

SEWERAGE & WATER BOARD OF NEW ORLEANS

PENSION COMMITTEE MEETING

WEDNESDAY, JUNE 12, 2019

10:45 AM

**6 2 5 S T . J O S E P H S T R E E T
2 ^N ^D F L O O R B O A R D R O O M**

Joseph Peychaud, Chair • Ralph Johnson
Councilmember Jay H. Banks • Dr. Maurice Sholas • Chante` Powell
• Christopher Bergeron • Latressia Matthews • Marvin Russell

FINAL AGENDA

ROLL CALL

1. ACTION ITEMS

- a. Resolution (R-110-2019) FFC Raymond James contract renewal

2. PRESENTATION ITEMS

- Chief Financial Officer Update

3. INFORMATION ITEMS

- a. April 2019 Comparative Performance Analysis Report

4. EXECUTIVE SESSION

5. PUBLIC COMMENT

6. ADJOURNMENT

**AUTHORIZATION FOR EXTENSION OF CONTRACT FOR PENSION
INVESTMENT CONSULTING SERVICES WITH RAYMOND JAMES AND
ASSOCIATES, INC. (dba FFC INVESTMENT ADVISORS OF RAYMOND JAMES)**

WHEREAS, on May 30, 2014, the Sewerage and Water Board of New Orleans (“Board”) issued a Request for Proposals seeking qualified persons to provide investing consulting services (the “RFP”); and

WHEREAS, the Sewerage and Water Board of Trustees selected FFC Capital Management (“FFC”) to perform the professional services described in the RFP; and

WHEREAS, the Board and FFC entered into an agreement on March 3, 2015 for FFC to serve as Investment Consultant Manager for the Employees Retirement System of the Sewerage and Water Board of New Orleans (“ERS”); and

WHEREAS, the initial term of the FFC and Board Agreement was for three years with two one-year renewals; and

WHEREAS, on June 20, 2018, the Board of Trustees, approved, FFC and Raymond James and Associates dba FFC Investment Advisors of Raymond James (“RJA”) Assignment and Assumption Agreement; and

WHEREAS, pursuant to the Assignment, the Board and ERS agreed to the legal assignment of obligations and rights under the Agreement from FFC to RJA and the term of the Assignment was to operate month-to-month, with an end date of March 3, 2019; and

WHEREAS, while the Board prepares a solicitation for investment consultant services, in order to ensure continuity of services the Board desires RJA to continue to serve as Investment Consultant Manager through March, 3, 2020; and

WHEREAS, the extension of services is consistent with the original contract term and renewal period.

NOW THEREFORE BE IT RESOLVED, the Board authorizes the extension of the Agreement with Raymond James and Associates dba FFC Investment Advisors of Raymond James from March 3, 2019 through March 3, 2020.

I, GHASSAN KORBAN, Executive Director,
Sewerage and Water Board of New Orleans, do hereby
certify that the above and foregoing is a true and
correct copy of a Resolution adopted at the Regular
Monthly Meeting of said Board, duly called and held,
according to law, on June 19, 2019.

GHASSAN KORBAN, EXECUTIVE DIRECTOR
SEWERAGE AND WATER BOARD OF NEW ORLEANS



FFC INVESTMENT ADVISORS

of

RAYMOND JAMES®

Comparative Performance Analysis Report

Sewerage and Water Board of New Orleans ERS

April 30, 2019

Pension Committee

Octave J. Francis III, CIMA®, AIF®
Managing Director
Senior Vice President, Investments

400 Poydras Street, Suite 2430 New Orleans,
LA 70130
D 504.299.2990
T 888-769-7050
F 504.299.2991

Visit us at www.ffcinvestmentadvisors.com

RAYMOND JAMES

TRANSACTION RECORDED AND PORTFOLIO VALUATIONS HAVE BEEN OBTAINED FROM THIRD-PARTY SOURCES. THOUGH EVERY EFFORT HAS BEEN MADE TO ENSURE CORRECTNESS, RAYMOND JAMES CANNOT GUARANTEE THE ACCURACY OR COMPLETENESS OF THE REPORTS.

PLEASE NOTE: AVAILABLE TO YOU UPON WRITTEN REQUEST, AT NOT COST, IS AN INVESTMENT ADVISORY DISCLOSURE DOCUMENT (RAYMOND JAMES' FORM ADV, PART 2A.) IF YOU WOULD LIKE A COPY, PLEASE CONTACT YOUR RAYMOND JAMES REPRESENTATIVE.

Sewerage and Water Board of New Orleans ERS Total Composite Investment Analysis

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019

	Market Value (\$)	% of Portfolio	1 Mo (%)	3 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
Sewerage and Water Board of New Orleans ERS Total Composite	221,491,250	100.00	2.04	5.57	10.77	7.50	7.36	5.04	6.27	7.98	6.04	Jul-02
<i>Strategic Asset Allocation</i>			1.94	5.30	10.54	7.39	7.98	4.71	5.86	7.92	5.78	Jul-02
Equity Composite	111,160,497	50.19	3.69	8.61	16.97	9.86	--	--	--	--	7.29	Jan-18
NewSouth Capital	28,553,090	12.89	3.10	8.83	18.45	15.38	10.11	9.31	11.71	--	13.77	Sep-11
<i>Russell 2500 Value</i>			3.51	5.31	17.08	4.28	10.41	7.00	10.86	--	13.62	Sep-11
Barrow Hanley Mewhinney & Strauss	23,026,066	10.40	4.55	8.70	15.23	10.71	11.19	8.33	11.16	13.25	7.02	Sep-06
<i>Russell 1000 Value</i>			3.55	7.53	15.90	9.06	10.97	8.27	11.86	13.76	6.88	Sep-06
Chicago Equity Partners	20,916,236	9.44	3.69	7.61	16.62	8.49	13.05	10.03	12.26	15.01	8.70	Jun-06
<i>Russell 1000</i>			4.04	9.43	18.60	13.33	14.82	11.41	13.52	15.39	9.06	Jun-06
Earnest Partners	19,643,508	8.87	3.30	6.90	15.13	-2.90	9.78	3.62	5.81	--	7.40	Oct-11
<i>MSCI ACWI ex USA</i>			2.64	5.27	13.23	-3.23	8.09	2.83	5.35	--	6.71	Oct-11
iShares S&P 500 Growth ETF	19,021,597	8.59	3.94	11.12	19.34	16.78	17.78	--	--	--	15.78	Mar-16
<i>S&P 500 Growth</i>			3.98	11.18	19.53	16.93	17.93	--	--	--	18.86	Mar-16
Fixed Income Composite	83,156,125	37.54	0.35	2.41	4.12	5.56	--	--	--	--	2.66	Jan-18
Pyramis Global Advisors	83,122,745	37.53	0.35	2.41	4.11	5.55	3.09	3.33	3.40	5.76	4.86	May-07
<i>BBgBarc US Universal TR</i>			0.14	2.06	3.47	5.38	2.46	2.86	2.74	4.26	4.22	May-07
Zazove Associates, LLC (Residual Asset)	33,381	0.02	2.45	23.78	27.00	36.43	--	--	--	--	37.95	Dec-17
<i>ICE BofAML Convertibles Securities TR</i>			3.02	5.93	13.70	11.28	--	--	--	--	10.66	Dec-17
Real Estate Composite	7,487,695	3.38	-0.16	4.79	17.20	19.18	--	--	--	--	7.68	Jan-18
Vanguard Real Estate ETF	7,487,695	3.38	-0.16	4.79	17.20	19.18	6.49	8.11	8.57	--	10.15	May-10
<i>MSCI US REIT</i>			-0.30	3.44	15.57	17.18	5.41	6.86	7.31	--	8.95	May-10

