

#### EMPLOYEE PENSION PLAN BOARD OF TRUSTEES MEETING TUESDAY, NOVEMBER 30, 2021 3:00 PM 300 WEST WAUGH ST - COUNCIL CHAMBERS

### AGENDA

#### Call To Order

#### <u>Minutes</u>

<u>1.</u> September 28, 2021

#### **Unfinished Business**

2. Investment Performance Analysis - October 31, 2021

Investment Performance Analysis - Third Quarter 2021

#### New Business

- 3. Attorney Update
- 4. Pension Retiree COLA update

#### **Retirees**

5. Gary W. Jackson - Dalton Utilities

#### **Invoices**

<u>6.</u> Invoices # 214, 215, and 216 (\$2,040.00 ea.) for Southeastern Advisory Services, Inc. services

#### <u>Reports</u>

- 7. Financial reports July September
  - MBR Report for 9/3
- 8. Financial report as of 10/31/21
- 9. Market Indices Performance September 30, October 31, 2021

#### Adjournment

#### THE CITY OF DALTON EMPLOYEES PENSION PLAN – BOARD OF TRUSTEES REGULAR MEETING SEPTEMBER 28, 2021

The regular meeting of the Board of Trustees of the City of Dalton Employees' Pension Plan was held this afternoon at 3:00 p.m. in the Council Chambers of City Hall. Present for the meeting were Chairman Gary Hill, Trustees Dwayne Carvell, Mike Sloan, Vernon Ray. Chairman of the Water, Light & Sinking Fund Commission Joe Yarbrough, Mayor David Pennington and Council member Annalee Harlan Trustees were absent.

#### **MINUTES**

The Trustees were presented written copies of the minutes of the meeting of July 27, 2021. On the motion of Trustee Carvell, second Trustee Sloan, the minutes were approved. The vote was unanimous in favor.

#### **UNFINISHED BUSINESS**

Investment Performance Analysis – June 30, 2021

Hilda Thompson from SEAS reported on the August 31, 2021 Investment Performance Analysis report. Thompson stated as of August 31, 2021 the Plan's total fund is \$154,469,2699.00. Thompson also reported that the Return for the total fund for the quarter is 2.88% and YTD is 10.92%. Thompson further stated that this is above the Plans actuary assumption of 6.75% and reported its been a favorably equity market. On the motion of Trustee Sloan, second Trustee Ray, the Board approved the transfer. The vote was unanimous in favor.

#### NEW BUSINESS

<u>Attorney Update</u> There was no attorney update.

#### Pension Retirees COLA Increase

Wallace Wilson of SEAS presented to the board the memo from Charles T. Carr of SAS with regards to the impact subject to implementing a one-time 3% cost-of-living adjustment to retirees as of January 1, 2022. Wilson explained the plan is estimated to incur a \$2,570,863.00 of additional projected liability. Wilson further stated, assuming the projected liability is funded over a 19-year period, the additional liability will result in an increase in the City's contribution equal to \$228,660 per year. If done over a 10-year period, the City's contribution is estimated to increase by \$338,936 per year.

Wilson further explained that if a limit is placed of no more than \$120.00 per month, the plan would incur \$2,493,543 of projected liability. The City's additional liability will result in a required increase contribution equal to \$221,783 per year in a 19-year period, and \$328,743 if funded over a 10-year period.

Employee Pension Plan Page 2 September 28, 2021

#### Pension Retirees COLA Increase

....Continued

Chairman Hill asked HR Director, Greg Batts to present past COLA adjustments. Batts stated the last COLA adjustment was back in 2008. Below is a break down from the year 2000 to 2008.

	INC.	
YEAR	AMT.	<u>TYPE</u>
2000	4.00%	SIMPLE
2001	4.00%	SIMPLE
2002	3.00%	SIMPLE
2003	3.00%	SIMPLE
2004	2.50%	SIMPLE
2005	3.00%	SIMPLE
2006	0.00%	SIMPLE
2007	5.00%	SIMPLE
2008	2.80%	SIMPLE

After a lengthy discussion Chairman Hill asked Wallace Wilson of SEAS which COLA option he would recommend. Wilson recommended a one time 3% COLA adjustment over a 10-year period without a monthly cap.

On the motion of Trustee Carvell, second Trustee Ray, the Board recommended to the Mayor & Council a one time 3% COLA adjustment over a 10-year period without a monthly cap to the City of Dalton Pension Plan. Chairman Hill further explained to the audience the COLA approval would ultimately fall on the Mayor & Council decision. The vote was unanimous in favor.

#### **INVOICES**

The Trustees reviewed the following invoice, on the motion of Trustee Carvel, second Trustee Ray, the invoices were approved:

• Invoices #710-0921 (\$475.00) from Southern Actuarial Services for cost-of-living adjustment study.

The vote was unanimous in favor.

#### **REPORTS**

Market Indices Performance – July 31 and August 31, 2021.

#### Pension Meeting Date Change

On the motion of Trustee Carvell, second Trustee Ray, the Board motioned to move the November 23, 2021 regular called Pension meeting to November 30, 2021 due to conflict issues. The vote was unanimous in favor.

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#### **ADJOURNMENT**

Chairman Hill thanked everyone for coming. There being no further business to come before the trustees, on the motion of Trustee Carvell, second Trustee Sloan, the meeting was adjourned at 3:40 p.m.

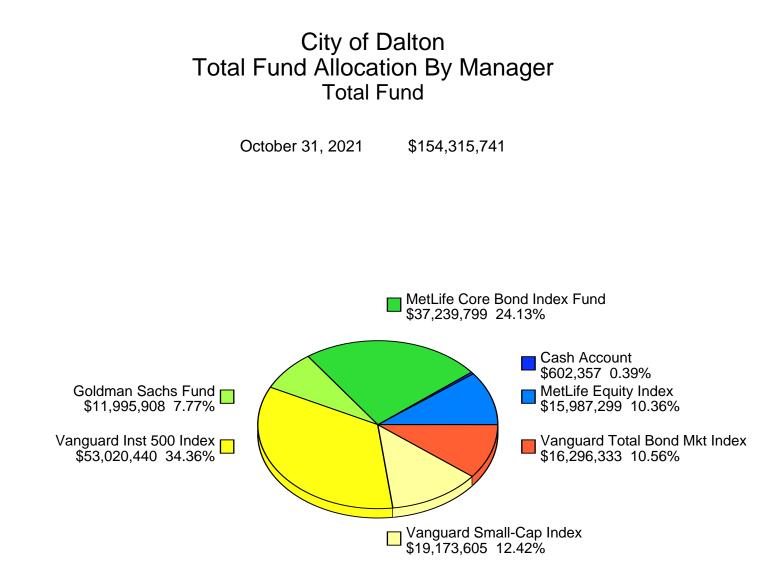
Gary Hill, Chairman

ATTEST:

Mike Sloan, Secretary RECORDED APPROVED City of Dalton

Investment Performance Analysis

October 31, 2021



# City of Dalton Performance Summary Table Periods Ending 10/31/21

		1		1		1	(
Manager	1 Mo	QTD	YTD	1 Year	3 Yrs	5 Yrs	10 Yrs
Total Large Cap Equity			0.1.00	40.00	0.1.15	10.00	
Total Return	7.02	7.02	24.08	42.99	21.49	18.89	16.18
Standard & Poors 500	7.01	7.01	24.04	42.91	21.48	18.93	16.21
MetLife Equity Index	7.00	7.00	04.04	40.00	04 50	40.04	40.00
Total Return	7.09	7.09	24.24	43.28	21.56	19.04	16.28
Standard & Poors 500	7.01	7.01	24.04	42.91	21.48	18.93	16.21
Venguerd Inst E00 Index							
Vanguard Inst 500 Index Total Return	7.00	7.00	24.02	42.88	21.46	18.78	
Standard & Poors 500	7.00	7.00	24.02	42.00	21.40	18.93	
	1.01	7.01	24.04	42.31	21.40	10.93	
Total Small Cap Equity							
Total Return	4.91	4.91	18.92	48.17	17.90	16.05	13.79
Russell 2000	4.25	4.25	17.19	50.80	16.47	15.52	13.50
Vanguard Small-Cap Index							
Total Return	4.91	4.91	18.92	48.17	17.90	16.05	
CRSP Small Cap Index	4.91	4.91	18.89	48.14	17.87	16.02	
Total Fixed Income							
Total Return	-0.11	-0.11	-1.57	-0.45	5.50	3.06	2.97
Barclays U.S. Aggregate	-0.03	-0.03	-1.58	-0.48	5.63	3.10	3.00
MetLife Core Bond Index Fund							
Total Return	-0.03	-0.03	-1.67	-0.59	5.60	3.06	
Barclays U.S. Aggregate	-0.03	-0.03	-1.58	-0.48	5.63	3.10	
Goldman Sachs Fund							
Total Return	-0.48	-0.48	-1.24	-0.09	5.11	2.99	
Barclays Int Govt/Credit	-0.56	-0.56	-1.43	-0.74	4.48	2.57	
Vanguard Total Bond Mkt Index							
Total Return	-0.02	-0.02	-1.61	-0.35	5.68		
BBG Barc U.S. Aggregate	-0.03	-0.03	-1.58	-0.48	5.63		
	0.00	0.00	1.00	0.70			
Cash Account							
Total Return	0.00	0.00	0.00	-0.14	0.11	0.25	0.18
91-Day Treasury Bill	-0.00	-0.00	0.04	0.06	1.12	1.15	0.63

# City of Dalton Performance Summary Table Periods Ending 10/31/21

Manager	1 Mo	QTD	YTD	1 Year	3 Yrs	5 Yrs	10 Yrs
Total Fund Total Return	3.59	3.59	11.70	22.07	13.68	11.24	9.64
Policy Index	3.15	3.15	10.11	20.35	13.27	10.78	9.58
Indices 91-Day Treasury Bill	-0.00	-0.00	0.04	0.06	1.12	1.15	0.63
	-0.00	-0.00	0.04	0.00	1.12	1.15	0.03

# CITY OF DALTON EMPLOYEE'S PENSION PLAN Investment Performance Analysis

## THIRD QUARTER 2021

Note: For a copy of Part II of Southeastern Advisory Services, Inc.'s most recent Form ADV please write: Southeastern Advisory Services, Inc., 3495 Piedmont Road, NE, Bldg. 12-202, Atlanta, GA 30305, or e-mail your request to kit@seadvisory.com. Part II of Form ADV will be mailed within seven (7) days upon receipt of the request.

> Hilda A. Thompson, Senior Consultant Wallace W. Wilson, Senior Consultant

#### Southeastern Advisory Services, Inc.

3495 Piedmont Road, NE Bldg. 12-202 Atlanta, Georgia 30305 TEL: (404) 237-3156 FAX: (404) 237-2650

# Executive Summary City of Dalton Employee's Pension Plan

#### Quarter Ending September 30, 2021

#### I. MARKET ENVIRONMENT

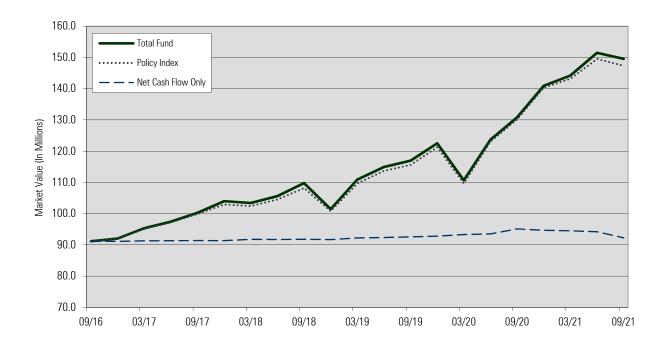
Index	Third Quarter	1 Year	3 Year
Standard & Poor's 500 Index	0.6%	30.0%	16.0%
Russell 2000 Index	-4.4%	47.7%	10.5%
MSCI EAFE Index (Net)	-0.5%	25.7%	7.6%
NCREIF Index	5.2%	12.2%	6.7%
CS Hedge Index	1.2%	14.1%	6.1%
BBG Barc U.S. Aggregate	0.1%	-0.9%	5.4%
91 Day Treasury Bills	0.0%	0.1%	1.2%
Consumer Price Index (NSA)	1.0%	5.4%	2.8%

Consumer sentiment dropped dramatically during the third quarter, with the University of Michigan's Consumer Sentiment Index falling to its lowest point in almost a decade. The drop occurred with the August results and followed a six-month period when headline inflation surged 7.8% (annualized), the largest six-month increase in 30 years. Additionally, July brought a surge in Coronavirus infections as the highly contagious delta variant infected even vaccinated individuals. Real GDP grew by an annualized 6.7% during the second quarter of 2021 and is now above its pre-COVID high. The largest (and only positive) contributor to growth was personal consumption, up 12.0% for the quarter. Although business spending was up, a major inventory drawdown and a drop in residential spending led to an overall negative contribution from private investment. Rising imports during the quarter also acted as a drag on economic growth. The Atlanta Fed's GDPNow forecast for the third quarter currently stands at 3.2%.

