

### **CITY OF MARINE CITY**

# Pension Board Meeting Agenda Pension Plan

260 South Parker Street, Marine City, MI Regular Meeting: Tuesday, October 25, 2022; 4:30 PM

- 1. CALL TO ORDER
- 2. PLEDGE OF ALLEGIANCE
- **3. ROLL CALL:** City Commission Representative Elizabeth Hendrick, Board Members Michael Itrich, Robert Klieman, Rosalie Skwiers, City Manager Holly Tatman
- 4. COMMUNICATIONS
- 5. APPROVE AGENDA
- **6. OPEN DISCUSSION** Anyone in attendance is welcome to address the Pension Board. Please state name and limit comments to five (5) minutes.
- 7. APPROVE MINUTES
  - A. July 26, 2022 Minutes
- 8. UNFINISHED BUSINESS None.
- 9. NEW BUSINESS

None.

- 10. FINANCIAL BUSINESS
  - A. Investment Performance Review by John Firek
  - B. Investment Allocation Review by John Firek
  - C. Rebalance of Accounts Recommendation by John Firek
- 11. ADJOURNMENT

### City of Marine City Pension Board – Pension Plan July 26, 2022

A regular meeting of the Pension Board – Pension Plan held on Tuesday, July 26, 2022 and was called to order by Board Member Rosalie Skwiers at 4:30pm.

Present: Board Members Rosalie Skwiers; Board Member Michael Itrich; City Commissioner Elizabeth Hendrick; City Manager Holly Tatman; City Clerk Shannon Adams

Absent: Robert Klieman

Also in Attendance: Financial Consultant John Firek

Motion by City Commissioner Hendrick, seconded by Board Member Skwiers, to excuse Board Member Robert Klieman's absence due to being in the hospital. All Ayes. Motion Carried.

#### Communications

None.

### **Approve Agenda**

Motion by Board Member Itrich, seconded by City Commissioner Hendrick, to approve the Agenda. All Ayes. Motion Carried.

### **Open Discussion**

None.

### **Approve Minutes**

Motion by Board Member Itrich, seconded by City Manager Tatman, to approve the minutes of the Regular Pension Board – Pension Plan Meeting of April 26, 2022. All Ayes. Motion Carried.

#### **Unfinished Business**

None.

1 Pension Board - Pension Plan 07/26/2022

#### **New Business**

### Nyhart Contract

City Commissioner Hendrick stated her belief that the contract was supposed to be put out for bid. City Manager Tatman explained that this type of contract did not need to be put out for bid as a professional contract and that doing so would result in the City audit being late.

Motion by Board Member Itrich, seconded by Board Member Skwiers, to waive competitive bidding related to the actuarial contract. **Roll Call Vote:** Ayes: Itrich, Skwiers, Tatman. Nays: Hendrick. Motion Failed.

#### **Financial Business**

### Investment Performance - Review by John Firek

Financial Consultant, John Firek, conducted the Portfolio Review for the Pension Plan and summarized that it had been a difficult job for stocks and bonds with the last inflation reading at 9.1% but despite that the bond market was beginning to bounce back.

- Total Pension Plan market value was \$5,016,210.54
- Total withdrawal amount was \$0
- Pension Plan Holdings year-to-date annualized performance was 4.83%
- Portfolio consisted of:
  - 2.49% Cash & Cash Alternatives
  - 29.71% Fixed Income
  - 57.64% Equity
  - 10.00% Alternative Investments
  - 0.16% Non-Classified

### Review Investment Allocation/Recommend Rebalance of Accounts

Mr. Firek stated that he was recommending a rebalance of the accounts by reducing the industrial allocation, increasing gold slightly, and selling a few bonds. Mr. Firek also recommended raising the pension benefit payment account to \$100,000.00.

Motion by Board Member Itrich, seconded by City Commissioner Hendrick, to rebalance the accounts as recommended. **Roll Call Vote.** Ayes: Hendrick, Skwiers, Itrich, Tatman. Nays: None. Motion Carried.

Motion by Board Member Itrich, seconded by City Commissioner Hendrick, to do a distribution of \$14,000.00 to the pension benefit payment account as recommended. **Roll Call Vote.** Ayes: Hendrick, Skwiers, Itrich, Tatman. Nays: None. Motion Carried.

### Adjournment

Motion by Board Member Itrich, seconded by City Commissioner Hendrick, to adjourn at 4:52 pm. All Ayes. Motion Carried.

Respectfully submitted,

Shannon M. Adams City Clerk

## RAYMOND JAMES®

# Portfolio Review

## Prepared for Marine City Employee's Pension Plan

John R. Firek, AAMS®

248.276.2805

## Client Review Contents as of Sep 30, 2022

## RAYMOND JAMES®

John R. Firek, AAMS® 248.276.2805

## Report

Report Name	Page
Contributions and Withdrawals	3
Fees and Expenses	4
Executive Overview	5
Value Over Time	6
Equity Sector	8
Projected Cash Flow	9
Security Level Performance Summary	10
Risk vs. Return Analysis	14
Portfolio Holdings	15
Additional Information	20

### Account

Raymond James	Account Number	Account Type	Market Value (\$)
Marine City Employee's Pension Plan	xxxxx173	Retirement Plan	4,639,685.02
Total Market Value			\$4,639,685.02
Total Portfolio			\$4,639,685.02

John R. Firek, AAMS® 248.276.2805

### Contributions and Withdrawals Summary

For the period 9/30/21 to 9/30/22

	Total	Contributions	Withdrawals
Cash	(\$248,023.00)	\$0.00	(\$248,023.00)
Securities	\$0.00	\$0.00	\$0.00
Total	(\$248,023.00)	\$0.00	(\$248,023.00)

### Contributions and Withdrawals

For the period 9/30/21 to 9/30/22

Marine City Employee's Pension Plan // xxxxx173

Transaction Date	Transaction Type	Description	Symbol/ CUSIP	Quantity	Contributions	Withdrawals
10/19/21	Withdrawal	Activity		0.000		(\$64,023.00)
10/25/21	Withdrawal	Activity		0.000		(\$50,000.00)
10/29/21	Withdrawal	Activity		0.000		(\$120,000.00)
8/5/22	Withdrawal	Activity		0.000		(\$14,000.00)
Total					\$0.00	(\$248,023.00)

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Marine City Employee's Pension Plan // xxxxx173

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# Fees and Expenses Summary For the period 9/30/21 to 9/30/22

	Total
Management Fees	(\$41,369.02)
Account Expenses	\$0.00
Total	(\$41,369.02)

# Fees and Expenses Detail For the period 9/30/21 to 9/30/22

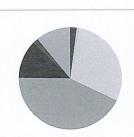
Marine City Employee's Pension Plan // xxxxx173