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019

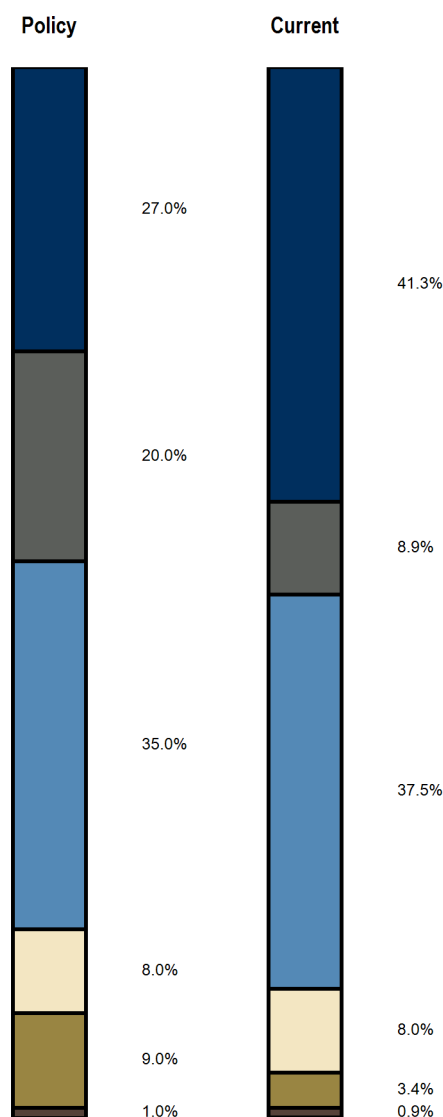
	Market Value (\$)	% of Portfolio	1 Mo (%)	3 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
Alternatives Composite	17,682,732	7.98	1.59	3.81	5.89	1.06	--	--	--	--	1.04	Jan-18
Prisma Capital Partners	17,664,101	7.98	1.59	3.81	5.90	1.06	3.57	1.94	3.40	4.56	3.01	May-07
HFRI Fund of Funds Composite Index			0.99	3.01	5.66	0.94	4.10	2.53	3.29	3.54	1.44	May-07
Equitas Capital Advisors (Residual Asset)	18,631	0.01	-0.30	-0.73	-0.90	-2.23	--	--	--	--	-2.07	Jan-18
HFRI Fund of Funds Composite Index			0.99	3.01	5.66	0.94	--	--	--	--	1.06	Jan-18
Cash & Equivalents	2,004,201	0.90										
Cash Account	2,004,201	0.90										

- Strategic Asset Allocation = 40.25% Russell 3000 / 9% MSCI ACWI ex USA / 37% BBgBarc US Aggregate TR / 8.75% HFRI Fund of Funds Composite Index / 3.25% MSCI REIT Preferred Gross / 1.75% FTSE T-Bill 3 Months TR

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Allocation

As of April 30, 2019



	Current Balance	Current Allocation	Target	Target Range	Difference	Within IPS Range?
US Equity	\$91,516,989	41.3%	27.0%	0.0% - 65.0%	14.3%	Yes
NewSouth Capital	\$28,553,090	12.9%				
Barrow Hanley Mewhinney & Strauss	\$23,026,066	10.4%				
Chicago Equity Partners	\$20,916,236	9.4%				
iShares S&P 500 Growth ETF	\$19,021,597	8.6%				
Non-US Equity	\$19,643,508	8.9%	20.0%	18.0% - 22.0%	-11.1%	No
Earnest Partners	\$19,643,508	8.9%				
US Fixed Income	\$83,156,125	37.5%	35.0%	25.0% - 100.0%	2.5%	Yes
Pyramis Global Advisors	\$83,122,745	37.5%				
Zazove Associates, LLC (Residual Asset)	\$33,381	0.0%				
Alternatives	\$17,682,732	8.0%	8.0%	7.2% - 8.8%	0.0%	Yes
Prisma Capital Partners	\$17,664,101	8.0%				
Equitas Capital Advisors (Residual Asset)	\$18,631	0.0%				
Real Estate	\$7,487,695	3.4%	9.0%	8.1% - 9.9%	-5.6%	No
Vanguard Real Estate ETF	\$7,487,695	3.4%				
Cash	\$2,004,201	0.9%	1.0%	0.0% - 2.0%	-0.1%	Yes
Cash Account	\$2,004,201	0.9%				
Total	\$221,491,250	100.0%	100.0%			

