

### BOARD OF TRUSTEES INVESTMENT SUBCOMMITTEE

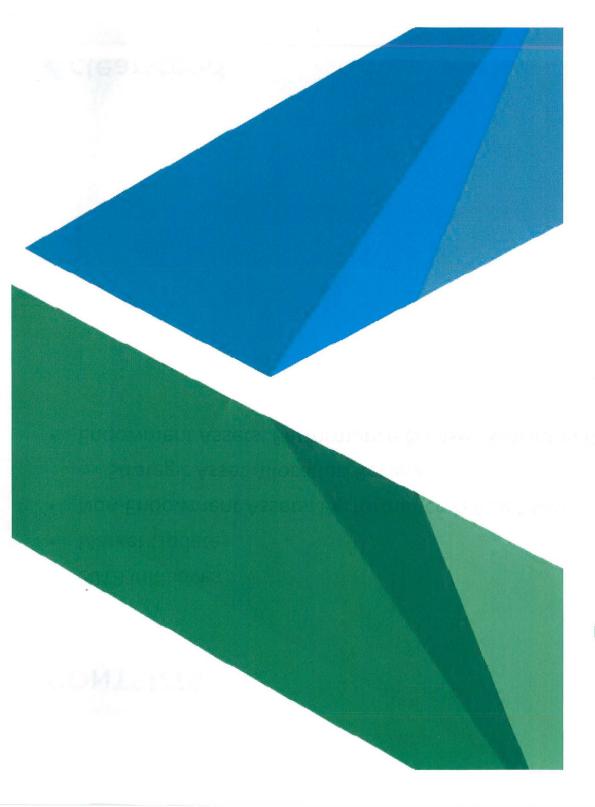
Anita A. Hackstedde, Chair Capri S. Cafaro, Vice Chair Molly S. Seals James E. "Ted" Roberts Rocco L. Core

Wednesday, December 5, 2018 10:00 a.m. or immediately following previous meeting

Tod Hall Board Meeting Room

#### **AGENDA**

- A. Disposition of Minutes for Meeting Held September 5, 2018
- B. Old Business
- C. Committee Item
  - 1. Discussion Item
- Tab C.1.a.
- December 5, 2018 Quarterly Portfolio Asset Allocation and Investment Performance Review
   Mike Shebak, Sarah Parker and John Colla will report.
- D. New Business
- E. Adjournment



December 5, 2018

## YOUNGSTOWN STATE UNIVERSITY



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#### **CONTENTS**

- 2018 Initiatives
- Market Update
- Non-Endowment Assets: Performance & Asset Allocation Review
  - o Strategic Asset Allocation Review
- Endowment Assets: Performance & Asset Allocation Review



### **2018 OVERSIGHT DASHBOARD**

		1Q	2Q	3Q	4Q	Comments:	Last Reviewed
	Investment Policy Review				1		Investment Policy: 12/05/2018 Strategic Asset Allocation: 12/05/2018
	Strategic Asset Allocation Review				1		Fee Review: 09/05/2018
Strategic/	Peer Review				1		Meeting Schedule
Administrative	2019 Oversight Dashboard					Finalizing for 2019	1Q: March 14, 2018 2Q: June 6, 2018 3Q: September 5, 2018 4Q: December 5, 2018
	Fixed Income Review	1				Review Lord Abbett Short Duration	Follow-up Items
	Alternative Investments Review			1		Review Jhancock GARS	
Portfolio	Domestic Equity Review		1				- Share class conversions have been executed in 1Q2018:
Portiollo	International Equity Review		1				1) Jhancock Global Absolute Return
	Active Equity Managers					Pending	<ul><li>2) Diamond Hill Long-Short</li><li>3) JPMorgan Core Bond Fund</li></ul>
	Capital Markets Review	<b>✓</b>	<b>✓</b>	1	1		- \$8 million cash raise & realized gain completed in 1Q2018.
Performance	Quarterly Performance Review	1	<b>✓</b>	1	<b>√</b>		- Star Plus & Star Ohio annual review was completed in July 2018.
	Fee Review			1			
	ORC Compliance Review			1			
Other							