Transaction Date	Transaction Type	Description	Management Fees	Account Expenses
10/20/21	Management Fee	Activity	(\$11,100.44)	
11/3/21	Management Fee	Activity	(\$7,564.24)	
11/3/21	Management Fee	Activity	\$11,100.44	
11/3/21	Management Fee	Activity	(\$3,378.38)	
1/19/22	Management Fee	Activity	(\$10,785.70)	
4/20/22	Management Fee	Activity	(\$10,328.80)	
7/20/22	Management Fee	Activity	(\$9,311.90)	
Total			(\$41,369.02)	\$0.00

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### **Asset Allocation**

	Market Value (\$)	% of Portfolio
Cash & Cash Alternatives	128,925.57	2.78%
Cash*	97,007.92	2.09%
Cash Alternatives	31,917.65	0.69%
Fixed Income	1,362,566.0	29.37%
Equity	2,642,847.2	56.96%
U.S. Equity	2,000,013.13	43.11%
Non U.S. Equity	557,180.33	12.01%
Real Estate	83,784.06	1.81%
Equity Other	1,869.73	0.04%
Alternative Investments	497,815.68	10.73%
Allocation Strategies	0.00	0.00%
Non-Classified	7,530.44	0.16%
Total Portfolio	\$4,639,685.02	100%



Packaged products may be represented across multiple asset classes.

### Gains and Losses

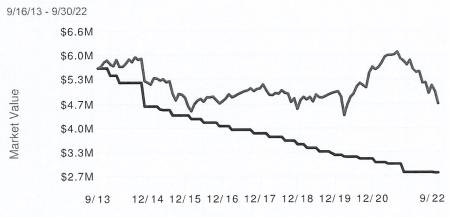
#### Unrealized Gain/Loss

	Gain (\$)	Loss (\$)	lotal (\$)
Short Term	4,371.66	(253,446.83)	(249,075.17)
Long Term	32,047.20	(512,939.06)	(480,891.86)
Total	\$36,418.86	(\$766,385.89)	(\$729,967.03)

#### Realized Gain/Loss

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1/1/22 - 9/30/22	Gain (\$)	Loss (\$)	Total (\$)
Short Term	10,514.87	(64,040.94)	(53,526.07)
Long Term	18,280.03	(66,836.00)	(48,555.97)
Total	\$28,794.90	(\$130,876.94)	(\$102,082.04)

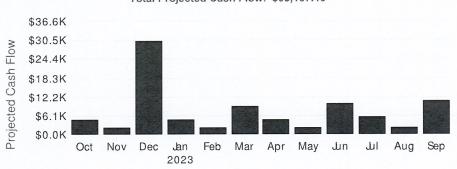
### Value Over Time



- Amount Invested - Portfolio Value

### Projected Cash Flow

Total Projected Cash Flow: \$93,137.46



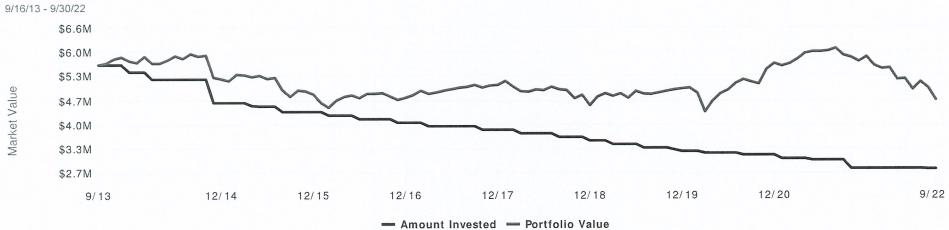
<sup>\*\$55,107.40</sup> is held in cash and cash sweep products

Time-Weighted

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	Beginning Market Value	Contributions/ Withdrawals	Income	Change in Market Value	Ending Market Value	Investment Results	(Net of Fees) Performance	Annualized* Performanc
Total Portfolio	\$5,624,300.75	(\$2,885,023.00)	\$2,132,412.08	(\$232,004.81)	\$4,639,685.02	\$1,900,407.27		4.04%
Year to Date (12/31/2021 - 9/30/2022)	\$5,832,866.51	(\$14,000.00)	\$64,022.27	(\$1,243,203.76)	\$4,639,685.02	(\$1,179,181.49)	(20.24%)	4.04%
2021	\$5,650,916.89	(\$374,023.00)	\$258,084.06	\$297,888.56	\$5,832,866.51	\$555,972.62	10.03%	7.29%
2020	\$4,956,218.81	(\$100,000.00)	\$220,084.50	\$574,613.58	\$5,650,916.89	\$794,698.08	16.49%	6.92%
2019	\$4,499,033.74	(\$297,000.00)	\$172,614.36	\$581,570.72	\$4,956,218.81	\$754,185.08	17.07%	5.48%
2018	\$5,059,527.23	(\$300,000.00)	\$350,464.04	(\$610,957.53)	\$4,499,033.74	(\$260,493.49)	(5.41%)	3.42%
2017	\$4,709,664.50	(\$200,000.00)	\$254,896.92	\$294,965.81	\$5,059,527.23	\$549,862.73	11.86%	5.60%
2016	\$4,809,273.05	(\$300,000.00)	\$199,969.09	\$422.36	\$4,709,664.50	\$200,391.45	4.46%	3.77%
2015	\$5,227,595.66	(\$250,000.00)	\$248,267.80	(\$416,590.41)	\$4,809,273.05	(\$168,322.61)	(3.40%)	3.47%

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	Beginning Market Value	Contributions/ Withdrawals	Income	Change in Market Value	Ending Market Value	Investment Results	Time-Weighted (Net of Fees) Performance	
2014	\$5,734,999.04	(\$850,000.00)	\$248,950.31	\$93,646.31	\$5,227,595.66	\$342,596.62	6.06%	9.13%
2013 (9/16/2013 - 12/31/2013)	\$5,624,300.75	(\$200,000.00)	\$115,058.73	\$195,639.56	\$5,734,999.04	\$310,698.29	5.54%	5.54%

<sup>\*</sup>Returns are annualized for periods greater than one year.