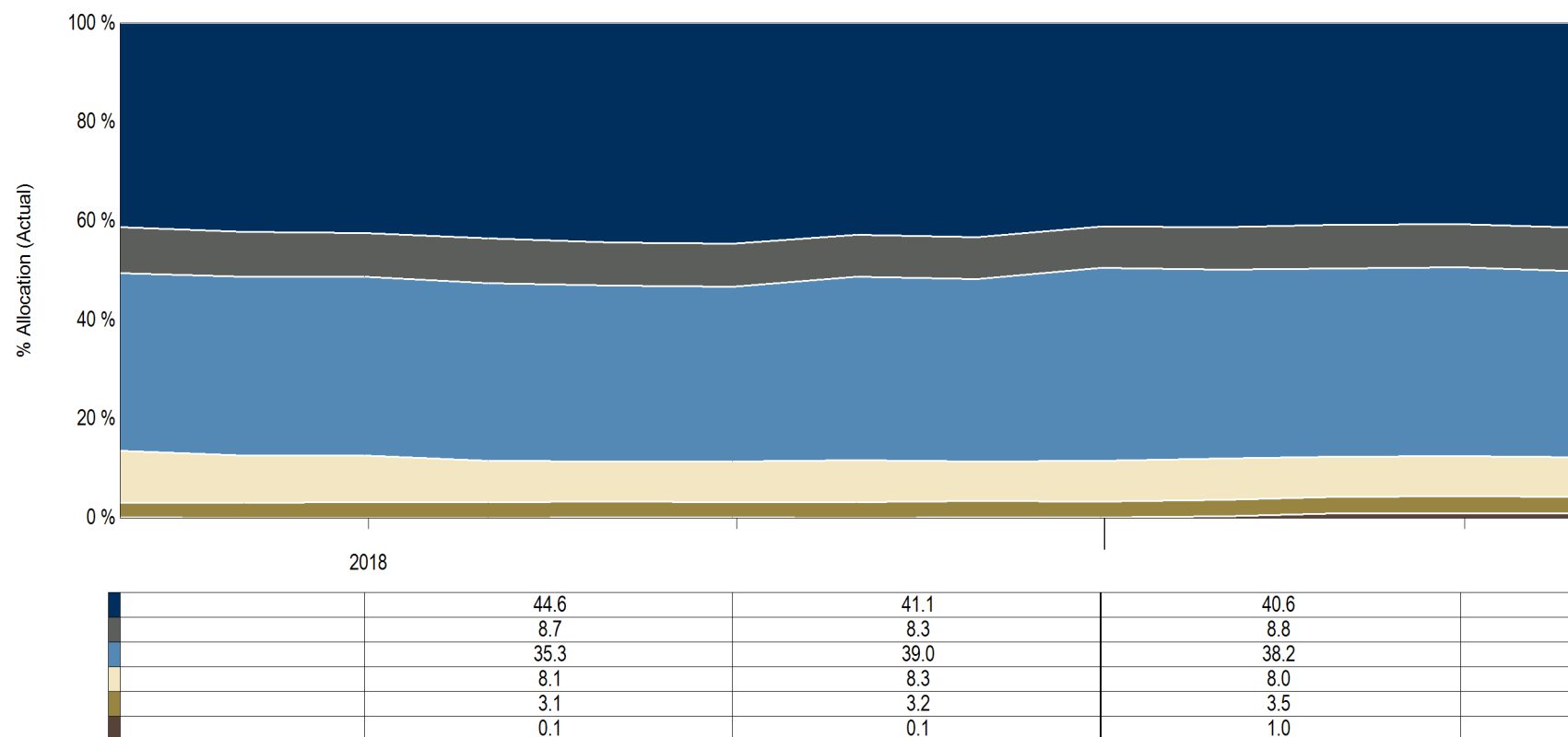
Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Allocation History

As of April 30, 2019

Asset Allocation History

1 Year Ending April 30, 2019



US Equity

Non-US Equity

US Fixed Income

Alternatives

Real Estate

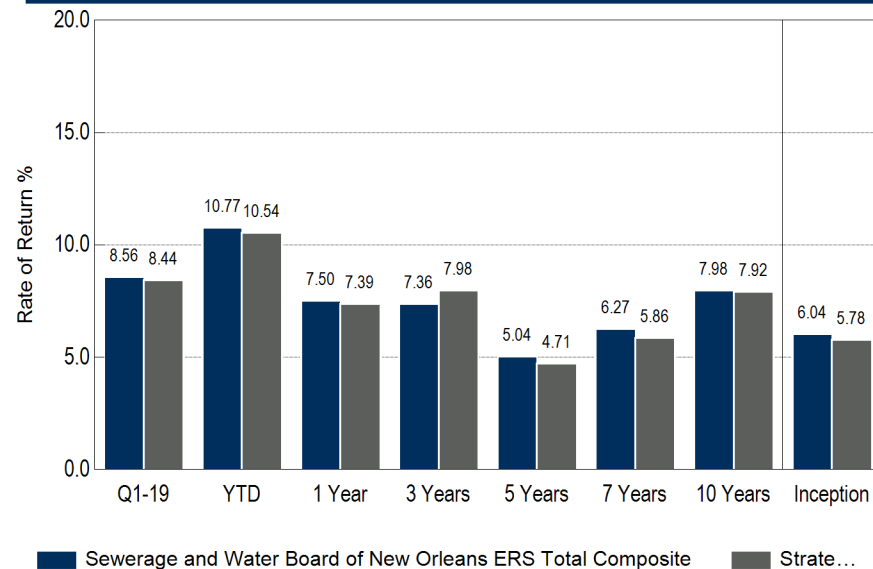
Cash

Sewerage and Water Board of New Orleans ERS Total Composite

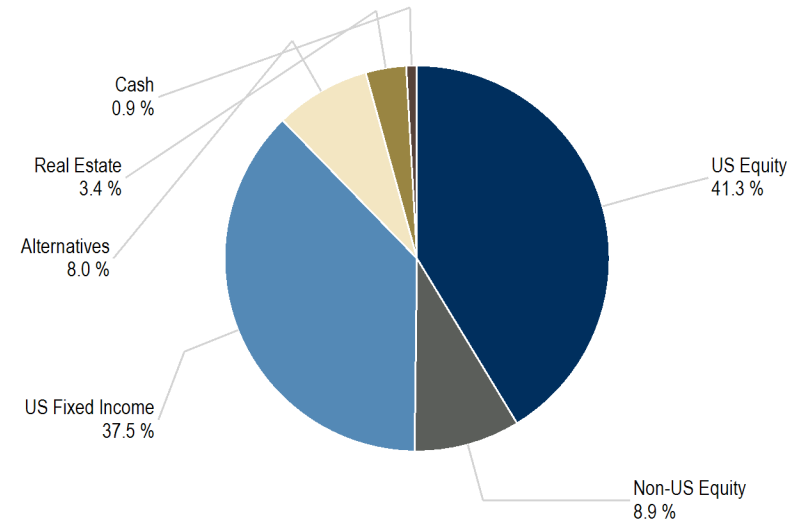
Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019