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**MARKET UPDATE** 

#### HISTORICAL ASSET CLASS RETURNS

2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Q1 2018	Q2 2018	Q3 2018	2018
Glb Bond 9.4%	Em Mkt 78.5%	REITs 27.6%	US Bonds 7.8%	REITs 20.1%	Sm/Mid 36.8%	REITs 27.2%	REITs 2.3%	Sm/Mid 17.6%	Em Mkt 37.3%	Glb Bond 4.5%	REITs 8.3%	Large Cap 7.7%	Large Cap 10.6%
US Bonds	Hi Yld	Sm/Mid	REITs	Em Mkt	Large Cap	Large Cap	Large Cap	Hi Yld	Dev Intl	Em Mkt	Sm/Mid	Sm/Mid	Sm/Mid
5.2%	57.5%	26.7%	7.3%	18.2%	32.4%	13.7%	1.4%	17.5%	25.0%	1.4%	5.7%	4.7%	10.4%
Cash	Sm/Mid	Em Mkt	Glb Bond	Dev Intl	Dev Intl	Sm/Mid	US Bonds	Large Cap	Large Cap	Cash	Large Cap	Hi Yld	Hi Yld
2.1%	34.4%	18.9%	5.2%	17.3%	22.8%	7.1%	0.6%	12.0%	21.8%	0.4%	3.4%	2.4%	2.5%
Hdg Fnds	Dev Intl	Hi Yld	Hi Yld	Sm/Mid	Hdg Fnds	US Bonds	Cash	Em Mkt	Sm/Mid	Hdg Fnds	Hi Yld	Dev Intl	REITs
-21.4%	31.8%	15.2%	4.4%	17.9%	9.0%	6.0%	0.1%	11.2%	16.8%	0.3%	1.0%	1.4%	1.8%
Hi Yld	REITs 27.5%	Large Cap	Large Cap	Large Cap	Hi Yld	Hdg Fnds	Hdg Fnds	REITs	Glb Bond	Sm/Mid	Hdg Fnds	REITs	Cash
-26.4%		15.1%	2.1%	16.0%	7.4%	3.4%	-0.3%	9.3%	9.3%	-0.2%	0.5%	0.7%	1.3%
Sm/Mid	Large Cap	Dev Intl	Cash	Hi Yld	REITs	Hi Yld	Dev Intl	US Bonds	REITs	Large Cap	Cash	Cash	Hdg Fnds
-36.8%	26.5%	7.8%	0.1%	15.6%	3.2%	2.5%	-0.8%	2.7%	9.3%	-0.8%	0.5%	0.5%	1.2%
Large Cap	Hdg Fnds	US Bonds	Sm/Mid	Hdg Fnds	Cash	Cash	Sm/Mid	Glb Bond	Hdg Fnds	Hi Yld	US Bonds	Hdg Fnds	Dev Intl
-37.0%	11.5%	6.6%	-2.5%	4.8%	0.1%	0.0%	-2.9%	1.9%	7.8%	-0.9%	-0.2%	0.4%	-1.4%
REITs -37.3%	US Bonds	Glb Bond	Hdg Fnds	US Bonds	US Bonds	Em Mkt	Hi Yld	Dev Intl	Hi Yld	US Bonds	Dev Intl	US Bonds	US Bonds
	5.9%	6.1%	-5.7%	4.2%	-2.0%	-2.2%	-4.6%	1.0%	7.5%	-1.5%	-1.2%	0.0%	-1.6%
Dev Intl	Glb Bond	Hdg Fnds	Dev Intl	Glb Bond	Em Mkt	Glb Bond	Glb Bond	Hdg Fnds	US Bonds	Dev Intl	Glb Bond	Em Mkt	Glb Bond
-43.4%	4.4%	5.7%	-12.1%	1.8%	-2.6%	-2.8%	-4.8%	0.5%	3.5%	-1.5%	-4.9%	-1.1%	-2.8%
Em Mkt	Cash	Cash	Em Mkt	Cash	Glb Bond	Dev Intl	Em Mkt	Cash	Cash	REITs -6.7%	Em Mkt	Glb Bond	Em Mkt
-53.3%	0.2%	0.1%	-18.4%	0.1%	-4.9%	-4.5%	-14.9%	0.3%	0.9%		-8.0%	-2.2%	-7.7%

Past performance is no guarantee of future results. Asset classes represented by: Large Cap – S&P 500 Index; Sm/Mid – Russell 2500 Index; Dev Intl – MSCI EAFE Index; Em Mkt – MSCI Emerging Markets Index; Hi Yld – Bank of America Merrill Lynch U.S. High Yield Master II; US Bonds – Barclays Capital U.S. Aggregate; Glb Bond – Barclays Capital Global Treasury ex US; REITs – NAREIT ALL REITs; Hdg Fnds – HFRI FOF: Diversified Index; Cash – Merrill Lynch 91-day Tbill.

Data as of 9/30/2018.

Source: Zephyr Associates.