- **Equities:** The U.S. stock market, represented by the Standard & Poor's 500 Index, was up 0.6% for the third quarter of 2021. Six of the eleven sectors were in positive territory, with Financials (2.8%) and Utilities (1.7%) representing the best performing sectors. The worst performing sector this quarter was Industrials (-4.3%). From a size perspective, large-cap outperformed small-cap during the quarter. While growth stocks outperformed value within the large-cap segment of the market, growth trailed value within small-cap.
- **Fixed Income:** The U.S. Treasury yield curve was up, generally, during the quarter, with yields in the 3-to 10-year maturity range rising the most. The 10-year Treasury yield ended the quarter at 1.49%, up two basis points (.02%) from June. Credit spreads widened, with the spread on the broad high yield market closing the quarter at 2.89%. The Federal Open Market Committee (FOMC) met twice during the quarter, as scheduled, with no change to their overnight rate. At the September meeting, the committee indicated that a 25 basis point (.25%) increase in the overnight rate in 2022 was possible, while stating that bond purchases may be curtailed "soon" should economic progress continue. Their median forecast for year-end 2023 is for a Fed funds rate of 1.0%.
- Alternatives: Investors who reduced fixed income assets for direct real estate were rewarded handsomely during the year ending September 30th, 2021. While traditional bond indexes posted losses on the year, real estate strategies were generally up double digits. Industrial and multi-family real estate sectors have been particularly strong through the Covid economy, offsetting poorer performances from retail and office.



#### II. PORTFOLIO GROWTH- PERIOD ENDED JUNE 30, 2021



Period Ending	Beginning Value \$(000)	Net Cash Flow	Net Gain/Loss	Ending Value \$(000)	Quarterly Return	Fiscal Yr Return
Sep-16	88,683	128	2,337	91,148	2.6%	
Dec-16	91,148	-19	895	92,024	1.0%	<mark>8.0%</mark>
Mar-17	92,024	176	3,129	95,329	3.4%	
Jun-17	95,329	50	2,064	97,443	2.1%	
Sep-17	97,443	27	2,812	100,283	2.9%	
Dec-17	100,283	-27	3,738	103,993	3.7%	<mark>12.7%</mark>
Mar-18	103,993	418	-997	103,415	-1.0%	
Jun-18	103,415	-39	2,232	105,607	2.2%	
Sep-18	105,607	60	4,111	109,779	3.9%	
Dec-18	109,779	-93	-8,226	101,459	-7.5%	<mark>-2.8%</mark>
Mar-19	101,459	536	8,915	110,911	8.8%	
Jun-19	110,911	119	3,884	114,913	3.7%	
Sep-19	114,913	226	1,802	116,942	1.6%	
Dec-19	116,942	211	5,357	122,510	4.6%	<mark>19.9%</mark>
Mar-20	122,510	519	-12,373	110,656	-10.1%	
Jun-20	110,656	205	12,776	123,637	11.5%	
Sep-20	123,637	1,601	5.554	130,792	4.5%	
Dec-20	130,792	-449	10,559	140,902	8.1%	<mark>13.2%</mark>
Mar-21	140,902	-152	3,417	144,147	2.4%	
Jun-21	144,147	-296	7,564	151,435	5.3%	
Seo-21	151,435	-1,961	42	149,516	0.0%	<mark>7.8%</mark>

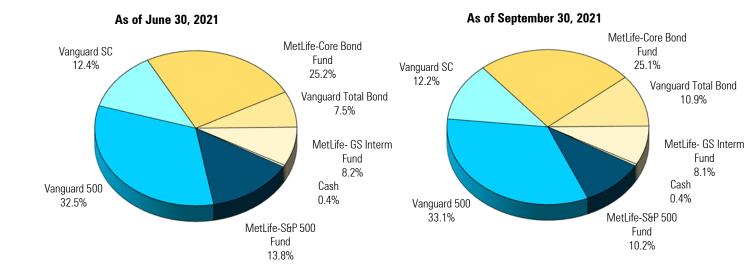


#### III. Market Values

Manager	Market Values as of 3/31/2021	Market Values as of 6/30/2021
MetLife Equity Index	\$20,906,196	\$15,198,115
Vanguard Inst 500 Index	\$49,268,717	\$49,550,705
Vanguard Small-Cap Index	\$18,765,149	\$18,275,850
MetLife Core Bond Index Fund	\$38,178,466	\$37,460,506
Vanguard Total Bond Index	\$11,343,104	\$16,299,739
Goldman Sachs Fund	\$12,364,329	\$12,127,284
Cash	\$609,489	\$603,954
Total Fund	\$151,435,450	\$149,516,153

#### Asset Mix Policy – at market value

Asset Class	Minimum Weight	Target Weight	Maximum Weight	Comment
Domestic – Large Cap	35.0%	40.0%	50.0%	Within Range
Domestic – Small Cap	5.0%	10.0%	20.0%	Within Range
Fixed Income – Core	30.0%	37.5%	50.0%	Within Range
Fixed Income - Intermediate	0.0%	12.5%	25.0%	Within Range
Cash Equivalents	0.0%	0.0%	5.0%	Within Range





#### IV. PERFORMANCE COMPARISONS (Gross of Fees)

#### A. Total Fund Analysis

Total Fund vs. Total Fund Universe	3rd Quarter Return	1 Year Return	3 Years Return	5 Years Return
Total Fund	0.0%/30 <sup>th</sup>	16.5%/64 <sup>th</sup>	10.6%/35 <sup>th</sup>	10.1%/37 <sup>th</sup>
Policy Index*	-0.2%/42 <sup>nd</sup>	15.5%/71 <sup>st</sup>	10.5%/36 <sup>th</sup>	9.8%/45 <sup>th</sup>

\*Policy Index: Effective 1/01/2016: 40% S&P 500, 10% Russell 2000, 37.5% Barclays Aggregate, 12.5% Barclays Interm Govt/Credit. Effective 1/1/05-12/31/2015: 40% S&P 500, 15% Russell 2000, 45% Barclays Aggregate. Prior to 1/1/05: 40% S&P 500, 10% Russell 2000, 50% Lehman Aggregate. Prior to 4/1/00: 30% S&P 500, 10% Russell 2000, 60% Lehman Aggregate.

#### **B. Equity Fund Analysis**

Segment	3rd Quarter Return	1 Year Return	3 Year Return	5 Year Return
Total Large Cap Equity	0.6%/17 <sup>th</sup>	30.0%/55 <sup>th</sup>	16.0%/43 <sup>rd</sup>	16.9%/46 <sup>th</sup>
MetLife Equity Index	0.6%/13 <sup>th</sup>	30.1%/48 <sup>th</sup>	16.1%/35 <sup>th</sup>	17.0%/26 <sup>th</sup>
Vanguard Inst 500 Index (Incept 8/19/2016)	0.6%/35 <sup>th</sup>	30.0%/62 <sup>nd</sup>	16.0%/48 <sup>th</sup>	16.8%/55 <sup>th</sup>
S&P 500	0.6%/31 <sup>st</sup>	30.0%/57 <sup>th</sup>	16.0%/43 <sup>rd</sup>	16.9%/36 <sup>th</sup>

Manager	3rd Quarter Return	1 Year Return	3 Years Return	5 Years Return
Total Small Cap Equity	-2.6%/73 <sup>rd</sup>	44.1%/87 <sup>th</sup>	12.0%/31st	14.0%/40 <sup>th</sup>
Vanguard Small-Cap Index (Incept 8/19/2016)	-2.6%/73 <sup>rd</sup>	44.1%/87 <sup>th</sup>	12.0%/31st	14.0%/40 <sup>th</sup>
CRSP Small Cap Index	-2.6%/73 <sup>rd</sup>	44.0%/87 <sup>th</sup>	12.0%/31st	14.0%/40 <sup>th</sup>

#### C. Fixed Income Fund Analysis

Manager	3rd Quarter Return	1 Year Return	3 Years Return	5 Years Return
Total Fixed Income	0.1%/64 <sup>th</sup>	-0.7%/75 <sup>th</sup>	5.3%/86 <sup>th</sup>	3.0%/89 <sup>th</sup>
MetLife Core Bond Index Fund*	0.0%/69 <sup>th</sup>	-1.0%/81 <sup>st</sup>	5.3%/84 <sup>th</sup>	2.9%/94 <sup>th</sup>
Vanguard Total Bond Index	0.1%/57 <sup>th</sup>	-0.9%/81 <sup>st</sup>	5.4%/83 <sup>rd</sup>	N/A
BBG Barc US Aggregate	0.1%/64 <sup>th</sup>	-0.9%/79 <sup>th</sup>	5.4%/83 <sup>rd</sup>	2.9%/91 <sup>st</sup>

\* Vanguard Total Bond Fund inception date: April 26, 2018.

Manager	3rd Quarter Return	1 Year Return	3 Years Return	5 Years Return
Goldman Sachs Interm Bond Fund*	0.1%/15 <sup>th</sup>	0.4%/47 <sup>th</sup>	5.2%/22 <sup>nd</sup>	3.0%/20 <sup>th</sup>
BBG Barc Intermediate Govt/Credit	0.0%/44 <sup>th</sup>	-0.4%/79 <sup>th</sup>	4.6%/60 <sup>th</sup>	2.6%/76 <sup>th</sup>
			L 00 004E	

\* MetLife Core Bond Index Fund and Goldman Sachs Intermediate Fund inception date: September 28, 2015.



#### D. Cash Analysis

Manager	3rd Quarter Return	1 Year Return	3 Years Return	5 Years Return
Cash Account	0.0%/100 <sup>th</sup>	0.0%/100 <sup>th</sup>	0.2%/100 <sup>th</sup>	0.3%/100 <sup>th</sup>
91-Day T-Bills	0.0%/78 <sup>th</sup>	0.1%/62 <sup>nd</sup>	1.2%/57 <sup>th</sup>	1.2%/67 <sup>th</sup>

#### V. ANNUALIZED RETURN SINCE INCEPTION

Fund	Fund Return	Index Return
MetLife Equity Index (4/1/00)	7.1%	7.1%
Vanguard Inst 500 Index (8/19/16)	16.5%	16.6%
Vanguard Small-Cap Index (8/19/16)	13.9%	13.8%
MetLife Core Bond Index Fund (9/28/15)	3.3%	3.3%
Vanguard Total Bond Index (4/26/18)	5.0%	4.9%
Goldman Sachs Interm Fund (9/28/15)	3.2%	2.8%
Total Fund (1/1/99)	6.3%	6.6%





## **Historical Annual Returns**

Year	Total Fund Market Value (\$ Million)	Total Fund Gross Return	Benchmark Return	Actuarial Assumption
1999	\$42.0	1.7%	8.0%	8.5%
2000	\$42.9	1.2%	1.6%	8.5%
2001	\$43.5	-0.1%	0.4%	8.5%
2002	\$40.8	-6.2%	-6.0%	8.5%
2003	\$48.3	17.5%	17.9%	8.5%
2004	\$52.2	8.4%	8.4%	8.5%
2005	\$54.4	4.2%	3.8%	8.5%
2006	\$60.7	10.8%	11.0%	8.5%
2007	\$61.7	5.1%	5.2%	8.5%
2008	\$50.4	-16.4%	-18.9%	8.5%
2009	\$54.6	15.3%	17.7%	8.5%
2010	\$60.4	11.8%	13.5%	7.5%
2011	\$61.6	4.5%	4.5%	7.5%
2012	\$66.2	9.8%	10.8%	7.5%
2013	\$75.1	15.5%	16.7%	7.5%
2014	\$83.3	8.9%	9.0%	7.0%
2015	\$84.7	0.4%	0.4%	7.0%
2016	\$92.0	8.0%	8.1%	7.0%
2017	\$103.9	12.7%	11.6%	7.0%
2018	\$101.5	-2.8%	-2.3%	6.75%
2019	\$122.5	19.9%	19.0%	6.75%
2020	\$140.9	13.2%	13.9%	6.75%
2021 YTD	\$149.5	7.8%	6.8%	6.75%