Return Summary (%)



Current Allocation



Summary of Cash Flows

	Quarter-To-Date	Year-To-Date
Beginning Market Value	\$216,979,605	\$204,983,835
Contributions	\$93,640	\$7,655,789
Withdrawals	-\$122,211	-\$13,031,150
Net Cash Flow	-\$28,572	-\$5,375,361
Net Investment Change	\$4,540,217	\$21,882,776
Ending Market Value	\$221,491,250	\$221,491,250
Net Change	\$4,511,645	\$16,507,415

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019

Asset Allocation by Manager vs. Difference from Target

As Of April 30, 2019










	Total Market Value	% of Portfolio	Large Cap Core	Large Cap Growth	Large Cap Value	SMID Cap Equity	International Equity	Fixed Income	Real Estate	Alternatives	Cash
Sewerage and Water Board of New Orleans ERS Total Composite											
Equity Composite											
NewSouth Capital	\$28,553,090	12.9%				\$28,553,090					
Barrow Hanley Mewhinney & Strauss	\$23,026,066	10.4%			\$23,026,066						
Chicago Equity Partners	\$20,916,236	9.4%	\$20,916,236								
Earnest Partners	\$19,643,508	8.9%					\$19,643,508				
iShares S&P 500 Growth ETF	\$19,021,597	8.6%		\$19,021,597							
Fixed Income Composite											
Pyramis Global Advisors	\$83,122,745	37.5%						\$83,122,745			
Zazove Associates, LLC (Residual Asset)	\$33,381	0.0%						\$33,381			
Real Estate Composite											
Vanguard Real Estate ETF	\$7,487,695	3.4%							\$7,487,695		
Alternatives Composite											
Prisma Capital Partners	\$17,664,101	8.0%								\$17,664,101	
Equitas Capital Advisors (Residual Asset)	\$18,631	0.0%								\$18,631	
Cash & Equivalents											
Cash Account	\$2,004,201	0.9%									\$2,004,201
Total	\$221,491,250	100.0%	\$20,916,236	\$19,021,597	\$23,026,066	\$28,553,090	\$19,643,508	\$83,156,125	\$7,487,695	\$17,682,732	\$2,004,201
Difference from Target (%)			2.7%	1.3%	6.1%	4.2%	-11.1%	2.5%	-5.6%	0.0%	-0.1%
Difference from Target (\$)			\$5,965,577	\$2,963,481	\$13,501,942	\$9,283,351	-\$24,654,742	\$5,634,188	-\$12,446,518	-\$36,568	-\$210,712

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019










Asset Allocation vs. New Targets and Policy

	Current Balance	Current Allocation	Target	Difference	Target Range	Within IPS Range?
 Large Cap Core	\$20,916,236	9.4%	6.8%	\$5,965,577	6.1% - 7.4%	No
Chicago Equity Partners	\$20,916,236	9.4%	6.8%	\$5,965,577	6.1% - 7.4%	No
 Large Cap Growth	\$19,021,597	8.6%	7.3%	\$2,963,481	6.5% - 8.0%	No
iShares S&P 500 Growth ETF	\$19,021,597	8.6%	7.3%	\$2,963,481	6.5% - 8.0%	No
 Large Cap Value	\$23,026,066	10.4%	4.3%	\$13,501,942	3.9% - 4.7%	No
Barrow Hanley Mewhinney & Strauss	\$23,026,066	10.4%	4.3%	\$13,501,942	3.9% - 4.7%	No
 SMID Cap Equity	\$28,553,090	12.9%	8.7%	\$9,283,351	7.8% - 9.6%	No
NewSouth Capital	\$28,553,090	12.9%	8.7%	\$9,283,351	7.8% - 9.6%	No
 International Equity	\$19,643,508	8.9%	20.0%	-\$24,654,742	18.0% - 22.0%	No
Earnest Partners	\$19,643,508	8.9%	20.0%	-\$24,654,742	18.0% - 22.0%	No
 Fixed Income	\$83,156,125	37.5%	35.0%	\$5,634,188	25.0% - 38.5%	Yes
Pyramis Global Advisors	\$83,122,745	37.5%	35.0%	\$5,600,807	31.5% - 38.5%	Yes
Zazove Associates, LLC (Residual Asset)	\$33,381	0.0%	1.0%	-\$2,181,532	0.0% - 1.0%	Yes
 Real Estate	\$7,487,695	3.4%	9.0%	-\$12,446,518	8.1% - 9.9%	No
Vanguard Real Estate ETF	\$7,487,695	3.4%	9.0%	-\$12,446,518	8.1% - 9.9%	No
 Alternatives	\$17,682,732	8.0%	8.0%	-\$36,568	7.2% - 8.8%	Yes
Prisma Capital Partners	\$17,664,101	8.0%	8.0%	-\$55,199	7.2% - 8.8%	Yes
Equitas Capital Advisors (Residual Asset)	\$18,631	0.0%	0.0%	-\$25,667	0.0% - 0.1%	Yes
 Cash	\$2,004,201	0.9%	1.0%	-\$210,712	0.0% - 2.0%	Yes
Cash Account	\$2,004,201	0.9%	1.0%	-\$210,712	0.0% - 2.0%	Yes
Total	\$221,491,250	100.0%	100.0%			