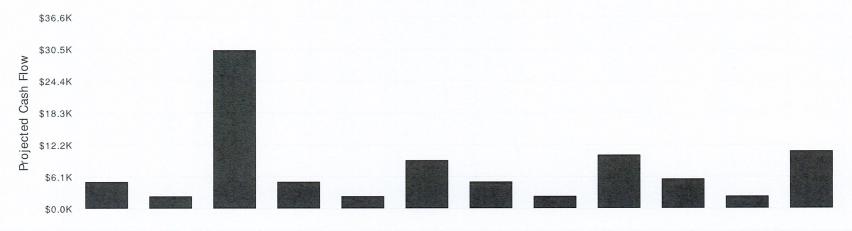
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## Equity Sector Summary

	Market Value (\$)	% of Equity	% of S&P 500	% Difference
Basic Materials	181,793.95	6.88%	2.24%	(4.64%)
Consumer Cyclical	222,172.70	8.41%	11.44%	3.03%
Financial Services	394,096.60	14.91%	13.11%	(1.80%)
Real Estate	93,535.90	3.54%	2.90%	(0.64%)
Consumer Defensive	290,752.17	11.00%	7.33%	(3.67%)
Healthcare	326,641.97	12.36%	15.18%	2.82%
Utilities	89,127.15	3.37%	3.07%	(0.30%)
Communication Services	133,317.20	5.04%	8.07%	3.03%
Energy	181,639.51	6.87%	4.55%	(2.32%)
Industrials	369,703.60	13.99%	8.32%	(5.67%)
Technology	360,043.66	13.62%	23.79%	10.17%
Other	0.00	0.00%	0.00%	0.00%
Total Equity	\$2,642,824.41	100%		(

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## Projected Cash Flow Summary



	Oct	Nov	Dec	2023 Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Projected Total
Cash and Cash Alternatives: Cash	9	9	9	9	9	9	9	9	9	9	9	9	\$110
Funds: Open-end Mutual Funds	2,194	2,194	18,361	2,194	2,194	3,816	2,194	2,194	4,773	2,747	2,194	5,481	\$50,537
Funds: Exchange Traded Funds	3,081	282	12,024	3,081	282	5,544	3,081	282	5,544	3,081	282	5,544	\$42,106
Alternatives: Alternative Mutual Funds			96			96			96			96	\$384
Total Portfolio	\$5,284	\$2,485	\$30,491	\$5,284	\$2,485	\$9,465	\$5,284	\$2,485	\$10,422	\$5,837	\$2,485	\$11,130	\$93,137

Annual Yield calculation is inclusive of all client holdings.

## Security Level Performance Summary as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

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### Performance Summary

Alternatives: Alternative Mutual Funds	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	QTD 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
GATEWAY Y Symbol: GTEYX	2/2/21	\$47,462.08	(5.57%)	(3.86%)	(15.84%)	(12.21%)	(4.27%)
Cash and Cash Alternatives: Cash	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	QTD 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
Cash	12/31/15	\$55,107.40	0.01%	0.03%	0.04%	147.72%	13.94%
Funds: Exchange Traded Funds	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	QTD 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
AMPLIFY TRANSFORMATIONAL DATA SHRG ETF Symbol: BLOK	2/1/21	\$20,849.50	(11.19%)	2.04%	(53.95%)	(52.62%)	(31.00%)
ISHARES CORE US AGGREGATE BOND ETF Symbol: AGG	2/5/21	\$118,305.52	(4.14%)	(4.69%)	(14.36%)	(14.44%)	(9.36%)
PROSHARES RUSSELL 2000 DIVIDEND GROWERS Symbol: SMDV	2/1/21	\$90,964.50	(8.22%)	(4.90%)	(15.64%)	(7.86%)	(0.98%)
PROSHARES S&P 500 DIVIDEND ARISTOCRATS	2/1/21	\$676,301.68	(9.14%)	(5.88%)	(17.49%)	(7.92%)	2.77%
PROSHARES S&P MIDCAP 400 DIVIDEND ARST	2/1/21	\$136,978.18	(7.60%)	(3.94%)	(11.19%)	(2.57%)	3.48%
SPDR® GOLD SHARES Symbol: GLD	2/1/21	\$337,025.93	(2.89%)	(8.20%)	(9.07%)	(5.33%)	(6.71%)
VANGUARD COMMUNICATION SERVICES ETF Symbol: VOX	10/28/21	\$76,851.21	(12.50%)	(12.40%)	(39.15%)	N/A	(41.05%)

<sup>\*</sup>Returns are annualized for periods greater than one year.

## Security Level Performance Summary as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

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### Performance Summary (continued)

Funds: Exchange Traded Funds (continued)	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	QTD 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
VANGUARD CONSUMER STAPLES ETF Symbol: VDC	2/1/21	\$34,873.37	(8.96%)	(7.31%)	(13.48%)	(3.14%)	3.27%
VANGUARD ENERGY ETF Symbol: VDE	2/1/21	\$61,484.27	(9.40%)	3.30%	34.06%	42.11%	50.29%
VANGUARD FINANCIALS ETF Symbol: VFH	10/31/19	\$117,615.20	(8.47%)	(3.56%)	(22.17%)	(18.56%)	3.64%
VANGUARD INDUSTRIALS ETF Symbol: VIS	2/1/21	\$69,317.60	(10.39%)	(3.56%)	(21.88%)	(15.39%)	(2.64%)
VANGUARD INFORMATION TECHNOLOGY ETF Symbol: VGT	4/27/22	\$250,506.55	(12.00%)	(5.94%)	N/A	N/A	(16.40%)
VANGUARD MATERIALS ETF Symbol: VAW	2/1/21	\$22,559.84	(10.65%)	(7.87%)	(24.38%)	(13.67%)	(1.81%)
VANGUARD SHORT-TERM BOND ETF Symbol: BSV	10/28/21	\$63,597.00	(1.80%)	(2.20%)	(6.62%)	N/A	(6.83%)
VANGUARD UTILITIES ETF Symbol: VPU	2/1/21	\$6,401.70	(11.92%)	(6.62%)	(7.76%)	4.17%	4.91%
Funds: Open-end Mutual Funds	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	<b>QTD</b> 6/30/22 9/30/22	YTD 12/31/21 9/30/22	<b>Last 12 Months</b> 9/30/21 9/30/22	Since Inception* Inception 9/30/22
AMERICAN FUNDS EUROPACIFIC GROWTH F2 Symbol: AEPFX	2/3/21	\$80,305.30	(9.55%)	(9.38%)	(32.33%)	(33.11%)	(21.03%)
ARTISAN INTERNATIONAL SMALL-MID ADVISOR Symbol: APDJX	2/3/21	\$22,492.80	(8.89%)	(6.08%)	(32.11%)	(32.51%)	(20.00%)

<sup>\*</sup>Returns are annualized for periods greater than one year.