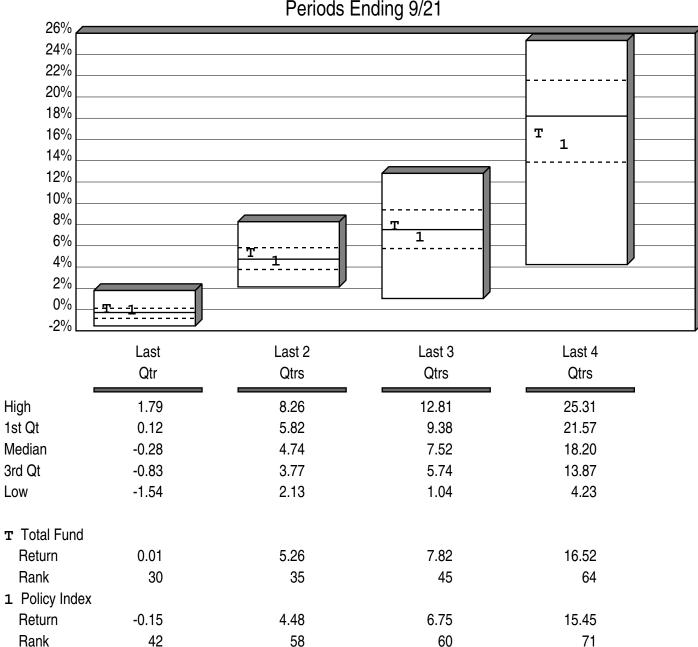




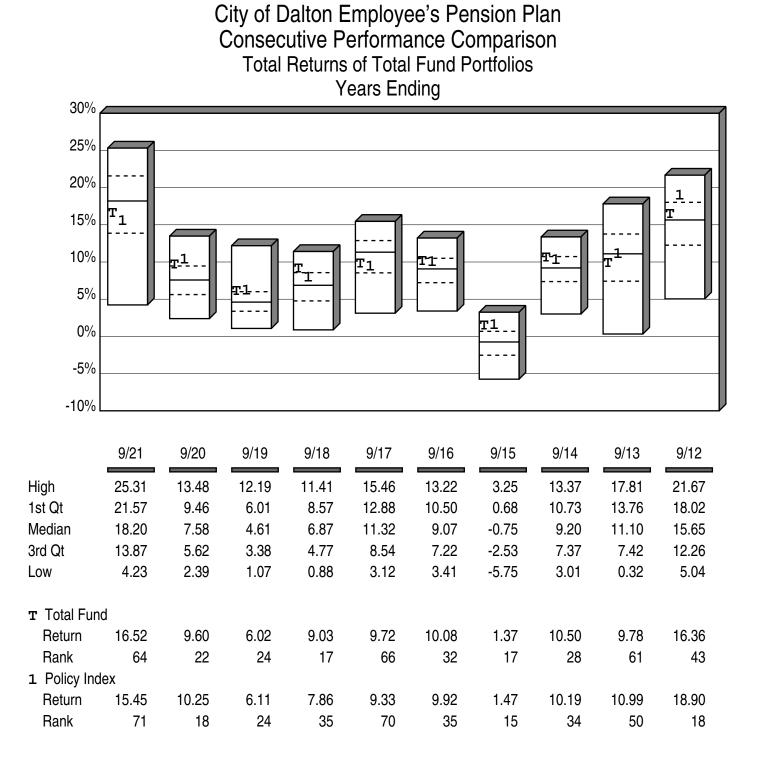
#### **Annual Fee Estimate**

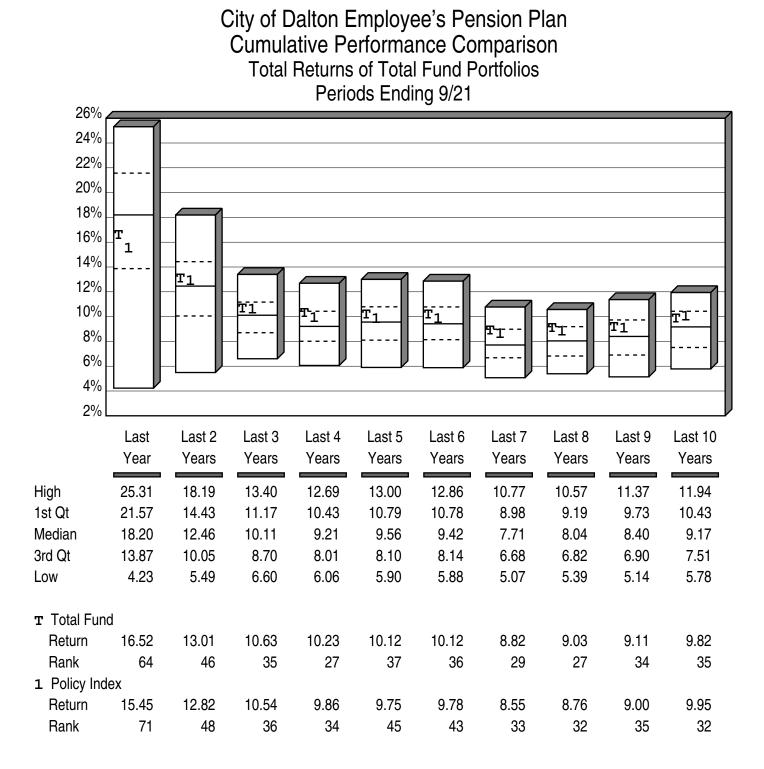
Manager	Fee Schedule	Estimated Annual Basis Point Fee
MetLife Large Cap Core Index	.18% on first \$5 mil	10
	.075% on next \$5 mil	
	.05% on balance	
Vanguard Inst 500 Index	.04% on balance	4
Vanguard Small-Cap Index	.07% on balance	7
MetLife Core Bond Index	.10% on first \$25 mil	9
	.08% on next \$25 mil	
	.06% on balance	
Vanguard Total Bond Index	.04% on balance	4
Goldman Sachs Intermediate Fixed Inc	.55% on first \$2.5 mil	47
	.50% on next \$2.5 mil	
	.45% on next \$5 mil	
	.40% on next \$15 mil	
	.30% on next \$50 mil	
	.20% on next \$75 mil	

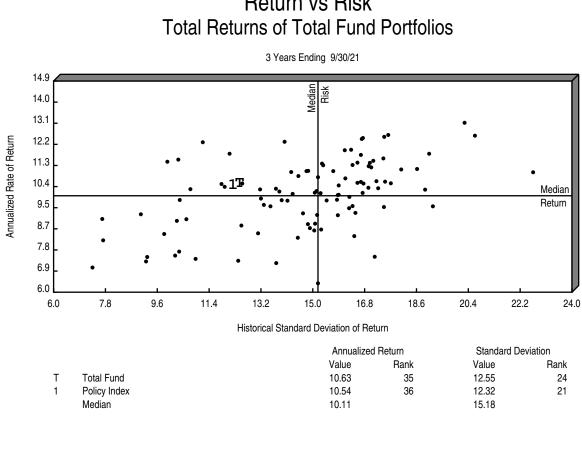


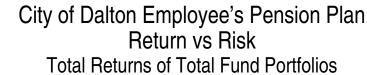


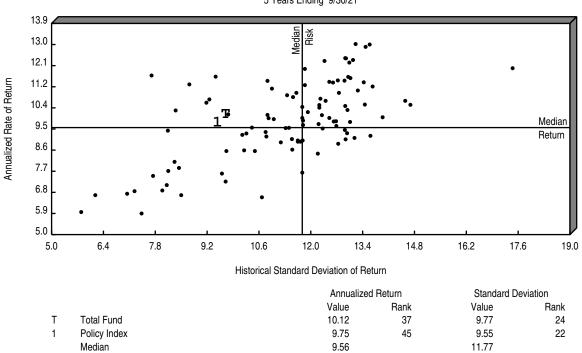
# City of Dalton Employee's Pension Plan Cumulative Performance Comparison Total Returns of Total Fund Portfolios Periods Ending 9/21