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

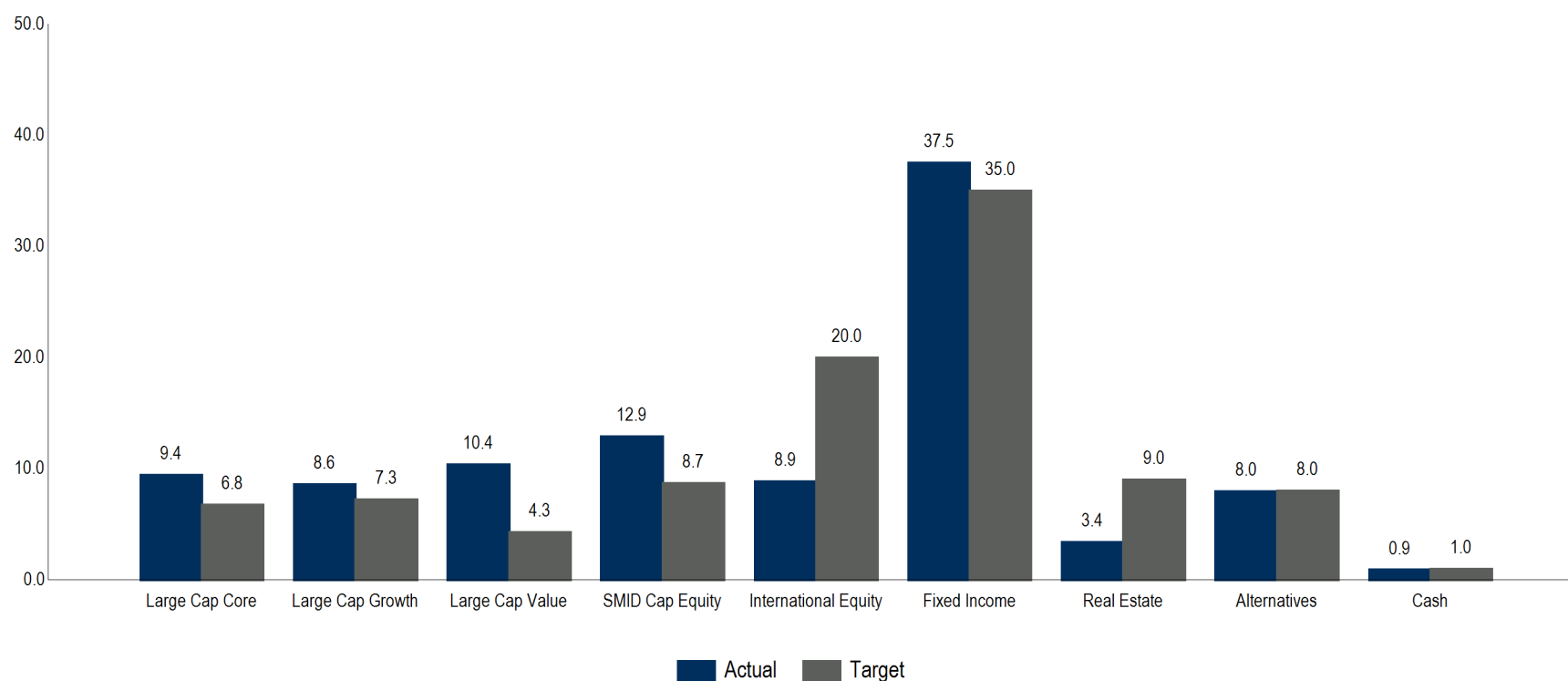
As of April 30, 2019

Asset Allocation vs. New Targets and Policy As Of April 30, 2019							
	Target Range	Target	%	Current	%	Difference*	%
 Large Cap Core	6.1% - 7.4%	\$14,950,659	6.8%	\$20,916,236	9.4%	\$5,965,577	2.7%
Chicago Equity Partners	6.1% - 7.4%	\$14,950,659	6.8%	\$20,916,236	9.4%	\$5,965,577	2.7%
 Large Cap Growth	6.5% - 8.0%	\$16,058,116	7.3%	\$19,021,597	8.6%	\$2,963,481	1.3%
iShares S&P 500 Growth ETF	6.5% - 8.0%	\$16,058,116	7.3%	\$19,021,597	8.6%	\$2,963,481	1.3%
 Large Cap Value	3.9% - 4.7%	\$9,524,124	4.3%	\$23,026,066	10.4%	\$13,501,942	6.1%
Barrow Hanley Mewhinney & Strauss	3.9% - 4.7%	\$9,524,124	4.3%	\$23,026,066	10.4%	\$13,501,942	6.1%
 SMID Cap Equity	7.8% - 9.6%	\$19,269,739	8.7%	\$28,553,090	12.9%	\$9,283,351	4.2%
NewSouth Capital	7.8% - 9.6%	\$19,269,739	8.7%	\$28,553,090	12.9%	\$9,283,351	4.2%
 International Equity	18.0% - 22.0%	\$44,298,250	20.0%	\$19,643,508	8.9%	-\$24,654,742	-11.1%
Earnest Partners	18.0% - 22.0%	\$44,298,250	20.0%	\$19,643,508	8.9%	-\$24,654,742	-11.1%
 Fixed Income	25.0% - 38.5%	\$77,521,937	35.0%	\$83,156,125	37.5%	\$5,634,188	2.5%
Pyramis Global Advisors	31.5% - 38.5%	\$77,521,937	35.0%	\$83,122,745	37.5%	\$5,600,807	2.5%
Zazove Associates, LLC (Residual Asset)	0.0% - 1.0%	\$2,214,912	1.0%	\$33,381	0.0%	-\$2,181,532	-1.0%
 Real Estate	8.1% - 9.9%	\$19,934,212	9.0%	\$7,487,695	3.4%	-\$12,446,518	-5.6%
Vanguard Real Estate ETF	8.1% - 9.9%	\$19,934,212	9.0%	\$7,487,695	3.4%	-\$12,446,518	-5.6%
 Alternatives	7.2% - 8.8%	\$17,719,300	8.0%	\$17,682,732	8.0%	-\$36,568	0.0%
Prisma Capital Partners	7.2% - 8.8%	\$17,719,300	8.0%	\$17,664,101	8.0%	-\$55,199	0.0%
Equitas Capital Advisors (Residual Asset)	0.0% - 0.1%	\$44,298	0.0%	\$18,631	0.0%	-\$25,667	0.0%
 Cash	0.0% - 2.0%	\$2,214,912	1.0%	\$2,004,201	0.9%	-\$210,712	-0.1%
Cash Account	0.0% - 2.0%	\$2,214,912	1.0%	\$2,004,201	0.9%	-\$210,712	-0.1%
Total		\$221,491,250	100.0%	\$221,491,250	100.0%		

Sewerage and Water Board of New Orleans ERS Total Composite

Sewerage and Water Board of New Orleans ERS Total
Composite Performance

As of April 30, 2019

Actual vs. New Target Allocation (%)
As of April 30, 2019

IMPORTANT DISCLOSURES

This information is provided for your convenience, but should not be used as a substitute for your account's monthly statements and trade confirmations. Material is provided for informational purposes only and does not constitute a recommendation. It has been gathered in a manner which we believe to be reliable, but accuracy is not guaranteed. It is not intended as tax advice. Past performance does not guarantee future results.

Diversification and strategic asset allocation does not ensure a profit or protect against a loss. No investment strategy can guarantee success. Investments are subject to market risk, including possible loss of principal.