## Security Level Performance Summary as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

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### Performance Summary (continued)

Funds: Open-end Mutual Funds (continued)	Start Date	Current Market Value	<b>MTD</b> 8/31/22 9/30/22	<b>QTD</b> 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
ARTISAN INTERNATIONAL VALUE ADVISOR Symbol: APDKX	10/27/21	\$42,535.65	(7.90%)	(9.89%)	(21.74%)	N/A	(20.61%)
BAILLIE GIFFORD EMERGING MARKETS EQS I Symbol: BGEGX	2/3/21	\$40,313.21	(12.45%)	(12.26%)	(34.31%)	(35.31%)	(30.78%)
BAIRD AGGREGATE BOND INST Symbol: BAGIX	2/5/21	\$232,920.01	(4.30%)	(4.66%)	(15.18%)	(15.26%)	(9.77%)
BLACKROCK HEALTH SCIENCES OPPS INSTL Symbol: SHSSX	4/19/17	\$160,346.32	(3.11%)	(5.19%)	(16.01%)	(10.48%)	10.82%
CAUSEWAY INTERNATIONAL VALUE INSTL Symbol: CIVIX	2/3/21	\$46,437.11	(8.39%)	(11.58%)	(24.04%)	(23.33%)	(10.71%)
DODGE & COX INCOME I Symbol: DODIX	2/5/21	\$204,127.50	(4.22%)	(3.99%)	(13.26%)	(13.63%)	(8.55%)
FEDERATED HERMES INSTL HIGH YIELD BD IS	2/5/21	\$60,176.51	(4.25%)	(1.46%)	(14.88%)	(14.37%)	(7.52%)
FEDERATED HERMES SHORT-TERM INCOME IS	2/5/21	\$94,674.42	(0.95%)	(0.96%)	(3.69%)	(4.23%)	(2.45%)
FIDELITY® SELECT RETAILING Symbol: FSRPX	10/31/19	\$98,785.42	(6.82%)	2.48%	(32.45%)	(27.74%)	5.49%
FIDELITY ADVISOR® REAL ESTATE INCOME I Symbol: FRIRX	5/2/19	\$26,713.28	(6.66%)	(5.07%)	(16.25%)	(12.81%)	1.87%
FIRST EAGLE GLOBAL I Symbol: SGIIX	2/2/21	\$229,434.18	(7.60%)	(7.99%)	(17.31%)	(14.10%)	(4.26%)
GQG PARTNERS EMERGING MARKETS EQUITYINST Symbol: GQGIX	2/3/21	\$42,909.15	(6.64%)	(6.85%)	(21.49%)	(23.02%)	(18.67%)

<sup>\*</sup>Returns are annualized for periods greater than one year.

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### Performance Summary (continued)

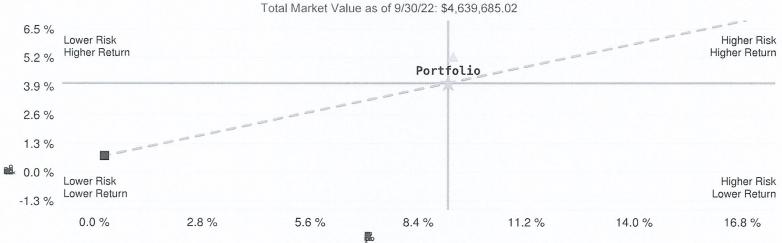
Funds: Open-end Mutual Funds (continued)	Start Date	Current Market Value	MTD 8/31/22 9/30/22	QTD 6/30/22 9/30/22	YTD 12/31/21 9/30/22	Last 12 Months 9/30/21 9/30/22	Since Inception* Inception 9/30/22
JHANCOCK INTERNATIONAL GROWTH I Symbol: GOGIX	2/3/21	\$52,094.46	(9.41%)	(12.07%)	(34.90%)	(33.43%)	(20.98%)
METROPOLITAN WEST TOTAL RETURN BD I Symbol: MWTIX	2/5/21	\$200,628.52	(5.05%)	(5.31%)	(16.41%)	(16.50%)	(10.57%)
MFS EMERGING MARKETS DEBT I Symbol: MEDIX	5/6/21	\$72,312.29	(6.39%)	(4.23%)	(21.78%)	(22.83%)	(16.63%)
MFS INTERNATIONAL GROWTH I Symbol: MQGIX	2/3/21	\$47,403.01	(7.92%)	(7.78%)	(25.74%)	(22.10%)	(12.47%)
PERMANENT PORTFOLIO PERMANENT I Symbol: PRPFX	2/2/21	\$481,642.39	(4.19%)	(3.59%)	(12.98%)	(9.62%)	(2.85%)
PGIM HIGH YIELD Z Symbol: PHYZX	5/6/21	\$36,163.77	(4.31%)	(1.45%)	(15.73%)	(14.27%)	(9.10%)
PIMCO TOTAL RETURN I2 Symbol: PTTPX	8/1/22	\$47,396.00	(4.37%)	N/A	N/A	N/A	(7.59%)
T. ROWE PRICE OVERSEAS STOCK Symbol: TROSX	2/3/21	\$52,007.15	(8.91%)	(10.20%)	(27.60%)	(25.08%)	(13.13%)
TRANSAMERICA HIGH YIELD BOND I Symbol: TDHIX	2/5/21	\$60,007.59	(4.32%)	(1.21%)	(14.81%)	(14.10%)	(6.93%)
VICTORY TRIVALENT INTERNATIONAL SM-CP Y Symbol: MYSIX	2/3/21	\$21,657.45	(11.32%)	(11.43%)	(34.13%)	(33.29%)	(17.78%)

<sup>\*</sup>Returns are annualized for periods greater than one year.

John R. Firek, AAMS® 248.276.2805

### **Analysis Summary**

### 9/16/13 to 9/30/22 Annualized Time-Weighted (Net of Fees)



	Annualized Return (%)	Annualized Risk (%)
* Portfolio	4.04%	9.17%
△ Custom Blended Benchmark 1 <sup>^</sup>	5.23%	9.30%
■ ICE BofA US 3 Month T Bill	0.75%	0.26%
S&P 500 Total Return Indx	10.72%	14.84%
Bloomberg U.S. Agg Bd	1.32%	4.02%

Inception Date: 9/16/13

Please see Additional Information section of this report for detailed risk information.

<sup>^</sup>Please see the Additional Information section of this report for detailed benchmark information.