NON-ENDOWMENT ASSETS:
PERFORMANCE & ASSET ALLOCATION
REVIEW

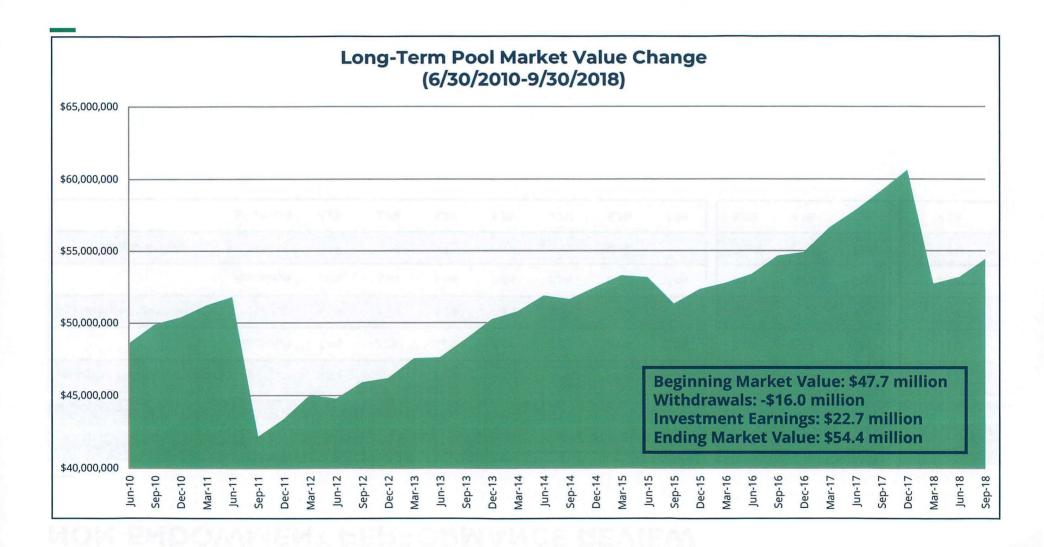
#### NON-ENDOWMENT PERFORMANCE REVIEW

Non-Endowment Assets	Market Value (\$MM)	3Q2018	YTD	1 Yr	3 Yrs	5 Yrs	7 Yrs	10 Yrs	2017	2016	2015	Since Inception <sup>4</sup>
Total Non-Endowment Assets	\$86.794	2.0%	2.6%	4.5%	5.1%	3.7%	4.0%	4.0%	7.8%	4.0%	-0.5%	3.9%
	Benchmark <sup>1</sup>	1.4%	2.2%	3.6%	3.8%	2.8%	2.9%	2.9%	5.4%	2.7%	0.2%	3.1%
Operating & Short-Term Pool	\$32.366	0.5%	1.1%	1.3%	0.7%	0.5%	0.3%		0.7%	0.3%	0.1%	0.3%
	Benchmark <sup>2</sup>	0.5%	1.3%	1.5%	0.8%	0.5%	0.4%	0.4%	0.8%	0.4%	0.1%	0.4%
Long-Term Pool	\$54.428	2.4%	2.6%	5.1%	6.6%	5.0%	5.7%	•	10.5%	4.9%	-0.3%	5.2%
	Benchmark <sup>3</sup>	2.2%	2.8%	5.2%	6.3%	4.7%	5.2%	4.8%	9.3%	4.7%	0.3%	4.5%



<sup>1) 5%</sup> BofA Merrill Lynch 91-Day T-Bill / 17% BofA Merrill Lynch US Corp & Gov 1-3 Yrs / 11% BBgBarc US Govt/Credit Int TR / 8% Total Alternatives Benchmark / 15% Russell 3000 / 4% MSCI EAFE Gross. 2) 95% BofA Merrill Lynch 91-Day T-Bill / 5% Barclays 1-3 Yr. Govt. 3) 27% Russell 3000 / 8% MSCI EAFE Gross / 15% Total Alternatives Benchmark / 30% BofA Merrill Lynch US Corp & Gov 1-3 Yrs /20% BBgBarc US Govt/Credit Int TR. 4) Inception date for Long-Term and Short-Term Pools: June 2010, Inception Date for Total Non-Endowment Assets: March 2004.

#### ATTRIBUTION OF MARKET VALUE CHANGE: LONG-TERM POOL





#### **PERFORMANCE & ASSET ALLOCATION REVIEW**

Non-Endowment Asset Pool	Current Asset Allocation	Compliance with Policy?	Investment Manager Comments
Short-Term Pool	<ul><li>97% Cash</li><li>3% Short-Term Fixed Income</li></ul>	<u>In Compliance</u>	Liquid; modest return overtime that has increased with recent Fed rate hikes (+0.5% 3Q18, +1.1% YTD); investments include Star Plus and Star Ohio investments.
	Domestic Equity 29%     International Equity 8%	In Compliance Overweight 2% In-Line	Domestic Equity (+6.8% 3Q18, +10.6% YTD)  Small cap manager Victory Integrity was affected by stock selection, but maintains favorable results long-term (+1.1% 3Q18, +2.2% YTD, more information in appendix); Loomis Sayles outpaced its respective benchmark benefitting from stock selection, specifically in the Healthcare sector (+8.3% 3Q18, +24.2% YTD).  International Equity (+0.4% 3Q18, -4.0% YTD)  William Blair International Growth was flat during the quarter, affected by currency and stock selection (+0.0% 3Q18, -1.7% YTD); Dodge & Cox was affected by it's emerging markets exposure and
Long-Term Pool	<ul><li>Alternatives 15%</li><li>Short-Term Fixed Income 28%</li></ul>	In-Line Underweight 2%	underweight to Japan (+0.8% 3Q18, -6.4% YTD, more information in appendix).  **Alternatives (+1.5% 3Q18, -0.4% YTD)*  Diamond Hill led all of the alternative investment strategies due to strong performance from their "long" portfolio (+5.6% 3Q18, +3.9% YTD).
	Intermediate Fixed Income 20%	In-Line	Fixed Income (+0.5% 3Q18, +0.2% YTD)  High yield continues to lead the way in fixed income markets in 2018  (Prudential High Yield +2.3% 3Q18, +3.1% YTD); All fixed income strategies were positive for the quarter.