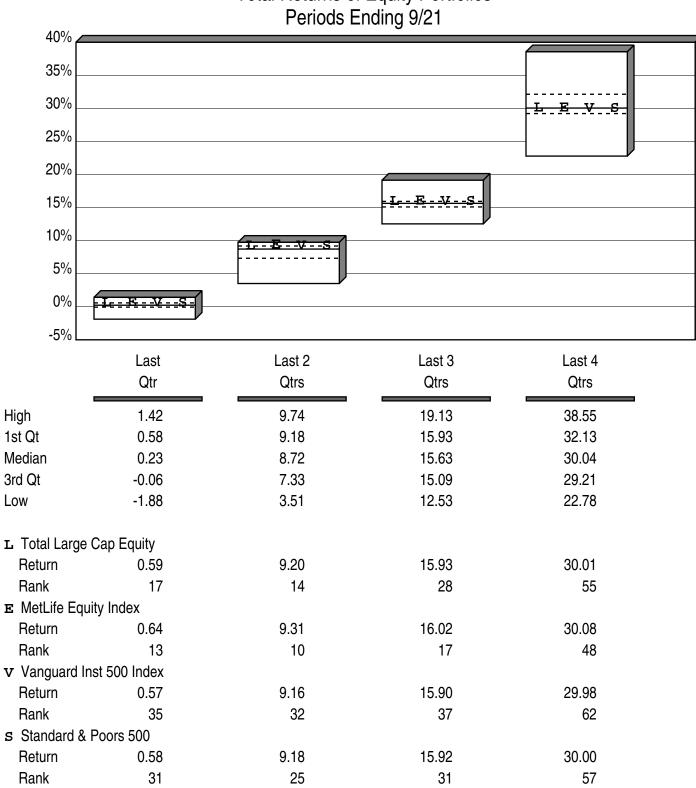




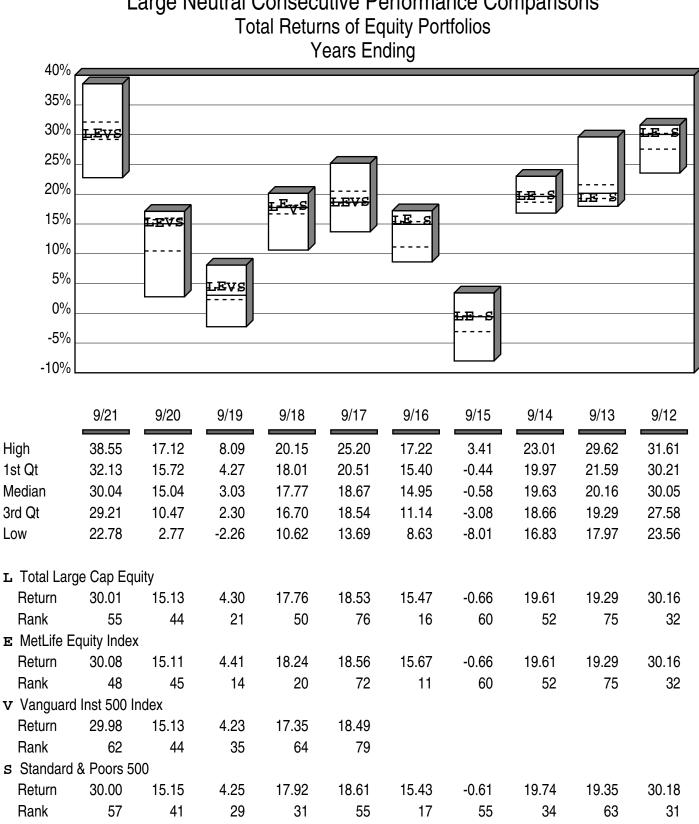




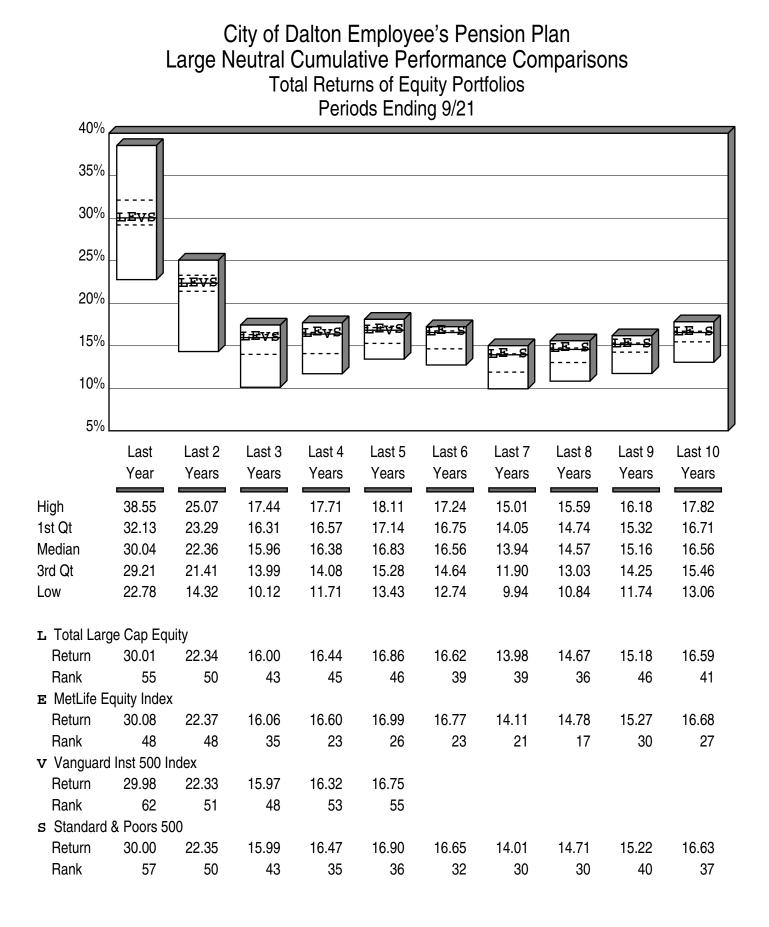
5 Years Ending 9/30/21

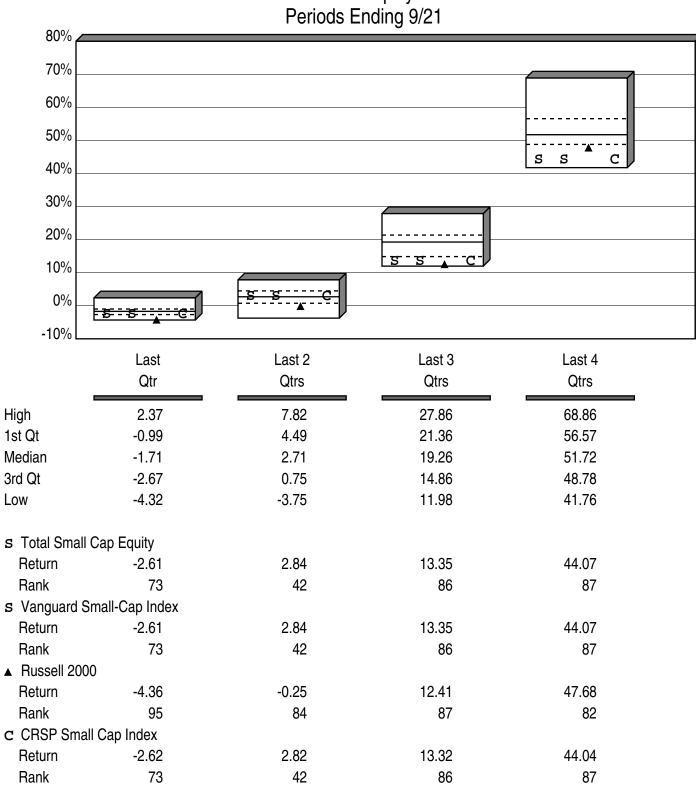


City of Dalton Employee's Pension Plan Large Neutral Cumulative Performance Comparisons Total Returns of Equity Portfolios Periods Ending 9/21

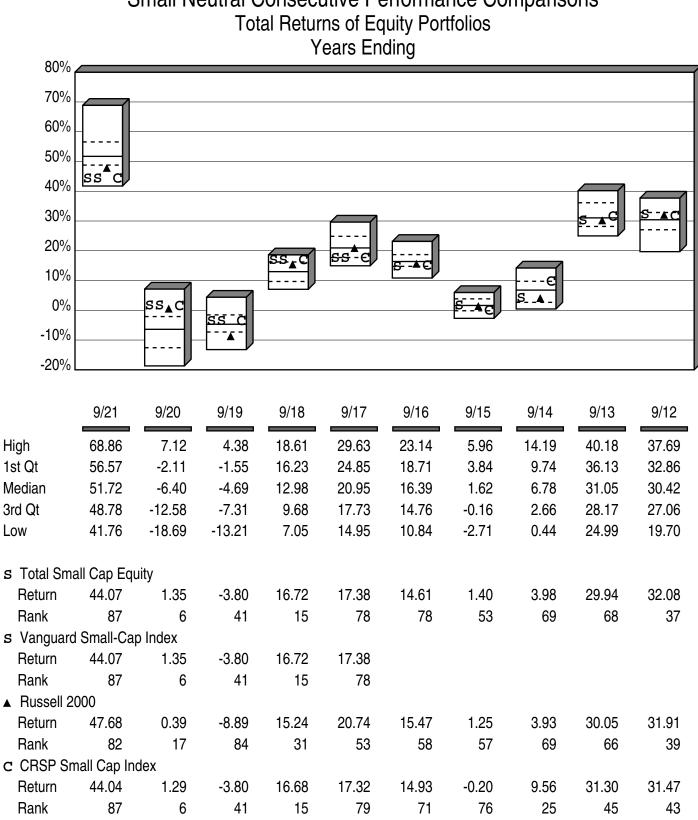


# City of Dalton Employee's Pension Plan Large Neutral Consecutive Performance Comparisons

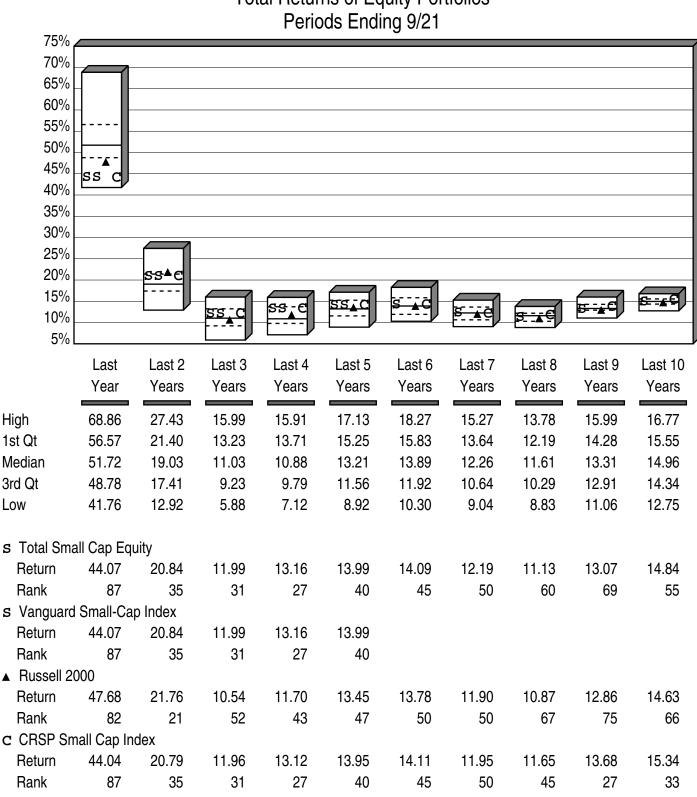




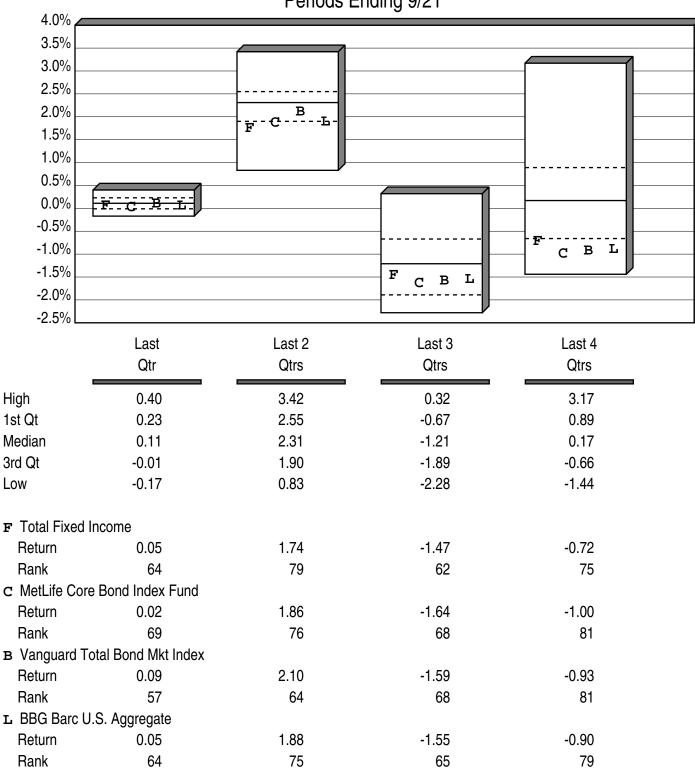
# City of Dalton Employee's Pension Plan Small Neutral Cumulative Performance Comparisons Total Returns of Equity Portfolios Periods Ending 9/21



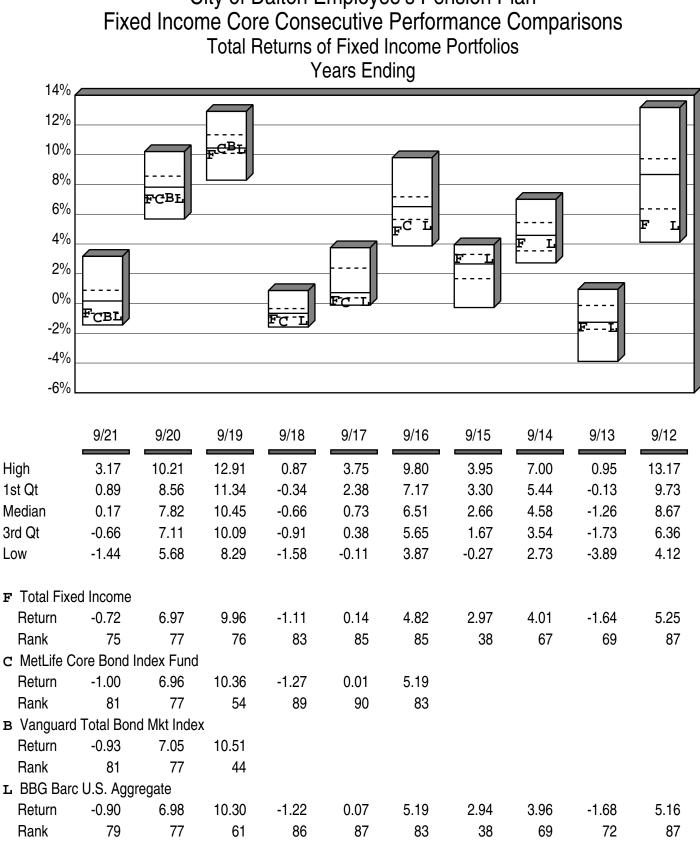
City of Dalton Employee's Pension Plan Small Neutral Consecutive Performance Comparisons



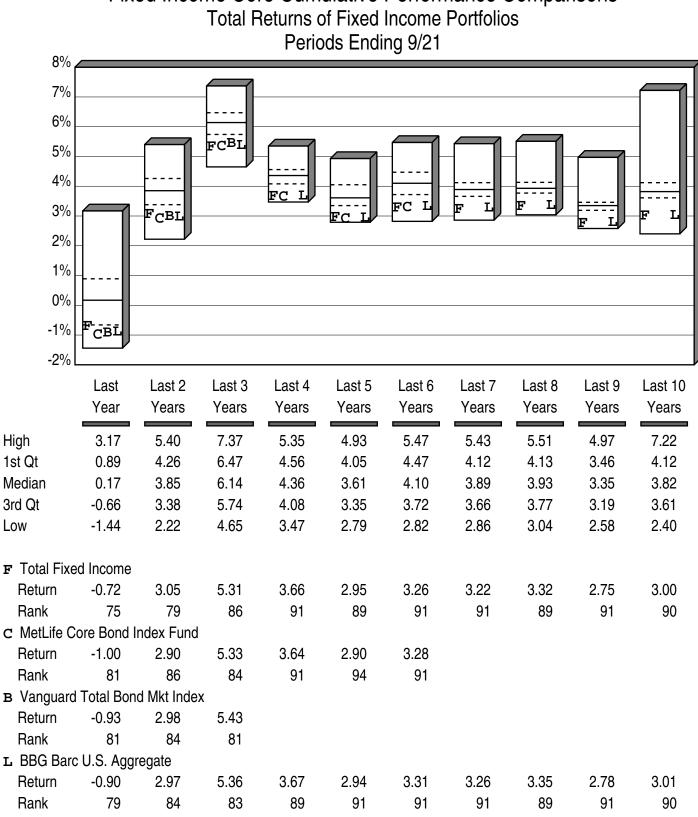
# City of Dalton Employee's Pension Plan Small Neutral Cumulative Performance Comparisons Total Returns of Equity Portfolios Periods Ending 9/21



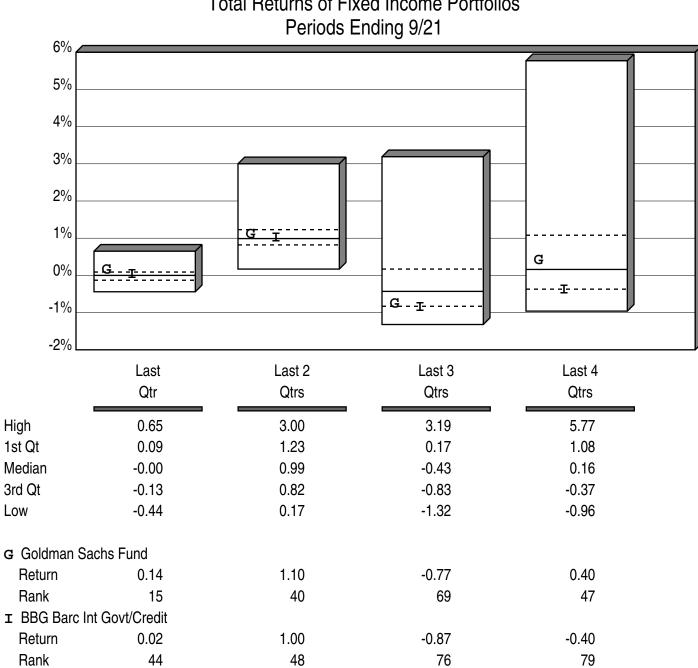
# City of Dalton Employee's Pension Plan Fixed Income Core Cumulative Performance Comparisons Total Returns of Fixed Income Portfolios Periods Ending 9/21