## Portfolio Holdings as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

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## Holdings Detail

Cash and Cash Alternatives: Cash	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
Accrued Income/Principal			739.43	0.02%		739.43	0.00 0.00%		ent across committee de committe		
RJ Bank Deposit Program	55,107.400	1.000	55,107.40	1.19%	0.00	55,107.40	0.00 0.00%		110.21	0.20% 0.20%	0.00
Total Cash and Cash Alternatives: Cash			\$55,846.83	1.20%		\$55,846.83	\$0.00 0.00%		\$110.21	0.20% 0.20%	\$0.00
Funds: Open-end Mutual Funds	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
AMERICAN FUNDS EUROPACIFIC GROWTH F2 Symbol: AEPFX	1,843.133	43.570	80,305.30	1.73%	62.80	115,742.43	(35,437.13) (30.62%)	ST/LT	1,913.72	2.38% 1.65%	0.00
ARTISAN INTERNATIONAL SMALL-MID ADVISOR Symbol: APDJX	1,613.544	13.940	22,492.80	0.48%	19.79	31,934.23	(9,441.43) (29.57%)	ST/LT	0.00	0.00% 0.00%	0.00
ARTISAN INTERNATIONAL VALUE ADVISOR Symbol: APDKX	1,293.270	32.890	42,535.65	0.92%	41.23	53,315.31	(10,779.66) (20.22%)	ST	1,665.47	3.92% 3.12%	0.00
BAILLIE GIFFORD EMERGING MARKETS EQS I Symbol: BGEGX	2,503.926	16.100	40,313.21	0.87%	26.22	65,656.83	(25,343.62) (38.60%)	ST/LT	0.00	0.00% 0.00%	0.00
BAIRD AGGREGATE BOND INST Symbol: BAGIX	24,569.621	9.480	232,920.01	5.02%	11.15	273,855.13	(40,935.12) (14.95%)	LT	5,722.32	2.46% 2.09%	0.00
BLACKROCK HEALTH SCIENCES OPPS INSTL Symbol: SHSSX	2,562.671	62.570	160,346.32	3.46%	19.09	48,934.00	111,412.32 227.68%	ST/LT	553.13	0.34% 1.13%	0.00

## Portfolio Holdings as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

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Funds: Open-end Mutual Funds (continued)	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
CAUSEWAY INTERNATIONAL VALUE INSTL Symbol: CIVIX	3,515.300	13.210	46,437.11	1.00%	15.90	55,886.79	(9,449.68) (16.91%)	ST/LT	1,114.30	2.40% 1.99%	0.00
DODGE & COX INCOME I Symbol: DODIX	17,067.517	11.960	204,127.50	4.40%	13.70	233,886.25	(29,758.75) (12.72%)	LT	5,120.26	2.51% 2.19%	0.00
FEDERATED HERMES INSTL HIGH YIELD BD IS Symbol: FIHBX	7,429.199	8.100	60,176.51	1.30%	9.07	67,389.65	(7,213.14) (10.70%)	ST/LT	3,758.15	6.25% 5.58%	0.00
FEDERATED HERMES SHORT-TERM INCOME IS Symbol: FSTYX	11,545.661	8.200	94,674.42	2.04%	8.50	98,148.00	(3,473.58) (3.54%)	LT	1,216.78	1.29% 1.24%	0.00
FIDELITY® SELECT RETAILING Symbol: FSRPX	6,452.346	15.310	98,785.42	2.13%	14.91	96,223.62	2,561.80 2.66%	ST/LT	0.00	0.00% 0.00%	0.00
FIDELITY ADVISOR® REAL ESTATE INCOME I Symbol: FRIRX	2,406.602	11.100	26,713.28	0.58%	8.29	19,961.24	6,752.04 33.83%	ST/LT	1,366.95	5.12% 6.85%	0.00
FIRST EAGLE GLOBAL I Symbol: SGIIX	4,278.094	53.630	229,434.18	4.95%	57.47	245,862.17	(16,427.99) (6.68%)	ST/LT	6,027.83	2.63% 2.45%	0.00
GQG PARTNERS EMERGING MARKETS EQUITYINST Symbol: GQGIX	3,318.573	12.930	42,909.15	0.92%	17.46	57,942.00	(15,032.85) (25.94%)	ST/LT	1,346.35	3.14% 2.32%	0.00
JHANCOCK INTERNATIONAL GROWTH I Symbol: GOGIX	2,291.881	22.730	52,094.46	1.12%	32.83	75,238.74	(23,144.28) (30.76%)	ST/LT	659.95	1.27% 0.88%	0.00
METROPOLITAN WEST TOTAL RETURN BD I Symbol: MWTIX	22,366.613	8.970	200,628.52	4.32%	10.73	240,018.21	(39,389.69) (16.41%)	LT	4,338.15	2.16% 1.81%	0.00

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Funds: Open-end Mutual Funds (continued)	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
MFS EMERGING MARKETS DEBT I Symbol: MEDIX	6,683.206	10.820	72,312.29	1.56%	13.77	92,059.99	(19,747.70) (21.45%)	ST/LT	4,266.80	5.90% 4.63%	0.00
MFS INTERNATIONAL GROWTH I Symbol: MQGIX	1,297.646	36.530	47,403.01	1.02%	45.41	58,920.46	(11,517.45) (19.55%)	ST/LT	552.06	1.16% 0.94%	0.00
PERMANENT PORTFOLIO PERMANENT I Symbol: PRPFX	11,092.639	43.420	481,642.39	10.38%	45.50	504,719.96	(23,077.57) (4.57%)	ST/LT	2,004.44	0.42% 0.40%	0.00
PGIM HIGH YIELD Z Symbol: PHYZX	8,072.271	4.480	36,163.77	0.78%	5.04	40,716.19	(4,552.42) (11.18%)	LT	2,385.16	6.60% 5.86%	0.00
PIMCO TOTAL RETURN 12 Symbol: PTTPX	5,576.000	8.500	47,396.00	1.02%	9.20	51,287.00	(3,891.00) (7.59%)	ST	1,230.75	2.60% 2.40%	0.00
T. ROWE PRICE OVERSEAS STOCK Symbol: TROSX	5,411.774	9.610	52,007.15	1.12%	12.09	65,431.10	(13,423.95) (20.52%)	ST/LT	1,352.94	2.60% 2.07%	0.00
TRANSAMERICA HIGH YIELD BOND I Symbol: TDHIX	7,937.512	7.560	60,007.59	1.29%	8.39	66,624.11	(6,616.52) (9.93%)	LT	3,410.57	5.68% 5.12%	0.00
VICTORY TRIVALENT INTERNATIONAL SM-CP Y Symbol: MYSIX	1,959.950	11.050	21,657.45	0.47%	15.13	29,646.87	(7,989.42) (26.95%)	ST/LT	530.62	2.45% 1.79%	0.00
Total Funds: Open-end Mutual Funds			\$2,453,483.49	52.88%	•	\$2,689,400.28	(\$235,916.79	)	\$50,536.70	2.06% 1.88%	\$0.00
Funds: Exchange Traded Funds	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
AMPLIFY TRANSFORMATIONAL DATA SHRG ETF Symbol: BLOK	1,127.000	18.500	20,849.50	0.45%	39.24	44,223.48	(23,373.98) (52.85%)	LT	6,480.49	31.08% 14.65%	0.00