Manager details can be found in the Appendix.



### **CURRENT PORTFOLIO**

	Ticker	Market Value (as of 10/29)	Percentage of Portfolio	Change	Market Value (post rebalance)	Percentage of Portfolio	Policy Target	Policy Range	Difference
Total Operating & Short Term		\$29,363,254	100.0%	\$0	\$29,363,254	100.0%	100.0%		
Operating Assets	tingle u sex	\$28,287,689	96.3%	Bern College	\$28,287,689	96.3%	STATE OF THE STATE OF	60-100%	19. d. 16.40°
JPMorgan 100% U.S. Treas. MM Instl	JTSXX	\$17,105,549	58.3%		\$17,105,549	58.3%			
Star Plus*	-	\$2,527,081	8.6%		\$2,527,081	8.6%			
Star Ohio*	ar I 🐷	\$8,655,058	29.5%		\$8,655,058	29.5%			
Short-Term Assets		\$1,075,565	3.7%		\$1,075,565	3.7%		0-40%	
Vanguard Short-Term Federal Adm	VSGDX	\$1,075,565	3.7%		\$1,075,565	3.7%			
Total Long Term Reserves Pool		\$51,926,591	100.0%	\$0	\$51,926,591	100.0%	100.0%		
Domestic Equity		\$14,239,614	27.4%		\$14,239,614	27.4%	27.0%	20-35%	0.4%
Vanguard Instl Index	VINIX	\$10,220,742	19.7%		\$10,220,742	19.7%			
Vanguard Mid Cap Index Inv	VIMSX	\$2,020,989	3.9%		\$2,020,989	3.9%			
Loomis Sayles Small Growth Instl	LSSIX	\$1,043,125	2.0%		\$1,043,125	2.0%			
Victory Integrity Small Cap Value Y	VSVIX	\$954,758	1.8%		\$954,758	1.8%			
International Equity		\$3,678,523	7.1%		\$3,678,523	7.1%	8.0%	0-15%	-0.9%
William Blair International Growth I	BIGIX	\$1,808,753	3.5%		\$1,808,753	3.5%			
Dodge & Cox International Stock	DODFX	\$1,869,770	3.6%		\$1,869,770	3.6%			
Alternatives		\$7,794,790	15.0%		\$7,794,790	<u>15.0%</u>	15.0%	0-20%	0.0%
JPMorgan Strategic Income Opps Fd	JSOSX	\$2,094,053	4.0%		\$2,094,053	4.0%			
Wells Fargo Adv Absolute Return I	WABIX	\$2,024,083	3.9%		\$2,024,083	3.9%			
Diamond Hill Long-Short Y	DIAYX	\$2,085,841	4.0%		\$2,085,841	4.0%			
Brookfield Global Real Estate	BLRIX	\$1,590,814	3.1%		\$1,590,814	3.1%			
Fixed Income		\$26,213,606	50.5%		\$26,213,606	50.5%	50.0%	35-75%	0.5%
YSU Short Term Bond	PCA SMA	\$11,170,623	21.5%		\$11,170,623	21.5%			
Lord Abbett Short Duration	LLDYX	\$2,308,089	4.4%		\$2,308,089	4.4%			
DFA Five-Year Global	DFGBX	\$1,845,235	3.6%		\$1,845,235	3.6%			
JPMorgan Core Bond Fund Sel	WOBDX	\$4,508,200	8.7%		\$4,508,200	8.7%			
YSU Intermediate Term Fixed	PCA SMA	\$3,956,132	7.6%		\$3,956,132	7.6%			
Prudential High Yield Bond R6	PHYOX	\$2,425,327	4.7%		\$2,425,327	4.7%			
Cash & Cash Equivalents		\$56	0.0%		<u>\$56</u>	0.0%	0.0%	0-5%	0.0%
Equity Account Cash	_	\$56	0.0%		\$56	0.0%	3.070	00/0	0.070
Total University Assets	1000	\$81,289,845			\$81,289,845				