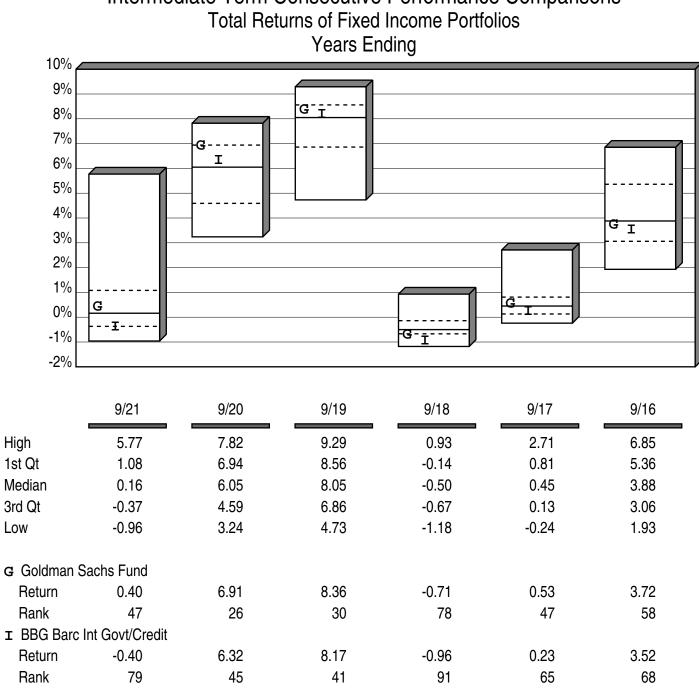
# City of Dalton Employee's Pension Plan



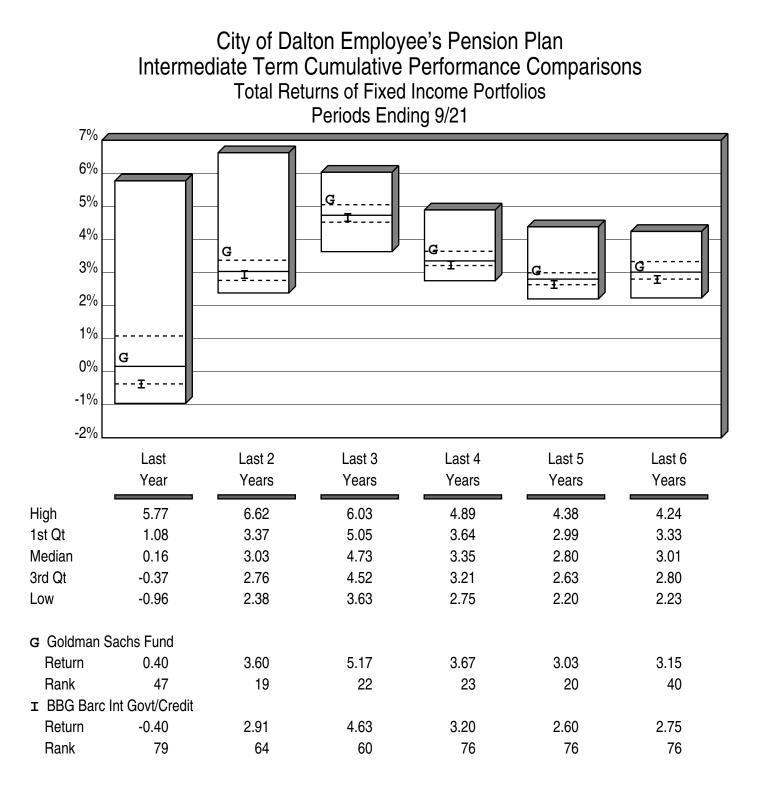
# City of Dalton Employee's Pension Plan Fixed Income Core Cumulative Performance Comparisons

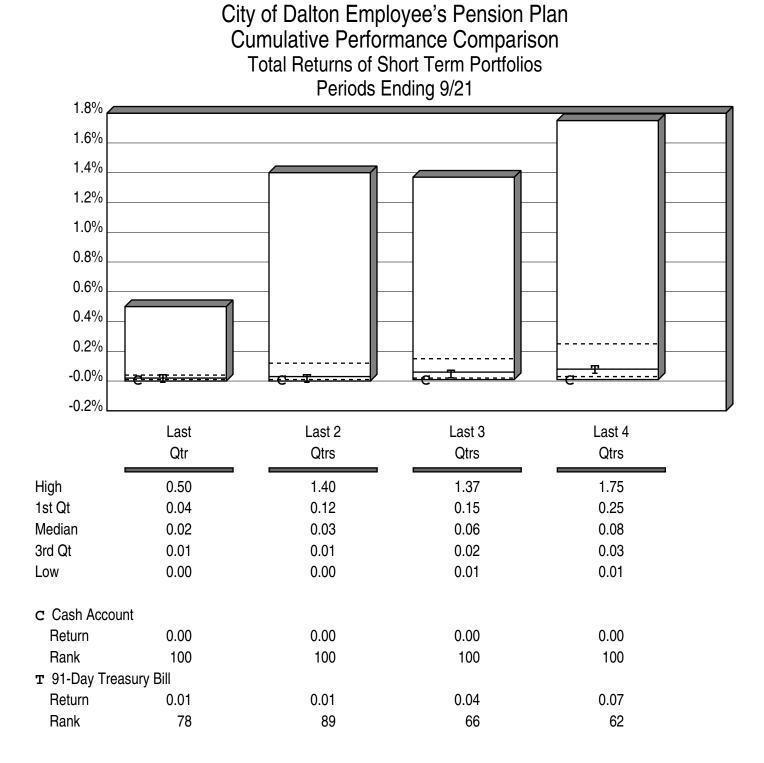


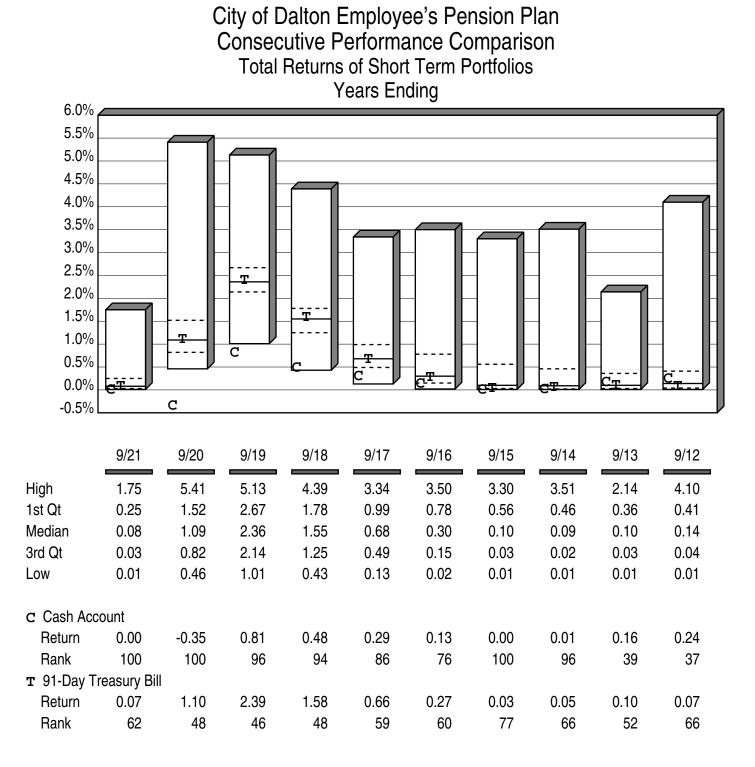
# City of Dalton Employee's Pension Plan Intermediate Term Cumulative Performance Comparisons Total Returns of Fixed Income Portfolios Periods Ending 9/21

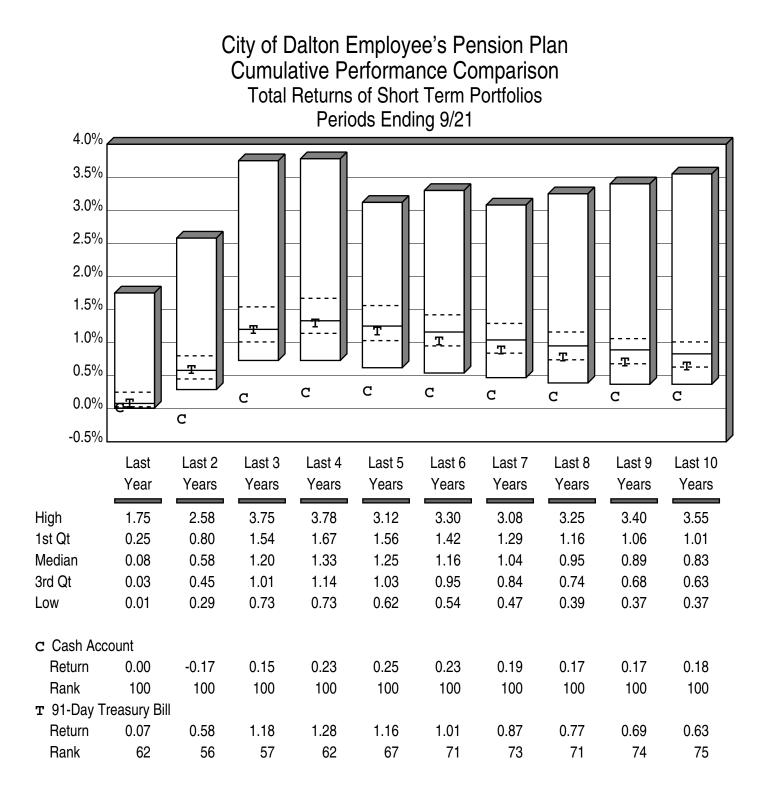


City of Dalton Employee's Pension Plan Intermediate Term Consecutive Performance Comparisons









#### INVOICE

	1 B
TO:	Ms. Cindy Jackson, C.P.A.
	Chief Financial Officer
	City of Dalton
	City Hall/Finance Department
	300 W. Waugh Street
	P.O. Box 1205
	Dalton, GA 30720
FROM:	Southeastern Advisory Services, Inc.
	3495 Piedmont Road, NE
	Building 12, Suite 202
	Atlanta, Georgia 30305
	114444, 000.Brt 30303
RE:	Invoice Number 215 for Investment Consulting Services
DATE:	October 1, 2021

Monthly retainer ending September 30, 2020

TOTAL:

\$2,040.00

\$2,040.00

10.7.24

192221

Note: Invoice Payable upon receipt

# 10/000 498025 W# 94648

### INVOICE

TO:	Ms. Cindy Jackson, C.P.A. Chief Financial Officer City of Dalton City Hall/Finance Department 300 W. Waugh Street P.O. Box 1205 Dalton, GA 30720	
FROM:	Southeastern Advisory Services, Inc. 3495 Piedmont Road, NE Building 12, Suite 202 Atlanta, Georgia 30305	
RE:	Invoice Number 214 for Investment Consulting Services	
DATE:	September 1, 2021	

Monthly retainer ending August 31, 2021

\$2,040.00 1

TOTAL:

<u>\$2.040.00</u>

Note: Invoice Payable upon receipt

9.7.21 O

TO:	Ms. Cindy Jackson, C.P.A. Chief Financial Officer City of Dalton City Hall/Finance Department 300 W. Waugh Street P.O. Box 1205 Dalton, GA 30720
FROM:	Southeastern Advisory Services, Inc. 3495 Piedmont Road, NE Building 12, Suite 202 Atlanta, Georgia 30305
RE:	Invoice Number 216 for Investment Consulting Services
DATE:	November 1, 2021

Monthly retainer ending October 31, 2020

\$2,040.00

<u>\$2,040.00</u>

TOTAL:

Note: Invoice Payable upon receipt

11.82

# CITY OF DALTON EMPLOYEE PENSION PLAN

### FINANCIAL REPORT

JULY 31, 2021

#### City of Dalton Pension Trust Fund Statement of Net Position July 31, 2021 and 2020 (Unaudited)

		2021	 2020
Assets			
Cash and cash equivalents:			
Cash	\$	35,795	\$ 16,913
Payment fund		605,714	614,771
Investments, at fair value			
MetLife large cap index equity fund		21,080,765	15,851,869
MetLife fixed income - core bond index		38,362,685	39,124,639
MetLife fixed income - Goldman Sachs		12,360,082	12,436,029
Vanguard - 500 index fund		50,436,845	36,972,733
Vanguard - small cap index fund		18,497,398	12,530,348
Vanguard - bond index fund		11,481,419	11,567,368
Total Assets	\$ 1	52,860,703	\$ 129,114,670
Liabilities			
Accounts payable		3,360	 8,980
Total Liabilities		3,360	 8,980
Total Net Position	\$ 1	52,857,343	\$ 129,105,690