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Funds: Exchange Traded		Current	Market	% of	Average Investment	Investment	Investment		Est. Annual	Est. Annual Yield (%)/ Yield to	Accrued
Funds (continued)	Quantity	Price (\$)		Portfolio	mvestment	Amount (\$)	G/L (\$)/(%)	Term	Income (\$)	Inv. (%)	
ISHARES CORE US AGGREGATE BOND ETF	1,228.000	96.340	118,305.52	2.55%	116.12	142,591.12	(24,285.60) (17.03%)	ST/LT	2,551.22	2.16% 1.79%	0.00
PROSHARES RUSSELL 2000 DIVIDEND GROWERS Symbol: SMDV	1,639.000	55.500	90,964.50	1.96%	58.82	96,409.78	(5,445.28) (5.65%)	ST/LT	2,382.68	2.62% 2.47%	0.00
PROSHARES S&P 500 DIVIDEND ARISTOCRATS Symbol: NOBL	8,458.000	79.960	676,301.68	14.58%	79.08	668,894.92	7,406.76 1.11%	ST/LT	15,032.44	2.22% 2.25%	0.00
PROSHARES S&P MIDCAP 400 DIVIDEND ARST Symbol: REGL	2,126.000	64.430	136,978.18	2.95%	63.80	135,637.84	1,340.34 0.99%	ST/LT	3,632.34	2.65% 2.68%	0.00
SPDR® GOLD SHARES Symbol: GLD	2,179.000	154.670	337,025.93	7.26%	174.77	380,820.59	(43,794.66) (11.50%)	ST/LT	0.00	0.00% 0.00%	0.00
VANGUARD COMMUNICATION SERVICES ETF Symbol: VOX	933.000	82.370	76,851.21	1.66%	137.18	127,989.86	(51,138.65) (39.96%)	ST	927.68	1.21% 0.72%	0.00
VANGUARD CONSUMER STAPLES ETF Symbol: VDC	203.000	171.790	34,873.37	0.75%	197.78	40,148.47	(5,275.10) (13.14%)	ST/LT	883.31	2.53% 2.20%	0.00
VANGUARD ENERGY ETF Symbol: VDE	598.000	101.580	60,744.84	1.31%	76.12	45,520.67	15,224.17 33.44%	ST/LT	2,394.45	3.94% 5.26%	739.43
VANGUARD FINANCIALS ETF Symbol: VFH	1,580.000	74.440	117,615.20	2.53%	76.21	120,414.73	(2,799.53) (2.32%)	ST/LT	2,846.21	2.42% 2.36%	0.00
VANGUARD INDUSTRIALS ETF Symbol: VIS	440.000	157.540	69,317.60	1.49%	170.77	75,140.40	(5,822.80) (7.75%)	ST/LT	1,122.97	1.62% 1.49%	0.00
VANGUARD INFORMATION TECHNOLOGY ETF Symbol: VGT	815.000	307.370	250,506.55	5.40%	368.13	300,028.42	(49,521.87) (16.51%)	ST	2,329.27	0.93% 0.78%	0.00

## Portfolio HoldingS as of Sep 30, 2022

Marine City Employee's Pension Plan // xxxxx173

John R. Firek, AAMS® 248.276.2805

Funds: Exchange Traded Funds (continued)	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
VANGUARD MATERIALS ETF Symbol: VAW	152.000	148.420	22,559.84	0.49%	162.14	24,645.57	(2,085.73) (8.46%)	ST/LT	493.22	2.19% 2.00%	0.00
VANGUARD SHORT-TERM BOND ETF Symbol: BSV	850.000	74.820	63,597.00	1.37%	81.45	69,231.90	(5,634.90) (8.14%)	ST	830.02	1.31% 1.20%	0.00
VANGUARD UTILITIES ETF Symbol: VPU	45.000	142.260	6,401.70	0.14%	137.73	6,197.77	203.93 3.29%	ST/LT	200.05	3.12% 3.23%	0.00
Total Funds: Exchange Traded Funds			\$2,082,892.62	44.89%		\$2,277,895.52	(\$195,002.90)		\$42,106.35	2.02% 1.85%	
Alternatives: Alternative Mutual Funds	Quantity	Current Price (\$)	Market Value (\$)	% of Portfolio	Average Investment	Investment Amount (\$)	Investment G/L (\$)/(%)	Term	Est. Annual Income (\$)	Est. Annual Yield (%)/ Yield to Inv. (%)	Accrued Income (\$)
GATEWAY Y Symbol: GTEYX	1,395.533	34.010	47,462.08	1.02%	36.56	51,016.66	(3,554.58) (6.97%)	LT	384.33	0.81% 0.75%	0.00
Total Alternatives: Alternative Mutual Funds			\$47,462.08	1.02%		\$51,016.66	(\$3,554.58) (6.97%)		\$384.33	0.81% 0.75%	
Total Portfolio			\$4,639,685.02	100.00%		\$5,074,159.29	(\$434,474.27)		\$93,137.59	2.01% 1.84%	

## Additional Information Regarding This Report

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This report should not be used as a substitute for your monthly statement, 1099 or to determine taxability. Changes in tax laws may occur at any time and could have a substantial impact upon each person's situation. While we are familiar with the tax provisions of the issues presented herein, we are not qualified to render advice on tax or legal matters. The information in this report has been obtained from sources that we believe to be reliable, but cannot be guaranteed.

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The account listing may or may not include all of your accounts with Raymond James & Associates, Inc. This report is comprised of data from the following accounts: xxxxx173

Some reports have been excluded from this package due to no data available.

Report ID: a\_230867\_1665547200000\_1665593184137000\_00001of00001-CBM

#### Performance

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. The current performance may be lower or higher than the performance data quoted. It is not possible to invest directly in an index.

Performance is depicted using the Time-Weighted method for the entire period.

Time-Weighted - The geometric (compounded) return measured on the basis of periodic market valuations of assets. If applicable, the return includes the effects of leverage. Unlike the dollar-weighted method, it minimizes the impact of cash flows on the rate of return; however, in principle it requires valuations to be made on the occasion of each cash flow. Approximation to this measure can be obtained by prorating cash flows to successive valuation points or by computing internal rates of return between valuation points. If there are no interim cash flows, the time-weighted return, compounded annually determines the entire value of an investment.

Returns are calculated net of fees.

Annualized refers to the annualized return from the inception date of the account, or the selected beginning date when using the date-to-date functionality.

The inception date indicates the date of account or household initiation in the Portfolio Performance system. This date may not match the date the account was opened.

Managed Account Performance- In order for managers to track real time cash in managed AMS accounts, certain activity may not reflect the actual transaction dates and market values may differ from what is reported on client statements. The Time-Weighted Total Equity and Time-Weighted All Cash returns are the same for these

accounts.