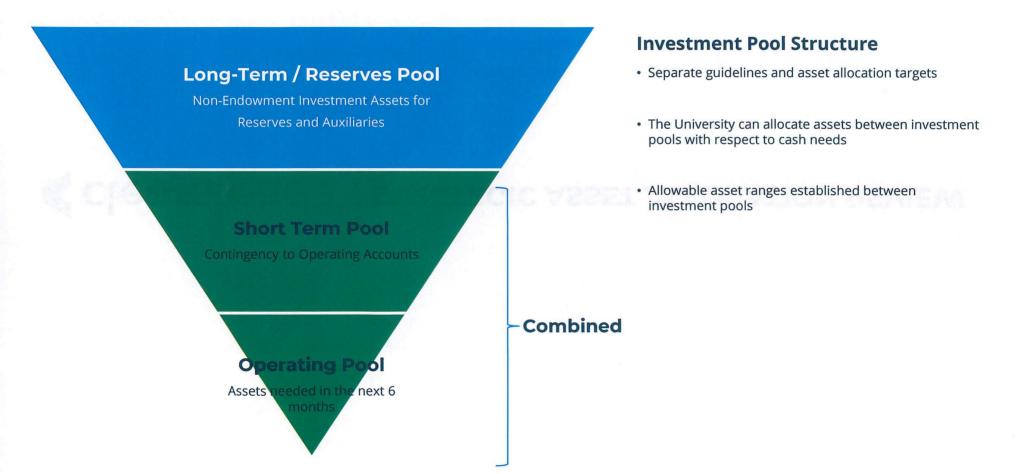






STRATEGIC ASSET ALLOCATION REVIEW

# STRATEGIC ASSET ALLOCATION REVIEW: LIQUIDITY MANAGEMENT & INVESTMENT STRUCTURE





# STRATEGIC ASSET ALLOCATION REVIEW: FORWARD LOOKING ANALYSIS (LONG-TERM POOL)

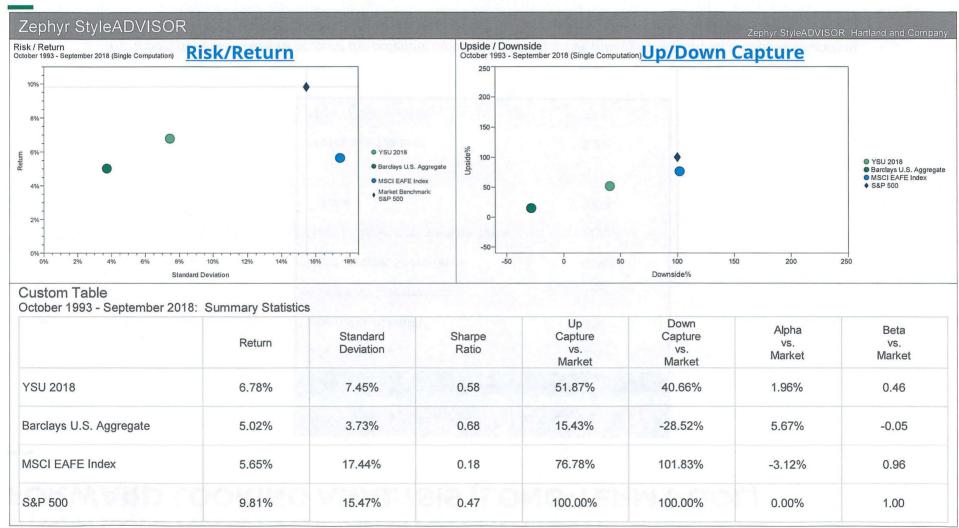
	YSU Long-Term Pool
U.S. Equity	27%
International Equity	8%
Alternative Investments	15%
Fixed Income: Short-Term	30%
Fixed Income: Intermediate-Term	20%
Total	100%
*Forecasted Return	5.2%
*Forecasted Volatility	7.1%

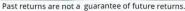
The model does not take into account the potential alpha added from active management and tactical asset allocation.

<sup>\*</sup> Forecasted returns and volatility come from the methodology detailed on the slide titled "Strategic Asset Allocation Review: Forecasted Market Returns and Volatility".



# STRATEGIC ASSET ALLOCATION REVIEW: LONG-TERM STATISTICS (BACK TESTED)







# STRATEGIC ASSET ALLOCATION REVIEW: ATTRIBUTION/ALLOCATION (LONG-TERM POOL)

Year	Investment Assets Cash Outflow	Investment Assets Cash Inflow	Year End (12/31) Equity %	Year End (12/31) Alternatives %	Year End (12/31) Fixed Income %	Calendar Year Return	Market Value (12/31)
2010	\$0	+\$46,871,000 (Creation of LT Pool)	19.2%	0%	80.8%	+5.5%	\$50,383,000
2011	-\$8,000,000	\$0	24.9%	0%	75.1%	+1.9%	\$43,392,000
2012	\$0	\$0	27.1%	0%	72.9%	+6.4%	\$46,190,324
2013	\$0	\$0	33.8%	0%	66.2%	+8.7%	\$50,249,454
2014	\$0	\$0	37.7%	0%	62.3%	+4.5%	\$52,491,768
2015	\$0	\$0	35.0%	11.9%	53.2%	-0.5%	\$52,324,443
2016	\$0	\$0	36.5%	15.6%	47.9%	+4.0%	\$54,892,466
2017	\$0	\$0	37.0%	15.1%	47.8%	+10.5%	\$60,625,347
YTD 2018	-\$8,000,000	\$0	36.7%	14.9%	48.4%	+2.6%	\$54,427,514



## STRATEGIC ASSET ALLOCATION REVIEW: YSU ASSET ALLOCATION GUIDELINES

Operating & Short Term Pool		Allocation	
Asset Class/Investment Strategy	Pool Target	Pool Range	<u>Total Range</u>
Total Cash/Operating Assets	n/a	60-100%	
Total Short-Term Fixed Income	n/a	0-40%	
			25-50%
Long Term/Reserves Pool			
Total Domestic Equity	27%	20-35%	
Total International Equity	8%	0-15%	
Total Equity	35%	25-45%	
Total Alternatives	15%	0-20%	
Total Short-Term Fixed Income	30%	25-45%	
Total Intermediate-Term Fixed Income	20%	10-30%	
Cash	<u>0%</u>	0-5%	
	100%		50-75%

Hartland has reviewed YSU's Asset Allocation Guidelines and recommends no changes to the current guidelines at this time.