#### City of Dalton Pension Trust Fund Statement of Change in Net Position For the Seven Months Ended July 31, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021	2020
Additions		
Contributions:		
Employer	\$ 3,251,149	\$ 6,230,572
Plan members	361,754	393,190
Total contributions	3,612,903	6,623,762
Investment income:		
Interest, dividends and realized gains	3,608,195	2,711,843
Net increase (decrease) in fair value investments	9,416,132	1,889,313
Total investment income	13,024,327	4,601,156
Less: investment expense	108,357	107,375
Net investment income	12,915,970	4,493,781
Total Additions	16,528,873	11,117,543
Deductions		
Pension benefits	4,529,495	4,464,727
Legal fees	324	16,326
Fiduciary insurance	9,695	9,129
Actuarial fees	15,000	15,000
Consulting fees	14,280	14,280
Training	1,200	-
Administrative fees	875	875
Miscellaneous	100	
Total Deductions	4,570,969	4,520,337
Change in Net Position	11,957,904	6,597,206
Net Position Beginning of Year	140,899,439	122,508,484
Net Position End of Period	\$ 152,857,343	\$ 129,105,690

#### City of Dalton Pension Trust Fund Supplemental Schedule For the Seven Months Ended July 31, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021		2020	
Investment income:				
Interest income:				
City's cash account interest	\$	156	\$	76
Payment fund interest		3		29
		159		105
Investment income:				
Index equity large cap		162,396		157,312
Fixed Income - core bond index		389,965		504,294
Fixed income - Goldman Sachs		98,179		119,965
Vanguard - 500 index fund		322,592		331,640
Vanguard - small cap index fund		93,661		64,948
Vanguard - bond index fund		124,667		157,131
		1,191,460		1,335,290
Realized gains (losses):				
Index equity large cap		1,777,859		863,848
Fixed Income - core bond index		112,904		76,083
Fixed income - Goldman Sachs		56,722		261,543
Vanguard - 500 index fund		462,119		174,974
Vanguard - small cap index fund		-		-
Vanguard - bond index fund		6,972		-
-		2,416,576		1,376,448
Total investment income	\$	3,608,195	\$	2,711,843
Change in fair value:				
Index equity large cap		1,332,578		(631,834)
Fixed Income - core bond index		(721,513)		2,184,535
Fixed income - Goldman Sachs		(188,257)		349,422
Vanguard - 500 index fund		6,899,448		355,239
Vanguard - small cap index fund		2,281,026		(1,069,678)
Vanguard - bond index fund		(187,150)		701,629
Total change in fair value	\$	9,416,132	\$	1,889,313
	<u> </u>	0,110,102	Ψ	1,000,010
Investment expense:				
Payment fund				
Risk charges	\$	6,485	\$	7,020
Fund charges		36,965		38,896
		43,450		45,916
Investment funds				
Index equity large cap		10,179		8,525
Fixed Income - core bond index		20,721		20,231
Fixed income - Goldman Sachs		34,007		32,703
		64,907		61,459
Total investment expense	\$	108,357	\$	107,375

# CITY OF DALTON EMPLOYEE PENSION PLAN

### FINANCIAL REPORT

AUGUST 31, 2021

#### City of Dalton Pension Trust Fund Statement of Net Position August 31, 2021 and 2020 (Unaudited)

	2021	2020
Assets		
Cash and cash equivalents:		
Cash	\$ 57,629	9 \$ 206,924
Payment fund	604,656	614,936
Investments, at fair value		
MetLife large cap index equity fund	16,276,600	) 16,979,249
MetLife fixed income - core bond index	38,036,93 <sup>2</sup>	38,777,199
MetLife fixed income - Goldman Sachs	12,271,788	3 12,439,382
Vanguard - 500 index fund	51,968,535	39,629,646
Vanguard - small cap index fund	18,862,513	3 13,039,796
Vanguard - bond index fund	16,448,247	7 11,450,015
Accounts receivable - MetLife		
Total Assets	\$ 154,526,899	9 \$ 133,137,147
Liabilities		
Accounts payable	3,560	
Total Liabilities	3,560	) 2,744
Total Net Position	\$ 154,523,339	9 \$ 133,134,403

#### City of Dalton Pension Trust Fund Statement of Change in Net Position For the Eight Months Ended August 31, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021	2020
Additions		
Contributions:		
Employer	\$ 3,251,149	\$ 6,997,260
Plan members	407,892	441,715
Total contributions	3,659,041	7,438,975
Investment income:		
Interest, dividends and realized gains	4,233,092	3,180,836
Net increase (decrease) in fair value investments	11,092,819	5,297,807
Total investment income	15,325,911	8,478,643
Less: investment expense	124,002	123,113
Net investment income	15,201,909	8,355,530
Total Additions	18,860,950	15,794,505
Deductions		
Pension benefits	5,193,335	5,110,357
Legal fees	400	16,656
Fiduciary insurance	9,695	9,129
Accounting and audit fees	-	-
Actuarial fees	15,000	15,000
Consulting fees	16,320	16,320
Training	1,200	-
Administrative fees	1,000	1,000
Miscellaneous	100	124
Total Deductions	5,237,050	5,168,586
Change in Net Position	13,623,900	10,625,919
Net Position Beginning of Year	140,899,439	122,508,484
Net Position End of Period	\$ 154,523,339	\$ 133,134,403

#### City of Dalton Pension Trust Fund Supplemental Schedule For the Eight Months Ended August 31, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021		2020	
Investment income:				
Interest income:				
City's cash account interest	\$	159	\$	77
Payment fund interest		11		27
		170		104
Investment income:				
Index equity large cap		184,510		185,402
Fixed Income - core bond index		447,109		568,875
Fixed income - Goldman Sachs		114,322		141,185
Vanguard - 500 index fund		322,592		331,640
Vanguard - small cap index fund		93,661		64,948
Vanguard - bond index fund		149,172		177,369
		1,311,366		1,469,419
Realized gains (losses):				
Index equity large cap		1,987,875		1,128,733
Fixed Income - core bond index		403,790		84,663
Fixed income - Goldman Sachs		60,800		322,943
Vanguard - 500 index fund		462,119		174,974
Vanguard - small cap index fund		-		-
Vanguard - bond index fund		6,972		-
		2,921,556		1,711,313
Total investment income	\$	4,233,092	\$	3,180,836
Change in fair value:				
Index equity large cap	\$	1,621,210	\$	221,868
Fixed Income - core bond index		(1,149,769)		1,780,451
Fixed income - Goldman Sachs		(211,072)		279,527
Vanguard - 500 index fund		8,431,138		3,012,152
Vanguard - small cap index fund		2,646,140		(560,230)
Vanguard - bond index fund		(244,828)		564,039
Total change in fair value	\$	11,092,819	\$	5,297,807
Investment evenence				
Investment expense: Payment fund				
Risk charges	\$	7,411	\$	8,023
Fund charges	φ		φ	44,426
Fund charges		42,337		
Investment funds		49,748		52,449
Index equity large cap		11 702		0 921
Fixed Income - core bond index		11,703 23,695		9,831 23.256
Fixed income - Cole bond index		23,695		23,256
		<u>38,856</u> 74,254		37,577
Total investment expense	\$	124,002	\$	70,664 123,113
i otai nivestinent expense	φ	124,002	φ	120,110

# CITY OF DALTON EMPLOYEE PENSION PLAN

### FINANCIAL REPORT

SEPTEMBER 30, 2021

#### City of Dalton Pension Trust Fund Statement of Net Position September 30, 2021 and 2020 (Unaudited)

		2021	 2020
Assets			
Cash and cash equivalents:			
Cash	\$	80,024	\$ 1,949
Payment fund		603,954	616,746
Investments, at fair value			
MetLife large cap index equity fund		15,198,115	16,530,533
MetLife fixed income - core bond index		37,460,506	38,901,603
MetLife fixed income - Goldman Sachs		12,127,284	12,476,043
Vanguard - 500 index fund		49,550,705	38,122,060
Vanguard - small cap index fund		18,275,850	12,685,127
Vanguard - bond index fund		16,299,739	11,459,869
Accounts receivable - MetLife	_	-	 -
Total Assets	\$ 1	49,596,177	\$ 130,793,930
Liabilities		2 572	0.045
Accounts payable		3,573	 8,345
Total Liabilities		3,573	 8,345
Total Net Position	<b>\$</b> 1	49,592,604	\$ 130,785,585

#### City of Dalton Pension Trust Fund Statement of Change in Net Position For the Nine Months Ended September 30, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021	2020
Additions		
Contributions:		
Employer	\$ 3,251,149	\$ 7,776,562
Plan members	455,746	491,038
Total contributions	3,706,895	8,267,600
Investment income:		
Interest, dividends and realized gains	4,608,054	3,629,319
Net increase (decrease) in fair value investments	6,415,744	2,324,241
Total investment income	11,023,798	5,953,560
Less: investment expense	139,345	138,945
Net investment income	10,884,453	5,814,615
Total Additions	14,591,348	14,082,215
Deductions		
Pension benefits	5,852,303	5,738,790
Legal fees	400	22,586
Fiduciary insurance	9,695	9,129
Actuarial fees	15,000	15,000
Consulting fees	18,360	18,360
Training	1,200	-
Administrative fees	1,125	1,125
Miscellaneous	100	124
Total Deductions	5,898,183	5,805,114
Change in Net Position	8,693,165	8,277,101
Net Position Beginning of Year	140,899,439	122,508,484
Net Position End of Period	\$ 149,592,604	\$ 130,785,585

#### City of Dalton Pension Trust Fund Supplemental Schedule For the Nine Months Ended September 30, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021		2020	
Investment income:				
Interest income:				
City's cash account interest	\$	159	\$	179
Payment fund interest		10		27
		169		206
Investment income:				
Index equity large cap		202,350		206,773
Fixed Income - core bond index		508,043		628,666
Fixed income - Goldman Sachs		130,200		157,091
Vanguard - 500 index fund		489,082		490,549
Vanguard - small cap index fund		142,951		110,026
Vanguard - bond index fund		173,956		197,069
		1,646,582		1,790,174
Realized gains (losses):				
Index equity large cap		2,028,548		1,223,913
Fixed Income - core bond index		401,991		96,070
Fixed income - Goldman Sachs		61,673		343,982
Vanguard - 500 index fund		462,119		174,974
Vanguard - bond index fund		6,972		-
C C		2,961,303		1,838,939
Total investment income	\$	4,608,054	\$	3,629,319
Change in fair value:				
Index equity large cap	\$	806,140	\$	(539,229)
Fixed Income - core bond index		(1,541,925)		1,688,773
Fixed income - Goldman Sachs		(287,357)		234,823
Vanguard - 500 index fund		5,846,818		1,345,658
Vanguard - small cap index fund		2,010,187		(959,978)
Vanguard - bond index fund		(418,119)		554,194
Total change in fair value	\$	6,415,744	\$	2,324,241
Investment expense:				
Payment fund				
Risk charges	\$	8,338	\$	9,026
Fund charges	Ψ	47,656	Ψ	50,024
		55,994		59,050
Investment funds		00,001		00,000
Index equity large cap		13,027		11,185
Fixed Income - core bond index		26,648		26,257
Fixed income - Goldman Sachs		43,676		42,453
		83,351		79,895
Total investment expense	\$	139,345	\$	138,945
		,		,

#### CITY OF DALTON PENSION MBR CALCULATION

Period Ended	<u>12/31/17</u>	<u>12/31/18</u>	<u>12/31/19</u>	<u>12/31/20</u>	<u>09/30/20</u>	<u>9/30/21</u>
MBR	\$ 31,837,567	\$ 28,791,767	\$ 28,467,408	\$ 28,753,560	\$ 29,778,529	\$ 25,861,605
<i>Equities:</i> Large Cap Index Fund	25,137,254	14,710,139	14,449,358	18,338,135	16,530,533	15,198,115
Small Cap Index Fund Sub-total	25,137,254	- 14,710,139	- 14,449,358	- 18,338,135	- 16,530,533	- 15,198,115
Equities at 75% Fixed income at 100%	18,852,941 42,700,883	11,032,604 42,913,229	10,837,019 47,096,050	13,753,601 51,549,519	12,397,900 51,377,646	11,398,586 49,587,789
Payment fund at 100%	612,361	627,264	610,462	601,968	616,746	603,955
Recognized assets	62,166,185	54,573,097	58,543,531	65,905,088	64,392,292	61,590,330
Minimum required balance	31,837,567	28,791,767	28,467,408	28,753,560	29,778,529	25,861,605
Excess (deficit) assets	\$ 30,328,618	\$ 25,781,330	\$ 30,076,123	\$ 37,151,528	\$ 34,613,763	\$ 35,728,725