All performance figures exclude unpriced securities (including securities of indeterminate value), limited partnerships (other than limited partnerships classified as Alternative Investments and appearing in that section of your statement).

Dividends are not guaranteed and will fluctuate.

The CFA Institute has not been involved with the preparation or review of this statement.

Accounts that have been closed may be included in the consolidated performance report. When closed accounts are included in the consolidated report, the performance report will only include information for the time period the account was active during the consolidated performance reporting time period.

Risk is identified as Standard Deviation. Standard Deviation measures the variability of the return. A higher standard deviation is indicative of more volatility and a lower standard deviation is representative of lower volatility.

The risk free rate, represented by the T-bill, shows the return of a risk free investment over the time period. It shows the return that could be realized while taking no risk.

Accounts with Real Time Cash may have cash values updated throughout the day, note that this may cause a difference in account values between performance and holdings reports.

#### Securities Information

Non-proprietary annuity values will show as contributions on the date they became available to the Portfolio Performance system. They are included through the selected calculation ending date. Prior inclusion of these values in the rate of return calculation is

## Additional Information Regarding This Report

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not available.

Raymond James Certificates of Deposit values will show as contributions on the date they became available to the Portfolio Performance system. They are included through the selected calculation ending date. Prior inclusion of these values in the rate of return calculation is not available.

Values include accrued income. Values are based on trade date accounting method.

Morningstar equity information as of (October 11, 2022)

Morningstar mutual fund and annuity information as of (October 11, 2022)

Morningstar 529 information as of (September 20, 2022)

Raymond James and Morningstar data are subject to the availability of the fund filings as well as internal analysis and may not represent real-time allocations.

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This analysis is for informational purposes only and is intended to be used as part of a complete portfolio review with your financial advisor. The data provided in the asset allocation analysis is subject to inherent limitations and is not guaranteed to represent actual asset class exposure(s) within your account(s) at the time of calculation. See raymondjames.com/asset allocation/faq to learn more. Raymond James and Morningstar data are subject to the availability of fund filings as well as internal analysis and may not represent real-time allocations.

Amounts are projected over the next 12 months and do not reflect actual cash flows.

Positions that do not produce income are not included on this report; however, they are included as part of the total estimated annual yield calculation.

Projected income amounts are estimated using current positions, rates and market values. Variable rate income projection is based on the current coupon or rate available and may change without notice. Any change in coupon or rate will affect the estimate and cannot be guaranteed.

The sum of the income values may not equal total value due to rounding.

Factored securities are separated into principal and interest amounts. Both are displayed

whether or not they have projected income.

Due to missing payment dates, payment frequency, or both, actual payments may appear on months other than the ones represented on this report.

The values quoted represents past values and do not guarantee future results, there is no assurance these trends will continue.

An investment in a money market fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although these funds seek to preserve the value of your investment at \$1.00 per share, it is possible to lose money by investing in them.

Short positions and negative cash values are not included in the allocation.

Effective January 1, 2011, Raymond James reports adjusted cost basis for tax lots of securities covered by the Emergency Economic Stabilization Act of 2008 to the IRS on Form 1099-B using the first-in, first-out (FIFO) cost basis accounting method unless otherwise directed by you or your financial advisor at the time of trade or transfer. These tax lots are indicated by a "c".

For tax lots or securities that are not covered by the Emergency Economic Stabilization Act of 2008, cost basis information may not be available, may have been estimated by you or your financial advisor, or may have been obtained from third-party sources, and in these instances, Raymond James cannot guarantee its accuracy. Missing basis is not included in cost calculations. Please contact your financial advisor to have missing cost basis information added to your account.

Clients should not rely on this information in making purchase or sell decisions, for tax purposes or otherwise. Rely only on year-end tax forms when preparing your tax return.

Gain or loss will only be calculated for tax lots that have cost basis. Gain or loss information may or may not reflect adjusted cost for return of principal/capital or accretion/amortization. Tax lots where the cost basis is true zero, displayed as 0.00, are included in cost calculations.

The cost basis, proceeds, or gain/loss information reported has been adjusted to account for a disallowed loss from a wash sale. These adjustments are indicated by a "w" on the affected tax lots. A wash sale occurs when a security is sold for a loss and is re-purchased either 30 days before or after the sell.

Cost basis information for uncovered securities or tax lots will not be reported to the IRS; it is displayed for your information only and should not be relied upon for tax reporting purposes. Past performance is not a guarantee of future results. Market valuations may have been obtained from third-party sources and Raymond James cannot

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guarantee its accuracy or completeness.

For securities classified as Grantor or Royalty Trusts, Master Limited Partnerships or other widely held fixed income trusts, cost basis is not adjusted. These securities receive principal payments or distributions that are classified differently by the issuer at the end of the year. Clients should continue to rely on the issuer information for both cost basis adjustments as well as proceeds adjustments for these securities. For this reason the gain/loss displayed will be unadjusted and is not a true indicator of the investment return. Any adjustment to sales proceeds will be reflected on your 1099.

While sources used for pricing publicly traded securities are considered reliable, the prices displayed on your statement may be based on actual trades, bid/ask information or vendor evaluations. As such, the prices displayed on your statement may or may not reflect actual trade prices you would receive in the current market. Pricing for non-publicly traded securities is obtained from a variety of sources, which may include issuer-provided information. Raymond James does not guarantee the accuracy, reliability, completeness or attainability of this information. Investment decisions should be made only after contacting your Financial Advisor.

Gain or Loss reflects the realized gain or loss using adjusted cost basis. Adjusted cost basis may or may not reflect adjustments for return of principal/capital or accretion/amortization. Reinvestments of dividends or capital gain distributions are included in the adjusted cost basis calculation of the Gain or Loss. Gain or loss information is displayed on this report for your information only and should not be relied upon for tax reporting purposes.

The Estimated Annual Income (EAI) and Estimated Income Yield (EIY) provided on this report are an estimate of the income a security will distribute during the year. These figures should not be confused with actual cash flows, investment yields or investment returns. Actual income or yield may be lower or higher than the estimated amounts. A number of factors may influence the actual income or yield that is received. The amount or frequency of an issuers dividend may fluctuate or cease, which may cause the income and or yield of the security to fluctuate. EIY reflects only the income generated by an investment. It does not reflect changes in its price, which may fluctuate. EAI and EIY for certain types of securities could include a return of principal or capital gains which could overstate the EAI and EIY. Information used to calculate Estimated Annual Income and or Estimated Income Yield may be obtained from third party sources and Raymond James cannot guarantee the accuracy of such information. Estimated Annual Income and or Estimated Income Yield amounts should not be used as a financial planning tool.