The current asset allocation strategy conservatively factors:
- Adherence with State of Ohio guidelines
- Contingency for cash flow fluctuations in operating funds
- Adequate liquidity
- Growth opportunity through equity allocation

- Diversification with the incorporation of alternative investments



## STRATEGIC ASSET ALLOCATION REVIEW: ALLOCATION COMPARISONS VS. STATE UNIVERSITIES

ALABATA I

	Current YSU Allocation (ST & LT Pool)	Small State University	Small State University	Mid-Sized State University	Mid-Sized State University	Mid-Sized State University	Mid-Sized State University	Large State University	Large State University	Large State University
Equity	26%	0%	38%	2%	12%	17%	46%	33%	40%	17%
Alternatives	11%	0%	0%	37%	0%	3%	20%	19%	30%	45%
Fixed Income & Cash	63%	100%	62%	61%	88%	80%	34%	47%	0%	37%

Source: State of Ohio Auditor; FY 2017; Asset size range: \$20MM-\$6.1B.



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ENDOWMENT ASSETS:
PERFORMANCE & ASSET ALLOCATION
REVIEW

#### **ENDOWMENT ASSETS: PERFORMANCE & ASSET ALLOCATION**

Endowment Assets	Market Value	Asset Allocation	Composition	3Q2018	YTD	1 Yr	2 Yrs	3 Yrs	5 Yrs	2017	2016	2015
YSU Endowment Fund	\$10.9 MM	77% Equity / 23% Fixed Income & Cash	Stocks, Bonds, Mutual Funds	4.6%	4.2%	9.1%	10.3%	9.7%	8.6%	14.2%	8.5%	-0.3%
			Benchmark <sup>1</sup>	4.6%	5.6%	10.0%	10.4%	10.8%	9.2%	14.2%	8.3%	1.3%
Kilcawley Center	\$114,824	60% Equity / 40% Fixed Income	Mutual Fund	4.2%	5.6%	9.8%	10.2%	13.8%	6.7%	13.8%	4.9%	-5.3%
			Benchmark <sup>1</sup>	4.6%	5.6%	10.0%	10.4%	10.8%	9.2%	14.2%	8.3%	1.3%
Alumni License Plate Account	\$74,276	60% Equity / 40% Fixed Income	Mutual Fund	3.6%	5.0%	9.2%	9.3%	10.8%	8.1%	10.3%	13.8%	-0.2%
			Benchmark <sup>1</sup>	4.6%	5.6%	10.0%	10.4%	10.8%	9.2%	14.2%	8.3%	1.3%

#### Compliance

- Asset Allocation Guidelines: 70% Equities (60-80%) / 30% Cash & Fixed Income (20-40%)
  - YSU Endowment (In-Line)
  - Kilcawley Center (In-Line)
  - Alumni (In-Line)
- · Equity & Fixed Income Guidelines
  - YSU Endowment (In-Line)
  - Kilcawley Center (In-Line)
  - Alumni (In-Line)

1) 60% S&P 500 / 40% BBgBarc US Aggregate. See page 27 in appendix for detail on holdings.

Kilcawley Center & Alumni License Plate accounts- Transition to PNC as custodian completed on 11/1/2017. Historical allocation to single stock and bond positions resulted in large differences relative to benchmark. Both accounts are now currently invested in one low cost, balanced Vanguard mutual fund.





#### **APPENDIX**

### **ASSET ALLOCATION GUIDELINES COMPLIANCE**

As of September 30, 2018

Total Plan Asset Allocation Policy	Range	Current
Operating & Short-Term Pool	25% - 50%	37%
Long Term/ Reserves Pool	50% - 75%	63%

Operating & Short-Term Pool	Range	Current
Operating Assets	60% - 100%	97%
Short-Term Assets	0% - 40%	3%

Long Term/ Reserves Pool	Target	Range	Current
Domestic Equity	27%	20% - 35%	29%
International Equity	8%	0% - 15%	8%
Total Equity	35%	25% - 45%	37%
Alternatives	15%	0%-20%	15%
Short-Term Fixed Income	30%	25% - 45%	28%
Intermediate Fixed Income	20%	10% - 30%	20%
Cash & Cash Equivalents	0%	0% - 5%	0%