Investing in small and mid-cap stocks are riskier investments which include price volatility, less liquidity and the threat of competition. International investing involves additional risks such as currency fluctuations, differing financial accounting standards and possible political and economic instability. These risks are greater in emerging markets. Alternative investment strategies involve greater risks and are only appropriate for the most sophisticated, knowledgeable and wealthiest of investors. Managed futures involve specific risks that maybe greater than those associated with traditional investments and may be offered only to clients who meet specific suitability requirements, including minimum net worth tests. You should consider the special risks with alternative investments including limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Commodities are generally considered speculative because of the significant potential for investment loss. REITs are financial vehicles that pool investors' capital to purchase or finance real estate. REITs involve risks such as refinancing, economic conditions in the real estate industry, changes in property values and dependency on real estate management.

Alternative investments such as Hedge Funds involve substantial risks that may be greater than those associated with traditional investments and are not suitable for all investors. They may be offered only to clients who meet specific suitability requirements, including minimum-net-worth tests. These risks include, but are not limited to, limited liquidity, tax considerations, incentive fee structures, potentially speculative investment strategies, and different regulatory and reporting requirements. Investors should only invest in hedge funds if they do not require a liquid investment and can bear the risk of substantial losses. There is no assurance that any investment will meet its investment objectives or that substantial losses will be avoided. Investors should carefully review any offering materials or prospectuses prior to investing. A Non marketable security is typically a debt security, that is difficult to buy or sell due to the fact that they are not traded on any normal, major secondary market exchanges. Such securities, if traded in any secondary market, are usually only bought and sold through private transactions or in an over-the-counter (OTC) market. For the holder of a non-marketable security, finding a buyer can be difficult, and some non-marketable securities cannot be resold at all because government regulations prohibit any resale.

Performance: Performance results are annualized for time periods greater than one year and include all cash and cash equivalents, realized and unrealized capital gains and losses, and dividends, interest and income. The investment results depicted herein represent historical performance. As a result of recent market activity, current performance may vary from the figures shown. Please contact your Financial Advisor for up to date performance information.

Indices: Raymond James reserve the right to change the indices at any time. Benchmark indices and blends included in this material are for informational purposes only, are provided solely as a comparison tool and may not reflect the underlying composition and/or investment objective(s) associated with the account(s). In some circumstances, the benchmark index may not be an appropriate benchmark for use with the specific composite portfolio. For instance, an index may not take into consideration certain changes that may have occurred in the portfolio since the inception of the account(s), (e.g., changes from a brokerage to an advisory account or from one advisory program to another, asset class changes, or index changes for individual managers). The volatility of the index used for comparison may be materially different from that of the performance shown. Indices are unmanaged and not available for direct investment. Index returns do not take into account fees or other charges. Such fees and charges would reduce performance. Please see the Benchmark Definitions section of this material for additional information on the indices used for comparison.

Performance Inception Month End: Performance Inception Month End refers to performance calculated from the end of the month in which the accounts became eligible for performance. Calculating performance from the Performance Inception Month End allows for a comparison to be made to appropriate benchmarks. Performance Inception Month End does not necessarily correspond to the account opening date.

Realized/Unrealized Gain/Loss: The gain and loss information is provided for informational purposes only, may not be complete, is not a substitute 1099 form (or any other appropriate tax form), and should not be used for tax planning or preparation. Gain and loss values are estimates and should be independently verified. We are not responsible for any gain and loss information provided by you or another financial institution. You are responsible for ensuring the accuracy of such information.

Projected 12 Month Income: Projected Next 12 Months income includes cash income such as interest and cash dividends, based on current yields and may include income from Raymond James & Associates, Inc. and externally held accounts where data is available. These are projections based on historical data and the actual income may be lower or higher than the projections. Raymond James & Associates, Inc. member New York Stock Exchange/SIPC. Investment advisory services offered through Raymond James & Associates.

Investors should consider the investment objectives, risks, charges and expenses of an investment company carefully before investing. The prospectus contains this and other information and should be read carefully before investing. The prospectus is available from your investment professional.

Index Descriptions

It is not possible to invest directly in an index.

31 Day T-Bills – The average discount rate at which the US government is issuing short term-debt.

Barclays Municipal Bond: 1-10 Year Blend - A component of the Barclays Capital Municipal Bond Index with municipal bonds in the 1-10 year blend (1-12) maturity range.

Barclays 1-5 Government/Credit - Barclays 1-5 Year Government/Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar-denominated bonds that have maturities of between 1 and 5 years and are publicly issued.

Barclays 1-5 Year Government - An inclusion of securities within the Barclays Government Index that have a maturity range from 1 up to (but not including) 5 years.

Barclays 1-5 yr Treasury - The 1-5 year component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 1 year (but not including) 5 years.

Barclays Credit 1-3 Year - Barclays 1-5 Year Credit Index: Includes all medium and larger issues of U.S. government, investment-grade corporate, and investment-grade international dollar-denominated bonds that have maturities of between 1 and 3 years and are publicly issued.

Barclays U.S. Government/Credit (BCGC) - The Government/Credit component of the U.S. Aggregate. The government portion includes treasuries (public obligations of the U.S. Treasury that have remaining maturities of more than one year) and agencies (publicly issued debt of the U.S. Government agencies, quasi-federal corporations, and corporate or foreign debt guaranteed by the U.S. Government). The credit portion includes publicly issued U.S. corporate and foreign debentures and secured notes that meet specified maturity, liquidity, and quality requirements. Must be a publicly issued, dollar-denominated and non-convertible, U.S. Government or Investment Grade Credit security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

Barclays Intermediate U.S. Government/Credit (BCIGC) - The intermediate component of the Barclays Capital Government/Credit Index with securities in the maturity range from 1 up to (but not including) 10 years.

Barclays Global Aggregate - The index is designed to be a broad based measure of the global investment-grade, fixed rate, fixed income corporate markets. The major components of this index are the US Aggregate, Pan-European Aggregate, and the Asian-Pacific Aggregate Indices. The index also includes Eurodollar and Euro-denominated corporate bonds, Canadian government, agency and corporate securities.

Barclays Global Aggregate Intermediate - The intermediate component of the Barclays Global Aggregate index with securities in the maturity range from 1 up to (but not including) 10 years.

Barclays U.S. Government: Intermediate - The intermediate component of the Barclays Capital U.S. Government Index with securities in the maturity range from 1 up to (but not including) 10 years.