Within certain packaged products (for example, open-ended mutual funds, closed-ended mutual funds and exchange traded funds), any fixed income security held in the product portfolio is affected by several risks, including, without limitation, interest rate, prepayment, and credit related risks. Any rise (fall) in interest rates may reduce (increase) the value of the investment. An overview of these and other risks is available

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The yield displayed is an estimated annual income yield for the listed security. The security's actual yield may be lower. Please consult your financial advisor if you have additional questions.

Packaged products may be represented across multiple asset classes.

This report(s) has been generated using a historical time period, please note that Model and/or S&P Comparison Data, where applicable, will be as of the previous business day and will not retroactively reflect data based on the "as of" time period selected.

#### Fixed Income

Fixed income securities, including brokered CDs, are priced using evaluations, which may be matrix- or model-based, and do not necessarily reflect actual trades. These price evaluations suggest current estimated market values, which may be significantly higher or lower than the amount you would pay (receive) in an actual purchase (sale) of the security. These estimates, which are obtained from various sources, assume normal market conditions and are based on large volume transactions. Market prices of fixed income securities may be affected by several risks, including without limitation: interest rate risk - a rise (fall) in interest rates may reduce (increase) the value of your investment, default or credit risk - the issuers ability to make interest and principal payments, and illiquidity risk - the inability to sell bonds promptly prior to maturity with minimal loss of principal. An overview of these and other risks is available at raymondjames.com, finra.org, emma.msrb.org, and investinginbonds.com.

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relating to a particular issuer may generally impact the market price, and consequently the yield, of that issuer's securities, even if their rating has not yet changed. Securities with the same rating can actually trade at significantly different prices. The absence of a rating may indicate that the issuer has not requested a rating evaluation, insufficient data exists on the issuer to derive a rating, or that a rating request was denied or removed. Non-rated securities are speculative in nature and are less liquid. Raymond James trade confirmations, online accounts and monthly statements display only the ratings of those Rating Agencies to which Raymond James subscribes. For more information on ratings, please visit moodys.com, standardandpoors.com and fitchratings.com. Individual investors may request Moody's and/or S&P credit reports from their financial advisors. Additionally, Fitch reports are available for municipal bonds.

Certificates of Deposit (CDs) purchased through a securities broker and held in a brokerage account are considered deposits with the issuing institution and are insured by the Federal Deposit Insurance Company (FDIC), an independent agency of the U.S. government. FDIC insurance covers up to \$250,000 (including principal and interest) for deposits held in different ownership categories, including single accounts, joint accounts, trust accounts, IRAs, and certain other retirement accounts, per issuer. If you purchased this CD at a premium to par, the premium is not FDIC insured. Certificate of Deposit Disclosure Statement is available at raymondjames.com/liquid.htm. For more information, please visit fdic.gov.

Mortgage-backed securities and Collateralized Mortgage Obligations (CMOs) are priced based on average life. The actual maturity date may be shorter than stated. For more information, please review FINRA.s Investor's Guide to Mortgage Securities and CMOs at finra.org.

Foreign bonds are subject to additional risks, including without limitation, currency fluctuations, differing accounting standards, political and economic instability, and changes in tax laws. The cost basis for Original Issue Discount (OID) bonds and municipal bonds purchased at a premium may or may not have been adjusted using the constant yield method, providing an approximation of the adjusted cost basis and unrealized gains or losses. Cost basis information is displayed for your information only and should not be relied upon for tax reporting purposes. You should consult your tax advisor to ensure proper tax reporting.

#### Benchmark Information

Bloomberg U.S. Agg Bd - The Bloomberg U.S. Aggregate Bond index is a measure of the investment grade, fixed-rate, taxable bond market of roughly 6,000 SEC-registered securities with intermediate maturities averaging approximately 10 years. The index includes bonds from the Treasury, Government-Related, Corporate, MBS, ABS, and CMBS sectors.

ICE BofA US 3 Month T Bill - The index is an unmanaged market index of US Treasury securities maturing in 90 days that assumes reinvestment of all income.

S&P 500 Total Return Indx - The S&P 500 Index Total Return is a broad-based measurement of changes in stock market conditions based on the average performance of 500 widely

## Additional Information Regarding This Report

### **RAYMOND JAMES®**

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held common stocks. It consists of 400 industrial, 40 utility, 20 transportation, and 40 financial companies listed on U.S. market exchanges. This is a capitalization-weighted calculated on a total return basis with dividends reinvested. The S&P represents about 75% of the NYSE market capitalization.

Custom Blended Benchmark 1

Russell 1000 (TR) Indx 30%, Russell 2500 (TR) Indx 15%, Bloomberg U.S. Agg Bd 39%, MSCI EAFE (Net Div) 10%, Bloomberg Commodity Indx (TR) 5%, ICE BofA US 3 Month T Bill 1% - The Russell 1000 Index represents the 1000 largest companies in the Russell 3000 index. This index is highly correlated with the S&P 500 index. This Index includes the effects of reinvested dividends.

The Russell 2500 Index is a capitalization weighted index comprised of the bottom 500 stocks in the Russell 1000 index and all of the stocks in the Russell 2000 index. This Index includes the effects of reinvested dividends.

The Bloomberg U.S. Aggregate Bond index is a measure of the investment grade, fixed-rate, taxable bond market of roughly 6,000 SEC-registered securities with intermediate maturities averaging approximately 10 years. The index includes bonds from the Treasury, Government-Related, Corporate, MBS, ABS, and CMBS sectors.

MSCI EAFE Net Dividend is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the United States & Canada. As of June 2007 the MSCI EAFE Index consisted of the following 21 developed market countries: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Greece, Hong Kong, Ireland, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the United Kingdom. (Total Return Index) - With Net Dividends: Approximates the minimum possible dividend reinvestment. The dividend is reinvested after deduction of withholding tax, applying the rate to non-resident individuals who do not benefit from double taxation treaties. MSCI Barra uses withholding tax rates applicable to Luxembourg holding companies, as Luxembourg applies the highest rates.

The Bloomberg Commodity Index tracks prices of futures contracts on physical commodities on the commodity markets. The index is designed to minimize concentration in any one commodity or sector. It currently has 22 commodity futures in seven sectors. No one commodity can compose less than 2% or more than 15% of the index, and no sector can represent more than 33% of the index (as of the annual weightings of the components). The weightings for each commodity included in Bloomberg Commodity Index are calculated in accordance with rules that ensure that the relative proportion of each of the underlying individual commodities reflects its global economic significance and market liquidity. Annual rebalancing and reweighting ensure that diversity is maintained over time.

The index is an unmanaged market index of US Treasury securities maturing in 90 days that assumes reinvestment of all income.