In Line Within Tolerance Review



### **SCHEDULE OF ASSETS**

	Asset Class	Market Value 6/30/18 (\$)	Market Value 9/30/18 (\$)	% of Total Plan	% of Pool
Total University Assets		71,560,137	86,793,938	100.0	100.0
Total Operating & Short Term		18,387,166	32,366,424	37.3	100.0
JPMorgan 100% U.S. Tr Sec MM Inst	Cash	4,189,327	20,108,711	23.2	62.1
Star Plus	Cash	2,513,740	2,527,081	2.9	7.8
Vanguard Short-Term Federal Adm	US Fixed Income Short Term	1,073,960	1,075,573	1.2	3.3
STAR Ohio		10,610,139	8,655,058	10.0	26.7
Total Long Term/ Reserves Pool		53,172,971	54,427,514	62.7	100.0
Total Domestic Equity		14,820,629	15,831,208	18.2	29.1
Vanguard Institutional Index	US Stock Large Cap Core	10,459,505	11,265,052	13.0	20.7
Vanguard Mid Cap Index Inv	US Stock Mid Cap Core	2,177,340	2,278,123	2.6	4.2
Loomis Sayles Sm Growth Instl	US Stock Small Cap Growth	1,113,023	1,205,075	1.4	2.2
Victory Integrity Small Value Y	US Stock Small Cap Value	1,070,761	1,082,958	1.2	2.0
Total International Equity		4,634,416	4,139,298	4.8	7.6
William Blair International Growth I	International	2,352,483	2,095,607	2.4	3.9
Dodge & Cox Internat'l Stock	International	2,281,933	2,043,691	2.4	3.8
Total Alternatives		7,826,231	8,119,612	9.4	14.9
JPMorgan Strategic Income Opps Sel	Absolute Return	-	2,106,766	2.4	3.9
Wells Fargo Adv Absolute Return Instl	All Assets	2,313,674	2,118,314	2.4	3.9
Diamond Hill Long-Short Y	Long/Short Equity	2,362,147	2,241,282	2.6	4.1
Brookfield Global Listed Real Estate I	Global Real Estate	1,435,072	1,653,250	1.9	3.0
Total Fixed Income		25,822,566	26,337,340	30.3	48.4
JPMorgan Core Bond	US Fixed Income Core	4,632,174	4,521,630	5.2	8.3
YSU Intermediate Term Bond	US Fixed Income Core	3,976,479	3,988,956	4.6	7.3
PGIM High Yield R6	US Fixed Income High Yield	2,419,220	2,475,510	2.9	4.5
YSU Short Term Bond	US Fixed Income Short Term	11,147,184	11,199,709	12.9	20.6
Lord Abbett Short Duration Income I	US Fixed Income Short Term	1,813,558	2,313,071	2.7	4.2
DFA Five-Yr Global Fxd-Inc I	US Fixed Income Short Term	1,833,951	1,838,465	2.1	3.4
Total Cash & Cash Equivalents		69,130	56	0.0	0.0
PNC Govt MMkt	Global Fixed Income	69,130	56	0.0	0.0



			En	ding S	eptemb	er 30, 2	2018			Cale	ndar Y	'ears	
	2018 Q3 (%)	YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	2017 (%)	2016 (%)	2015 (%)	Inception (%)	Inception Date
Total University Assets	2.0	2.6	4.5	5.4	5.1	3.7	4.0	4.0	7.8	4.0	-0.5	3.9	Mar-04
Total Policy Benchmark	1.4	2.2	3.6	3.9	3.8	2.8	2.9	2.9	5.4	2.7	0.2	3.1	
Total Operating & Short Term	0.5	1.1	1.3	0.9	0.7	0.5	0.3		0.7	0.3	0.1	0.3	Jun-10
Total Operating & Short Term Benchmark	0.5	1.3	1.5	1.1	0.8	0.5	0.4	0.4	0.8	0.4	0.1	0.4	
JPMorgan 100% U.S. Tr Sec MM Inst	0.4	1.2	1.4	1.0	0.7	0.4	0.3	0.2	0.7	0.2	0.0	0.3	Sep-11
ICE BofAML 91 Days T-Bills TR	0.5	1.3	1.6	1.1	0.8	0.5	0.4	0.3	0.9	0.3	0.0	0.4	
Money Market - Taxable MStar MF Rank	49	44	48	54	53	53	56	61	55	60	93	56	
Vanguard Short-Term Federal Adm	0.2	0.0	-0.2	0.0	0.6	0.8	0.8	1.8	0.8	1.2	0.8	1.0	Sep-10
BBgBarc US Govt 1-5 Yr TR	0.1	-0.2	-0.6	-0.3	0.3	0.7	0.7	1.7	0.7	1.0	0.9	0.9	
Short Government MStar MF Rank	37	56	58	54	25	32	30	27	31	17	14	28	
STAR Plus	0.5	1.2	1.4	1.0	0.8	-	4 Kan -	-	0.7	0.4	0.2	0.6	Jan-14
ICE BofAML 91 Days T-Bills TR	0.5	1.3	1.6	1.1	0.8	0.5	0.4	0.3	0.9	0.3	0.0	0.5	
STAR Ohio	0.5		-	100-	-	-	-		-	-	-	0.5	Jun-18
ICE BofAML 91 Days T-Bills TR	0.5	1.3	1.6	1.1	0.8	0.5	0.4	0.3	0.9	0.3	0.0	0.5	
Total Long Term/ Reserves Pool	2.4	2.6	5.1	6.7	6.6	5.0	5.7		10.5	4.9	-0.3	5.2	Jun-10
Total Long Term/ Reserves Fund Benchmark	2.2	2.8	5.2	6.3	6.3	4.7	5.2	4.8	9.3	4.7	0.3	4.7	
Total Domestic Equity	6.8	10.6	17.4	18.3	16.8	13.1	16.8	NO.	21.6	11.7	0.7	15.6	Jun-10
Russell 3000	7.1	10.6	17.6	18.1	17.1	13.5	16.9	12.0	21.1	12.7	0.5	15.7	
Vanguard Institutional Index	7.7	10.5	17.9	18.2	17.3	13.9	16.9	12.0	21.8	11.9	1.4	15.8	Jun-10
S&P 500	7.7	10.6	17.9	18.3	17.3	13.9	16.9	12.0	21.8	12.0	1.4	15.8	
Large Blend MStar MF Rank	24	23	23	29	13	14	27	30	32	28	24	23	



