evaluation 4.Culture evaluation 5.Compliance evaluation 6.Peer comparisons 7.IMC follow-up review	Ongoing due diligence



### Definitions

**Alpha** measures nonsystematic return, or the return of the manager that cannot be attributed to the market. It can be thought of as how the manager performed if the market has no gain or loss. Marquette calculates alpha as the annualized y intercept of the best fit line based on the ordinary least squares regression, using the market's monthly return less the risk-free rate as the independent variable and the manager's monthly return less the risk-free rate as the dependent variable. Marquette uses the one month T-Bill returns as the risk-free rate.

**Average Coupon** is the arithmetic average of the coupon rates of all of the bonds in a portfolio. The Coupon Rate of a bond is the interest the bond issuer agrees to pay annually.

**Average Time to Maturity** is the arithmetic average of the maturities of all of the bonds in a portfolio. The Time to Maturity of a bond is the number of years remaining prior to final principal payment.

**Average Yield to Worst** is the arithmetic average of yield to worst of all of the bonds in a portfolio. The Yield to Worst of a bond is the lowest possible yield of a bond, represented by the lower of either the yield to maturity or the yield to call. Yield is defined as the interest earned on a bond, calculated as coupon rate divided by current price. Yield to Maturity or Yield to Call refers the yield an investor will earn if the bond is held from purchase date to redeem date.

**Batting Average** is a measure of a manager's ability to beat a benchmark consistently. It is calculated by dividing the number of months in which the manager beat or matched the benchmark by the total number of months in the period. For example, a manager who meets or outperforms the market every month in a given period would have a batting average of 100. A manager who beats the market half of the time would have a batting average of 50. Marquette calculates batting average on five years of monthly returns.

**Beta** measures the risk level of the manager. It is a measure of systematic risk, or the manager return attributable to market movements. A beta equal to 1.0 indicates a risk level equivalent to the market. Higher betas are associated with higher risk levels, while lower betas are associated with lower risk levels. Marquette calculates beta as the covariance (correlation of two assets multiplied by their standard deviation) divided by the variance (standard deviation squared) of the market.

**Composite Dispersion** measures the variability of returns amongst all of the underlying portfolios representing a composite. The higher the dispersion, the larger the differences between the various manager portfolios in the product.

**Correlation** measures the variation between two sets of historical returns and is a useful tool in portfolio diversification. The correlation between two sets of returns is a number between -1.0 and +1.0. A +1.0 means that the two sets of returns move in the exact same manner, while a -1.0 means the returns move exactly opposite. The lower the correlation number, the stronger the diversification between two products.

**Dividend Yield** measures the annual return of the portfolio attributable to dividends. It is determined by dividing the total amount of annual dividends per total shares by the average market price of the total stocks in the portfolio.

**Down-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is less than zero. The lower the manager's down-market capture ratio, the better the manager protected capital during a market decline. For instance, a value of 90.0 suggests that the manager's losses were only 90% of the benchmark's losses when the benchmark declined. A negative down-market capture ratio indicates that the manager's returns were actually positive when the benchmark declined.

**Duration** is a measure of the approximate price sensitivity of a bond to interest rate changes. Rule of thumb: duration is the approximate percentage change in the price of a bond for a 1% change in interest rates.

**Factor Analysis** is based multi-variate regression. R-squared represents the percentage of manager returns explained by the underlying factors, and each factor weight can be interpreted as the manager's sensitivity to the underlying factor.

**Global Investment Performance Standards (GIPS)** is a set of standards developed by the CFA Institute to provide a common methodology of calculating and presenting historical performance. These standards provide uniformity for comparing investment returns and ensure accurate, accountant verified data.

**GIPS Soft Dollar Standards** is a voluntary set of standards developed by the CFA Institute that managers may choose to comply with in relation to their firm's soft dollar trading practices. The standards are primarily made up of four ethical principles applying to seven major areas of firm practice. They were developed to guide managers toward ethical practices in the use and application of soft dollar client brokerage.



### Definitions

**Information Ratio** is a measure of risk-adjusted value added by a manager. It is the ratio of a manager's excess return over the benchmark over the tracking error (residual risk).

**Kurtosis**, or excess kurtosis as used in this report, measures peakedness of the distribution of manager returns. A value greater than zero indicates a more peaked distribution than a normal distribution, with more returns clustered around the mean and more extreme values.

Minority Status is defined by Marquette Associates as Female, African American, Hispanic, Asian, and/or Native American.

**R-Squared** measures how closely the manager's returns track the benchmark. The closer the R-squared statistic is to 1.0, the more closely related the manager's returns are to the benchmark. A higher R-squared also increases the reliability of alpha and beta.

Sharpe Ratio measures the excess return per unit of risk. The higher the ratio, the more efficient the manager. It is the average return of the manager minus the risk-free rate, divided by the standard deviation of the differences of the two return streams.

**Skew** measures the symmetry of the distribution of manager returns relative to a normal distribution. A negative skew implies more extreme negative return values, a positive skew implies more extreme positive return values.

**Soft Dollars** refer to non-cash revenue on commissions, spreads, and discounts generated by trades that the manager may use to pay for proprietary and third-party research, which provide lawful and appropriate assistance to the manager in the investment decision making process. The manager must use its best judgment as a fiduciary to justify the use of client brokerage to pay for a product or service. The CFA Institute has developed a set of Standards to aid GIPS members in their determination process.

Sub-Advisory relationships are where the manager oversees another investment firm's product.

**Turnover** measures the trading activity of a portfolio during a given time period. It is the percentage of the portfolio's assets that have changed over the course of the time period. Turnover is calculated by dividing the average market value during the time period by the lesser value of the value of purchases or sales during the same period.

**Tracking Error**, also known as residual risk, is a measure of how closely a manager's returns track the returns of the benchmark. It can also be viewed as a measure of consistency of excess returns. It is computed as the annualized standard deviation of the difference between a portfolio's return and the benchmark.

**Up-Market Capture Ratio** is a measure of a manager's performance relative to the benchmark when the benchmark's monthly return is greater than or equal to zero. The higher the manager's up-market capture ratio, the better the manager performed during a market rise. For instance, a value of 110.0 suggests that the manager's returns were 110% of the benchmark's returns when the benchmark rose. An up-market capture ratio under 100.0 indicates that the manager's returns were less than the benchmark's returns in a positive market.

**Wrap Relationships** are negotiated relationships between the manager and a brokerage firm(s), whereby the brokerage firm(s) provide their clients access to the manager's product through a sub account.



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