# CITY OF DALTON EMPLOYEE PENSION PLAN

### FINANCIAL REPORT

OCTOBER 31, 2021

#### City of Dalton Pension Trust Fund Statement of Net Position October 31, 2021 and 2020 (Unaudited)

	2020		2020	
Assets				
Cash and cash equivalents:				
Cash	\$	28,015	\$	112
Payment fund		602,357		609,569
Investments, at fair value				
MetLife large cap index equity fund		15,987,299		16,277,009
MetLife fixed income - core bond index		37,239,799		38,883,452
MetLife fixed income - Goldman Sachs		11,995,908		12,525,340
Vanguard - 500 index fund		53,020,440		37,107,709
Vanguard - small cap index fund		19,173,605		12,939,931
Vanguard - bond index fund		16,296,333		11,391,032
Total Assets	\$	154,343,756	\$	129,734,154
Liabilities				
Accounts payable		2,540		3,165
Total Liabilities		2,540		3,165
Total Net Position	\$	154,341,216	\$	129,730,989

#### City of Dalton Pension Trust Fund Statement of Change in Net Position For the Ten Months Ended October 31, 2021 With Comparative Amounts for 2020 (Unaudited)

	2021	2020	
Additions			
Contributions:			
Employer	\$ 3,251,149	\$ 8,777,344	
Plan members	518,125	554,379	
Total contributions	3,769,274	9,331,723	
Investment income:			
Interest, dividends and realized gains	4,711,888	4,066,129	
Net increase (decrease) in fair value investments	11,675,280	425,530	
Total investment income	16,387,168	4,491,659	
Less: investment expense	154,278	154,614	
Net investment income	16,232,890	4,337,045	
Total Additions	20,002,164	13,668,768	
Deductions			
Pension benefits	6,512,229	6,375,904	
Legal fees	513	23,456	
Fiduciary insurance	9,695	9,129	
Training	1,200	-	
Actuarial fees	15,000	15,000	
Consulting fees	20,400	20,400	
Administrative fees	1,250	1,250	
Miscellaneous	100	124	
Total Deductions	6,560,387	6,445,263	
Change in Net Position	13,441,777	7,223,505	
Net Position Beginning of Year	140,899,439	122,508,484	
Net Position End of Period	\$ 154,341,216	\$ 129,731,989	

#### City of Dalton Pension Trust Fund Supplemental Schedule For the Ten Months Ended October 31, 2021 With Comparative Amounts for 2020 (Unaudited)