Barclays U.S. Government: Long - The long component of the Barclays Capital U.S. Government Index with securities in the maturity range from 10 years or more.

Barclays LT Muni - A component of the Barclays Capital Municipal Bond Index with municipal bonds with a maturity range greater than 20 years.

Barclays Municipal Bond Index - A rules-based, market-value weighted index that is engineered for the long-term tax-exempt bond market. Bonds must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch. The bonds must be fixed rate, have a dated-date after December 31, 1990, have an outstanding par value of at least \$7million, and be issued as part of a transaction of at least \$75 million. The four main sectors of the index are: general obligation bonds, revenue bonds, insured bonds (including all insured bonds with a Aaa/AAA rating), and prefunded bonds. Remarketed issues, taxable municipal bonds, floating rate bonds, and derivatives, are excluded from the benchmark.

Barclays U.S. Treasury - A component of the U.S. Government Index. Must be publicly issued, dollar-denominated and non-convertible, fixed rate (although it may carry a coupon that steps up or changes according to a predetermined schedule) U.S. Treasury security. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; regardless of call features, have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

Barclays U.S. Treasury: Intermediate (BCIT) - The intermediate component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 1 year (but not including) 10 years.

Barclays U.S. Treasury: Long - The long component of the Barclays Capital U.S. Treasury Index with securities in the maturity range from 10 years or more.

Barclays U.S. Treasury: U.S. TIPS - Comprised of Inflation-Protection securities issued by the U.S. Treasury. Must be a fixed rate, publicly issued U.S. Treasury Inflation Note that is dollar-denominated and non-convertible. Must be rated investment-grade (Baa3/BBB- or higher) by at least two of the following rating agencies: Moody's, S&P, Fitch; have at least one year to final maturity, and have an outstanding par value amount of at least \$250 million.

Barclays High Yield Composite BB - A component of the Barclays U.S. Corporate High Yield Bond Index with bonds in the BB or better.

Citigroup 1-3 Year U.S. Treasury - Component of the Citigroup U.S. Treasury that measures total returns for U.S. Treasuries with a maturity between 1-3 years.

Citigroup 3 Month U.S. Treasury Bill - This index measures monthly return equivalents of yield averages that are not marked to market. The Three-Month Treasury Bill Indices consist of the last three three-month Treasury bill issues.

Citigroup World Government Bond - Citigroup World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating.

Citigroup World Government Bond ex US – Similar to the Citigroup World Government Bond Index (WGBI), includes the most significant and liquid government bond markets globally that carry at least an investment grade rating but excludes bonds from the United States.

Consumer Price Index - All Urban Consumers (CPI-U) - As an economic indicator, and as the most widely used measure of inflation, the Consumer Price Index (CPI) is an indicator of the effectiveness of government policy, and as a guide in making economic decisions for business executives, labor leaders, and other private citizens. Published on a monthly basis by the U.S. Bureau of Labor Statistics (BLS), the CPI is a measure of the average change in prices over time of goods and services purchased by households. CPI for All Urban Consumers (CPI-U) encompasses approximately 87 percent of the total U.S. population which includes, in addition to wage earner and clerical worker households, groups such as professional, managerial, and technical workers, the self-employed, short-term workers, the unemployed, and retirees and others not in the labor force.

Dow Jones UBS Commodity - Provides a diversified representation of commodity markets as an asset class. The index is comprised of exchange-traded futures on physical commodities; representing 19 commodities which are weighted for economic significance and market liquidity. To promote diversification, weighting restrictions are placed on individual commodities and commodity groups.

FTSE NAREIT U.S. Real Estate - All REITs - The index is designed to represent a comprehensive performance of publicly traded REITs which covers the commercial real estate space across the US economy, offering exposure to all investment and property sectors. It is not free float adjusted, and constituents are not required to meet minimum size and liquidity criteria.

HFRI Equity Hedge Fund Index - The index is designed to represent strategies which maintain positions both long and short in primarily equity and equity derivative securities. A wide variety of investment processes can be employed to arrive at an investment decision, including both quantitative and fundamental techniques; strategies can be broadly diversified or narrowly focused on specific sectors and can range broadly in terms of levels of net exposure, leverage employed, holding period, concentrations of market capitalizations and valuation ranges of typical portfolios. Equity Hedge managers would typically maintain at least 50% exposure to, and may in some cases be entirely invested in, equities - both long and short.

HFRI (Hedge Fund Research, Inc.) Fund of Funds Composite Index (1) - The index only contains fund of funds, which invest with multiple managers through funds or managed accounts. It is an equalweighted index, which includes over 650 domestic and offshore funds that have at least \$50 Million under management or have been actively trading for at least 12 months. All funds report assets in US Dollar, and Net of All Fees returns which are on a monthly basis.

MSCI ACWI - A free float-adjusted market capitalization index that is designed to measure the equity market performance of both developed and emerging markets. This "All Country World Index" reflects performance across the Americas, Europe & the Middle East, Africa, Asia, and the Pacific.

MSCI EAFE - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. As of December 31, 2010 the MSCI EAFE Index consists of 22 developed market country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom.

MSCI EAFE Value -Net Dividend - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Value attribute for index construction is defined using: book value to price ratio, 12-months forward earnings to price ratio, and dividend yield. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

MSCI EAFE Growth -Net Dividend - A free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the U.S. and Canada. Growth attribute for index construction is defined using: long-term forward earnings per share (EPS) growth rate, short-term forward EPS growth rate, current internal growth rate, long-term historical EPS growth trend, long-term historical sales per share growth trend. Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to non-resident institutional investors who do not benefit from double taxation treaties.

MSCI Emerging Markets - A free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. As of December 31, 2010, the MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

MSCI World - A free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets. As of December 31, 2010, the MSCI World Index consists of the following 24 developed market country indices: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the United Kingdom, and the United States.

NCREIF - The index is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the private market for investment purposes only. Information on this index is available at ncreif.com.

Russell 1000 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 1,000 of the largest securities from the Russell 3000. Representing approximately 92% of the Russell 3000, the index is created to provide a full and unbiased indicator of the large cap segment.

Russell 1000 Growth - Measures the performance of those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 1000 Value - Measures the performance of those Russell 1000 companies with lower price-to-book ratios and lower expected growth values.

Russell 2000 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,000 of the smaller securities from the Russell 3000. Representing approximately 8% of the Russell 3000, the index is created to provide a full and unbiased indicator of the small cap segment.

Russell 2000 Growth - Measures the performance of those Russell 2000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 2000 Value - Measures the performance of those Russell 2000 companies with lower price-to-book ratios and lower expected growth values.

Russell 2500 - Based on a combination of their market cap and current index membership, this index is comprised of approximately 2,500 of the smallest securities from the Russell 3000. Measures the performance of the small to mid-cap (smid) segment of the U.S. equity universe.

Russell 2500 Growth - Measures the performance of those Russell 2500 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 2500 Value - Measures the performance of those Russell 2500 companies with lower price-to-book ratios and lower expected growth values.

Russell 3000 - Representing approximately 98% of the investable U.S. equity market, the Russell 3000 index measures the performance of the largest 3,000 U.S. companies.

Russell 3000 Growth - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with higher price-to-book ratios and higher forecasted growth values.

Russell 3000 Value - Measures the performance of the broad growth segment of the U.S. equity universe which includes Russell 3000 companies with lower price-to-book ratios and lower forecasted growth values.

Russell Midcap - A subset of the Russell 1000 index, the Russell Midcap index measures the performance of the mid-cap segment of the U.S. equity universe. Based on a combination of their market cap and current index membership, includes approximately 800 of the smallest securities which represents approximately 27% of the total market capitalization of the Russell 1000 companies. The index is created to provide a full and unbiased indicator of the mid-cap segment.

Russell Midcap Growth - Measures the performance of those Russell Mid-cap companies with higher price-to-book ratios and higher forecasted growth values.

Russell Midcap Value - Measures the performance of those Russell Mid-cap companies with lower price-to-book ratios and lower expected growth values.

Standard & Poor's 400 MidCap - Comprised of 400 domestic stocks that are chosen based upon market capitalization, liquidity and industry representation. The medium size US firms range with a market capitalization between \$2 billion to \$10 billion, and are between the S&P 500 Index and the S&P Smallcap 600 Index. It is a market-weighted index, which represents approximately 7% of the aggregate market value of US companies.

Standard & Poor's 500 - Representing approximately 75% of the investable US equity market, the S&P 500 measures changes in stock market conditions based on the average performance of 500 widely held common stocks. It is a market-weighted index calculated on a total return basis with dividend reinvested.

Stark 300 Trader - The Stark 300 index tracks the performance of the top-300 futures and forex traders. The index is calculated monthly using an equity-weighted formula to determine performance.

Index Abbreviations

Bloomberg Barclays – Abbreviated as BbgBarc and then a descriptor. For example BbgBarc US Aggregate TR is the Bloomberg Barclays United States Aggregate Total Return.

Statistics and General Definitions

Alpha – Measures how well a portfolio performed versus its benchmark after factoring in the amount of risk (as measured by beta) taken. Technically, alpha is the difference between the excess return of a portfolio and the excess return of the benchmark multiplied by beta. Excess return is simply the actual return minus the return of the risk-free asset, U.S. Treasury Bill. A positive alpha indicates the portfolio has performed better than the benchmark on a risk-adjusted basis.

Allocation Effect – Attributable to the asset allocation of the portfolio.

Annual Standard Deviation – A measure of variability in returns. The annual standard deviation measures the dispersion of annual returns around the average annualized return.

Annualized Return – A statistical technique whereby returns covering periods greater than one year are converted to cover a one year period.

Attribution – Analytical technique used to evaluate the performance of the portfolio relative to a benchmark. Attribution shows where value was added or subtracted as a result of the investment manager's decisions. The four main attribution effects are: Selection or Manager Effect, Allocation Effect, Currency Effect, and Interaction Effect.

Beta – A coefficient measuring a portfolio's relative volatility with respect to its market. Technically, beta is the covariance of a portfolio's return with the benchmark portfolio's return divided by the variance of the benchmark portfolio's return. Thus, a portfolio with a beta greater than 1.00, indicates the portfolio experienced greater volatility than the benchmark, whereas a portfolio with a beta less than 1.00, indicates the portfolio experienced less volatility than the benchmark.

Commitments – Also called Committed Capital. The amount an investor has agreed to contribute towards the funding of a venture capital fund. May be paid at one time or over a longer period.

Consumer Price Index – Measures the change in consumer prices, as determined by a monthly survey of the U.S. Bureau of Labor Statistics. CPI components include housing costs, food, transportation and electricity.

Correlation – Measures the strength of association between two variables. The value ranges between -1 and +1. The strongest linear relationship is indicated by a correlation of -1 or +1. The weakest linear relationship is indicated by a correlation of 0. Positive correlation means if one variable gets bigger, the other variable tends to get bigger. Negative correlation means that if one variable gets bigger, the other variable tends to get smaller.

Currency Effect – The effect that changes in currency exchange rates over time affect excess performance

Downside Capture Ratio – Measures investment manager's performance in down markets relative to a particular benchmark. A down-market is defined as those periods (months or quarters) in which market return is less than 0%.

Duration – A measure of the price sensitivity of a bond or bond portfolio to a change in interest rates.

Information Ratio – Describes the risk / reward trade-off of alpha and tracking error. Because the formula for calculating information ratio is Alpha divided by Tracking Error, the larger the information ratio, the more attractive the portfolio is from an overall risk return profile.

Interaction Effect – The portion that is not accounted for by the Selection/Manager Effect or Allocation effects.

R2 – Also called the coefficient of determination. On the detail page, R2 measures how much of the variation in the investment manager's returns can be explained by movements in the market (benchmark).

Sharpe Ratio – A risk-adjusted measure calculated using standard deviation and excess return to determine reward per unit of risk. The higher the Sharpe ratio, the better the manager's historical risk-adjusted performance.

Selection or Manager Effect – attributable to the investment manager's stock selection decisions

Tracking Error – A measure that describes the volatility of the expected excess return (alpha) achieved through active management. Since excess return can only be achieved through a portfolio that actively differs from the benchmark, the level of tracking error is indicative of how different the portfolio will perform relative to any given benchmark.

Upside Capture Ratio – Measures investment manager's performance in up markets relative to a particular benchmark. An up-market is defined as those periods (months or quarters) in which market return is greater than 0%.

RAYMOND JAMES®

©2018 Raymond James & Associates, Inc., member New York Stock Exchange/SIPC
Raymond James® is a registered trademark of Raymond James Financial, Inc. IFS18-2166584 Exp. 6/29/2019