Investment income:         Interest income:           Interest income: $10$ $29$ City's cash account interest $10$ $219$ $208$ Investment income: $10$ $219$ $208$ Index equity large cap $215,863$ $225,113$ $79$ Vanguard - 500 index fund $489,082$ $490,549$ $490,549$ Vanguard - bond index fund $142,951$ $110,026$ $99,710$ $112,169$ Naguard - bond index fund $1,768,289$ $1,905,358$ $99,710$ $112,169$ Fixed income - core bond index $399,710$ $112,169$ $74,974$ $749,974$ Vanguard - 500 index fund $6,972$ $  -$ Vanguard - bond index fund $6,972$ $  -$ Index equity large cap $1,848,731$ $(1,303,465)$ $199,629$		2021		2020	
City's cash account interest         \$ 209         \$ 179           Payment fund interest         10         29           Investment income:         219         208           Investment income:         215,863         225,113           Fixed income - core bond index         576,601         690,760           Fixed income - Goldman Sachs         144,316         171,919           Vanguard - 500 index fund         489,082         490,654           Vanguard - bond index fund         199,476         216,991           Vanguard - bond index fund         199,476         216,991           Index equity large cap         2,039,492         1,507,434           Fixed income - Goldman Sachs         35,087         365,986           Vanguard - 500 index fund         462,119         174,974           Vanguard - bond index fund         -         -	Investment income:				
Payment fund interest         10         29           Investment income:         219         208           Index equity large cap         215,863         225,113           Fixed income - core bond index         576,601         690,760           Fixed income - Goldman Sachs         144,316         171,919           Vanguard - 500 index fund         489,082         490,549           Vanguard - small cap index fund         199,476         216,991           Vanguard - bond index fund         199,476         216,991           Vanguard - bond index fund         199,476         216,991           Vanguard - 500 index fund         1,768,289         1,905,358           Realized gains (losses):         1,768,289         1,905,358           Index equity large cap         2,039,492         1,507,434           Fixed income - Core bond index         399,710         112,169           Fixed income - Goldman Sachs         35,087         365,986           Vanguard - bond index fund         -         -           Vanguard - bond index fund         -         -           Vanguard - bond index fund         2,943,380         2,160,653           Fixed income - Core bond index         (1,618,555)         1,437,798           Fixed income -					
Investment income:         219         208           Index equity large cap         215,863         225,113           Fixed Income - core bond index         576,601         690,760           Fixed income - Goldman Sachs         144,316         171,919           Vanguard - 500 index fund         489,082         490,549           Vanguard - small cap index fund         142,951         110,026           Vanguard - bond index fund         199,476         216,991           Index equity large cap         2,039,492         1,507,434           Fixed income - core bond index         399,710         112,169           Fixed income - core bond index         399,710         112,169           Vanguard - 500 index fund         462,119         174,974           Vanguard - bond index fund         -         -           Vanguard - bond index fund         6.972         -           Vanguard - bond index fund         6.972         -           Vanguard - bond index fund         9.20,23380         2,160,563           Vanguard - bond index fund         9.20,2343,380         2,160,563           Vanguard - bond index fund         2,907,942         (705,173)           Vanguard - bond index fund         2,907,942         (705,173) <t< td=""><td>•</td><td>\$</td><td></td><td>\$</td><td>179</td></t<>	•	\$		\$	179
Investment income:         215,863         225,113           Fixed Income - core bond index         576,601         690,760           Fixed Income - Coldman Sachs         144,316         171,919           Vanguard - 500 index fund         489,082         490,549           Vanguard - bond index fund         142,951         110,026           Vanguard - bond index fund         142,951         110,026           Vanguard - bond index fund         199,476         216,991           Index equity large cap         2,039,492         1,507,434           Fixed Income - core bond index         399,710         112,169           Fixed Income - Coreb bond index         399,710         112,169           Fixed Income - Core bond index fund         -         -           Vanguard - 500 index fund         462,119         174,974           Vanguard - bond index fund         -         -           Vanguard - bond index fund         -         -           Vanguard - bond index fund         -         -           Vanguard - S00 index fund         9,316,555         31,307           Vanguard - bond index fund         9,316,555         31,437,789           Fixed income - core bond index         (1,618,555)         1,437,798           Vanguar	Payment fund interest				
Index equity large cap       215,863       225,113         Fixed Income - core bond index       576,601       690,760         Fixed income - Goldman Sachs       144,316       171,919         Vanguard - 500 index fund       489,082       490,549         Vanguard - small cap index fund       142,951       110,026         Vanguard - bond index fund       199,476       216,991         Index equity large cap       2,039,492       1,507,434         Fixed Income - core bond index       399,710       112,169         Fixed income - Goldman Sachs       35,087       365,986         Vanguard - 500 index fund       462,119       174,974         Vanguard - bond index fund       -       -         Vanguard - bond index fund       6,972       -         Vanguard - bond index fund       -       -         Vanguard - 500 index fund       9,316,552       31,307         Vanguard - 500 index fund       9,316,552       31,307         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       61,963       65,486 <tr< td=""><td></td><td></td><td>219</td><td></td><td>208</td></tr<>			219		208
Fixed Income - core bond index       576,601       690,760         Fixed income - Goldman Sachs       144,316       171,919         Vanguard - 500 index fund       489,082       490,549         Vanguard - small cap index fund       199,476       216,991         Vanguard - small cap index fund       199,476       216,991         Index equity large cap       2,039,492       1,507,434         Fixed Income - core bond index       399,710       112,169         Fixed Income - core bond index       399,710       112,169         Fixed Income - Coldman Sachs       35,087       365,986         Vanguard - small cap index fund       -       -         Vanguard - bond index fund       -       -         Vanguard - 500 index fund       (1,618,555)       1,437,798         Fixed Income - core bond index       (1,618,555)       1,437,798         Fixed Income - Goldman Sachs       (322,345)       199,629         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - small cap index fund       2,947,455,280       \$ 425,530					
Fixed income - Goldman Sachs       144,316       171,919         Vanguard - 500 index fund       489,082       490,549         Vanguard - small cap index fund       142,951       110,026         Vanguard - bond index fund       199,476       216,991         Index equity large cap       2,039,492       1,507,434         Fixed income - core bond index       399,710       112,169         Fixed income - core bond index       399,710       112,169         Vanguard - 500 index fund       462,119       174,974         Vanguard - bond index fund       -       -         Vanguard - bond index fund       6,972       -         Index equity large cap       1,848,731       (1,303,465)         Fixed income - core bond index       (1,618,555)       1,437,798         Fixed income - Goldman Sachs       (332,345)       199,629         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - small cap index fund       2,907,942       \$ 425,530					
Vanguard - 500 index fund       489,082       490,549         Vanguard - small cap index fund       142,951       110,026         Vanguard - bond index fund       199,476       216,991         1,768,289       1,905,358         Realized gains (losses):       1,768,289       1,507,434         Fixed Income - core bond index       399,710       112,169         Fixed income - Goldman Sachs       35,087       365,986         Vanguard - small cap index fund       462,119       174,974         Vanguard - small cap index fund       -       -         Vanguard - bond index fund       6,972       -         Vanguard - bond index fund       1,618,555)       1,437,798         Fixed income - core bond index       (1,618,555)       1,437,798         Fixed income - Goldman Sachs       (332,345)       199,629         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       2,907,942       (52,530         Investment fun			,		
Vanguard - small cap index fund $142,951$ $110,026$ Vanguard - bond index fund $199,476$ $216,991$ Index equity large cap $2,039,492$ $1,507,434$ Fixed Income - core bond index $399,710$ $112,169$ Fixed income - Goldman Sachs $35,087$ $365,986$ Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - bond index fund $6,972$ $-$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - 500 index fund $9,916,552$ $331,307$ Vanguard - bond index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $52,774$	_				171,919
Vanguard - bond index fund       199,476       216,991         Index equity large cap       2,039,492       1,507,434         Fixed Income - core bond index       399,710       112,169         Fixed Income - Goldman Sachs       35,087       365,986         Vanguard - 500 index fund       462,119       174,974         Vanguard - bond index fund       -       -         Vanguard - bond index fund       6,972       -         Vanguard - bond index fund       -       -         Index equity large cap       1,848,731       (1,303,465)         Fixed Income - core bond index       (1,618,555)       1,437,798         Fixed Income - Goldman Sachs       (332,345)       199,629         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       (447,045)       465,434         Total change in fair value       \$ 11,675,280       \$ 425,530         Investment fund	Vanguard - 500 index fund		489,082		490,549
Index equity large cap $1,768,289$ $1,905,358$ Index equity large cap $2,039,492$ $1,507,434$ Fixed Income - core bond index $399,710$ $112,169$ Fixed income - Goldman Sachs $35,087$ $365,986$ Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - small cap index fund $6,972$ -         Vanguard - bond index fund $6,972$ - <i>Vanguard - bond index fund</i> $6,972$ - <i>Vanguard - bond index fund</i> $6,972$ -         Index equity large cap $1,848,731$ $(1,303,465)$ Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed Income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - small cap index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $(447,045)$ $465,434$ Total change in fair value       \$ 11,675,280\$       \$ 425,530\$         Investment fund $52,774$ $55,478$ $61,963$ $65,486$ Investment funds $11,618,552$ $29,268$ $774$ $55,478$ $61,963$ $65,486$ <td< td=""><td>Vanguard - small cap index fund</td><td></td><td>142,951</td><td></td><td>110,026</td></td<>	Vanguard - small cap index fund		142,951		110,026
Realized gains (losses):       Index equity large cap       2,039,492       1,507,434         Fixed Income - core bond index       399,710       112,169         Fixed income - Goldman Sachs       35,087       365,986         Vanguard - 500 index fund       462,119       174,974         Vanguard - small cap index fund       -       -         Vanguard - bond index fund       6,972       -         Index equity large cap       1,848,731       (1,303,465)         Fixed Income - core bond index       (1,618,555)       1,437,798         Fixed Income - Goldman Sachs       (332,345)       199,629         Vanguard - bond index fund       9,316,552       331,307         Vanguard - bond index fund       2,907,942       (705,173)         Vanguard - bond index fund       (447,045)       465,434         Total change in fair value       \$ 11,675,280       \$ 425,530         Investment expense:       Payment fund       \$ 52,774       55,478         Risk charges       \$ 9,189       \$ 10,008       \$ 52,774       55,478 <t< td=""><td>Vanguard - bond index fund</td><td></td><td>199,476</td><td></td><td>216,991</td></t<>	Vanguard - bond index fund		199,476		216,991
Index equity large cap $2,039,492$ $1,507,434$ Fixed Income - core bond index $399,710$ $112,169$ Fixed income - Goldman Sachs $35,087$ $365,986$ Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - small cap index fund $ -$ Vanguard - bond index fund $2,943,380$ $2,160,563$ Total investment income $$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$			1,768,289		1,905,358
Fixed Income - core bond index $399,710$ $112,169$ Fixed income - Goldman Sachs $35,087$ $365,986$ Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - small cap index fund $ -$ Vanguard - bond index fund $6,972$ $ 2,943,380$ $2,160,563$ <b>Total investment income</b> $$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$	Realized gains (losses):				
Fixed income - Goldman Sachs $35,087$ $365,986$ Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - small cap index fund $ -$ Vanguard - bond index fund $6,972$ $-$ <b>Z.943,380</b> $2,160,563$ $2,160,563$ <b>Total investment income</b> $\frac{3}{4},711,888$ $\frac{4,066,129}{4,066,129}$ <b>Change in fair value:</b> $1,848,731$ $(1,303,465)$ Index equity large cap $1,848,731$ $(1,303,465)$ Fixed income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ <b>Total change in fair value</b> $\frac{$}{$}$ $11,675,280$ $\frac{$}{$}$ $425,530$ <b>Investment expense:</b> Payment fund $\frac{$}{$}$ $52,774$ $55,478$ Investment funds $61,963$ $65,486$ $61,963$ $65,486$ Investment funds $14,306$ $12,519$	Index equity large cap		2,039,492		1,507,434
Vanguard - 500 index fund $462,119$ $174,974$ Vanguard - small cap index fund       -       -         Vanguard - bond index fund $6,972$ - <b>Total investment income</b> \$ $4,711,888$ \$ $4,066,129$ <b>Change in fair value:</b> 1,848,731 $(1,303,465)$ Index equity large cap $1,848,731$ $(1,303,465)$ Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - bond index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value       \$ $11,675,280$ \$ $425,530$ Investment expense:       Payment fund $61,963$ $65,486$ Investment funds $61,963$ $65,486$ $61,963$ $65,486$ Investment funds $114,306$ $12,519$ $51,478$ $61,962$ $29,268$ Fixed Income - core bond index $29,562$ $29,268$ $59,128$ $89,128$	Fixed Income - core bond index		399,710		112,169
Vanguard - small cap index fundVanguard - bond index fund $6,972$ -Total investment income $$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$$	Fixed income - Goldman Sachs		35,087		365,986
Vanguard - bond index fund $6,972$ -         Total investment income $2,943,380$ $2,160,563$ Total investment income $\$$ $4,066,129$ Change in fair value:       1,848,731 $(1,303,465)$ Index equity large cap       1,848,731 $(1,303,465)$ Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value $\$$ $11,675,280$ $\$$ $425,530$ Investment expense:       Payment fund $$52,774$ $55,478$ $61,963$ $65,486$ Investment funds $$10,008$ $$52,774$ $55,478$ $61,963$ $65,486$ Investment funds $$14,306$ $12,519$ $$29,562$ $29,268$ $$48,447$ $47,341$ $$92,315$ $$89,128$	Vanguard - 500 index fund		462,119		174,974
Total investment income $2,943,380$ $2,160,563$ Change in fair value:       1 $4,066,129$ Index equity large cap       1,848,731       (1,303,465)         Fixed Income - core bond index       (1,618,555)       1,437,798         Fixed income - Goldman Sachs       (332,345)       199,629         Vanguard - 500 index fund       9,316,552       331,307         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - bond index fund       (447,045)       465,434         Total change in fair value       \$ 11,675,280       \$ 425,530         Investment expense:       9,189       \$ 10,008         Fund charges       \$ 9,189       \$ 10,008         Fund charges       \$ 29,562       29,268         Investment funds       11,4306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed Income - Goldman Sachs       48,447       47,341         92,315       89,128	Vanguard - small cap index fund		-		-
Total investment income       \$ 4,711,888       \$ 4,066,129         Change in fair value:       1       1       1       1       1       1       1       1       1       3       4,066,129         Change in fair value:       Index equity large cap       1,848,731       (1,303,465)       1       1       1       1       1       3       1       3       1       9       1       1       3       3       3       1       9       1       1       1       3       3       3       1       1       3       3       3       1       9       3       1       1       1       1       1       1       1       1       1       1       1       1       1	Vanguard - bond index fund		6,972		-
Change in fair value:       1,848,731       (1,303,465)         Index equity large cap       (1,618,555)       1,437,798         Fixed income - Goldman Sachs       (332,345)       199,629         Vanguard - 500 index fund       9,316,552       331,307         Vanguard - small cap index fund       2,907,942       (705,173)         Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value       \$ 11,675,280       \$ 425,530         Investment expense:       \$ 9,189       \$ 10,008         Fund charges       \$ 52,774       55,478         Investment funds       1       61,963       65,486         Investment funds       1       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed Income - Goldman Sachs $48,447$ 47,341         92,315       89,128			2,943,380		2,160,563
Index equity large cap $1,848,731$ $(1,303,465)$ Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value\$ 11,675,280\$ 425,530Investment expense:\$ 9,189\$ 10,008Fund charges\$ 52,77455,478Fund charges\$ 52,77455,478Investment funds11,60365,486Investment funds14,30612,519Fixed Income - core bond index29,56229,268Fixed income - Goldman Sachs $48,447$ 47,34192,31589,128	Total investment income	\$	4,711,888	\$	4,066,129
Index equity large cap $1,848,731$ $(1,303,465)$ Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value\$ 11,675,280\$ 425,530Investment expense:\$ 9,189\$ 10,008Fund charges\$ 52,77455,478Fund charges\$ 52,77455,478Investment funds11,60365,486Investment funds14,30612,519Fixed Income - core bond index29,56229,268Fixed income - Goldman Sachs $48,447$ 47,34192,31589,128	Change in fair value:				
Fixed Income - core bond index $(1,618,555)$ $1,437,798$ Fixed income - Goldman Sachs $(332,345)$ $199,629$ Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value $$11,675,280$ $$425,530$ Investment expense: $$9,189$ $$10,008$ Fund charges $$52,774$ $55,478$ G1,963 $65,486$ $61,963$ Investment funds $$14,306$ $12,519$ Fixed Income - core bond index $29,562$ $29,268$ Fixed income - Goldman Sachs $48,447$ $47,341$ $92,315$ $89,128$	-		1 848 731		(1 303 465)
Fixed income - Goldman Sachs $(332,345)$ 199,629Vanguard - 500 index fund9,316,552331,307Vanguard - small cap index fund2,907,942 $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value\$ 11,675,280\$ 425,530Investment expense:\$ 9,189\$ 10,008Fund charges\$ 9,189\$ 10,008Fund charges\$ 52,77455,478Investment funds61,96365,486Investment funds14,30612,519Fixed Income - core bond index29,56229,268Fixed income - Goldman Sachs $48,447$ $47,341$ 92,31589,128					· /
Vanguard - 500 index fund $9,316,552$ $331,307$ Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ <b>Total change in fair value</b> $$$11,675,280$ $$$425,530$ <b>Investment expense:</b> $$$9,189$ $$$10,008$ Fund charges $$52,774$ $55,478$ Investment funds $$61,963$ $65,486$ Investment funds $$14,306$ $12,519$ Fixed Income - core bond index $29,562$ $29,268$ Fixed income - Goldman Sachs $48,447$ $47,341$ 92,315 $89,128$			• •		
Vanguard - small cap index fund $2,907,942$ $(705,173)$ Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value\$ 11,675,280\$ 425,530Investment expense:Payment fund\$ 9,189\$ 10,008Fund charges\$ 9,189\$ 10,008Fund charges\$ 52,77455,478Investment funds61,96365,486Investment funds14,30612,519Fixed Income - core bond index29,56229,268Fixed income - Goldman Sachs $48,447$ $47,341$ 92,31589,128					
Vanguard - bond index fund $(447,045)$ $465,434$ Total change in fair value $$11,675,280$ $$425,530$ Investment expense:Payment fundPayment fund $$9,189$ $$10,008$ Fund charges $$2,774$ $55,478$ Investment funds $61,963$ $65,486$ Investment funds $14,306$ $12,519$ Fixed Income - core bond index $29,562$ $29,268$ Fixed income - Goldman Sachs $48,447$ $47,341$ 92,315 $89,128$	-				
Total change in fair value $$ 11,675,280$ $$ 425,530$ Investment expense: Payment fund Risk charges $$ 9,189$ $$ 10,008$ Fund charges $$ 2,774$ $55,478$ Investment funds Index equity large cap $$ 14,306$ $12,519$ Fixed Income - core bond index Fixed income - Goldman Sachs $$ 425,530$ 92,315 $$ 9,189$ $$ 425,530$	•				. ,
Investment expense:         Payment fund         Risk charges       \$ 9,189         Fund charges       52,774         55,478         61,963       65,486         Investment funds         Index equity large cap       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed income - Goldman Sachs       48,447       47,341         92,315       89,128	-	\$		\$	
Payment fund         Risk charges       \$ 9,189       \$ 10,008         Fund charges       52,774       55,478         61,963       65,486         Investment funds       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed income - Goldman Sachs       48,447       47,341         92,315       89,128		<u> </u>	11,010,200	<b>—</b>	120,000
Risk charges       \$ 9,189       \$ 10,008         Fund charges       52,774       55,478         61,963       65,486         Investment funds       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed income - Goldman Sachs       48,447       47,341         92,315       89,128					
Fund charges       52,774       55,478         61,963       65,486         Investment funds       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed income - Goldman Sachs       48,447       47,341         92,315       89,128					
61,963         65,486           Investment funds         14,306         12,519           Index equity large cap         14,306         29,268           Fixed Income - core bond index         29,562         29,268           Fixed income - Goldman Sachs         48,447         47,341           92,315         89,128		\$		\$	
Investment funds14,30612,519Index equity large cap14,30612,519Fixed Income - core bond index29,56229,268Fixed income - Goldman Sachs48,44747,34192,31589,128	Fund charges				
Index equity large cap       14,306       12,519         Fixed Income - core bond index       29,562       29,268         Fixed income - Goldman Sachs       48,447       47,341         92,315       89,128			61,963		65,486
Fixed Income - core bond index         29,562         29,268           Fixed income - Goldman Sachs         48,447         47,341           92,315         89,128					
Fixed income - Goldman Sachs         48,447         47,341           92,315         89,128					
92,315 89,128					
	Fixed income - Goldman Sachs				
Total investment expense         \$ 154,278         \$ 154,614					
	Total investment expense	\$	154,278	\$	154,614

### Market Indices Performance As of September 30, 2021 (%) Returns

	<u>1 Month</u>	<u>Q-T-D</u>	<u>Y-T-D</u>	<u>1 Year</u>	<u>3 Year</u>
<u>Equities</u>					
S&P 500	-4.65	0.58	15.92	30.03	15.99
Russell 1000 Growth	-5.60	1.16	14.30	27.34	22.00
Russell 1000 Value	-3.48	-0.78	16.14	35.04	10.07
Russell 2000	-2.95	-4.36	12.41	47.72	10.54
MSCI EAFE	-2.90	-0.45	8.35	25.75	7.62
MSCI Emerging Markets	-3.97	-8.09	-1.25	18.22	8.58
<b>Fixed Income</b>					
Barclays Aggregate	-0.87	0.05	-1.55	-0.90	5.35
Barclays Intermediate G/C	-0.57	0.02	-0.87	-0.40	4.63
Barclays 1-3 Year G/C	-0.08	0.09	0.09	0.30	2.87
Barclays High Yield	-0.01	0.89	4.53	11.29	6.91
90 Day T Bills	0.00	0.01	0.03	0.06	1.14

SOUTHEASTERN ADVISORY SERVICES, INC. Registered Investment Advisor



### Market Indices Performance As of October 31, 2021 (%) Returns

	<u>1 Month</u>	<u>Q-T-D</u>	<u>Y-T-D</u>	<u>1 Year</u>	<u>3 Year</u>
<u>Equities</u>					
S&P 500	7.01	7.01	24.04	42.95	21.47
Russell 1000 Growth	8.66	8.66	24.20	43.24	29.40
Russell 1000 Value	5.08	5.08	22.03	43.79	13.90
Russell 2000	4.25	4.25	17.19	50.84	16.46
MSCI EAFE	2.46	2.46	11.01	34.21	11.54
MSCI Emerging Markets	0.99	0.99	-0.27	16.97	12.30
Fixed Income					
Barclays Aggregate	-0.03	-0.03	-1.58	-0.48	5.62
Barclays Intermediate G/C	-0.56	-0.56	-1.43	-0.74	4.48
Barclays 1-3 Year G/C	-0.33	-0.33	-0.24	-0.05	2.72
Barclays High Yield	-0.17	-0.17	4.36	10.53	7.42
90 Day T Bills	0.00	0.00	0.04	0.05	1.08

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