			En	ding S	eptemb	er 30, 2	2018			Calendar Years						
	2018 Q3 (%)	YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	2017 (%)	2016 (%)	2015 (%)	Inception (%)	Inceptior Date			
Vanguard Mid Cap Index Inv	4.6	7.3	13.4	14.3	13.8	11.7	15.9	12.4	19.3	11.2	-1.3	13.7	Sep-10			
Vanguard Mid Cap Index Benchmark	4.7	7.4	13.4	14.4	13.8	11.7	16.0	12.5	19.3	11.2	-1.3	13.7	E gan a			
Mid-Cap Blend MStar MF Rank	36	35	41	48	45	21	30	11	16	74	19	27				
Loomis Sayles Sm Growth Instl	8.3	24.2	29.8	27.0	19.9	12.5	17.8	13.8	26.9	5.7	1.1	16.4	Sep-10			
Russell 2000 Growth	5.5	15.8	21.1	21.0	18.0	12.1	17.5	12.7	22.2	11.3	-1.4	15.0				
Small Growth MStar MF Rank	37	25	28	20	31	40	34	34	22	85	20	24				
Victory Integrity Small Value Y	1.1	2.2	7.9	14.5	13.2	9.3	15.5	11.9	12.4	24.4	-6.7	12.8	Sep-10			
Russell 2000 Value	1.6	7.1	9.3	14.8	16.1	9.9	15.3	9.5	7.8	31.7	-7.5	12.4				
Small Value MStar MF Rank	53	86	44	30	58	50	32	8	19	61	62	26				
Total International Equity	0.4	-4.0	-1.3	10.0	8.7	4.5	8.5	-	26.6	2.7	-5.9	5.1	Sep-10			
MSCI EAFE	1.4	-1.4	2.7	10.6	9.2	4.4	8.3	5.4	25.0	1.0	-0.8	5.9				
MSCI ACWI ex USA	0.7	-3.1	1.8	10.3	10.0	4.1	7.2	5.2	27.2	4.5	-5.7	4.8				
William Blair International Growth I	0.0	-1.7	2.9	10.4	9.1	5.3	9.3	6.8	29.5	-2.5	0.0	8.3	Jun-12			
MSCI ACWI ex USA	0.7	-3.1	1.8	10.3	10.0	4.1	7.2	5.2	27.2	4.5	-5.7	7.1				
Foreign Large Growth MStar MF Rank	63	71	67	60	65	65	61	45	66	60	68	62				
Dodge & Cox Internat'l Stock	0.8	-6.4	-5.3	9.5	8.2	3.7	8.5	5.9	23.9	8.3	-11.4	5.6	Sep-10			
MSCI EAFE	1.4	-1.4	2.7	10.6	9.2	4.4	8.3	5.4	25.0	1.0	-0.8	5.9	CH ENTRO			
Foreign Large Value MStar MF Rank	52	93	96	44	41	53	26	18	43	18	95	35				
Total Alternatives	1.5	-0.4	2.3	3.8	4.6				7.9	3.5		1.5	Mar-15			
Total Alternatives Benchmark	0.1	0.8	3.3	4.2	4.3		-		8.4	1.5		2.1				



			En	ding S	eptemb	er 30, 2	2018			Cale	ndar Y	'ears	
	2018 Q3 (%)	YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	2017 (%)	2016 (%)	2015 (%)	Inception I (%)	Inception Date
JPMorgan Strategic Income Opps Sel	1.0	2.1	2.3	3.3	4.4	2.6	3.7	1000	3.3	9.2	-2.2	-	Sep-18
BBgBarc US Universal TR	0.3	-1.4	-1.0	0.0	2.0	2.5	2.6	4.2	4.1	3.9	0.4		
Multisector Bond MStar MF Rank	62	9	23	37	54	80	74		96	26	65		
Wells Fargo Adv Absolute Return Instl	0.4	-1.3	1.3	4.7	5.1	2.6	-	-	12.6	3.0	-4.6	1.4	Mar-15
HFRI Fund of Funds Composite Index	0.3	1.0	3.1	4.8	3.3	3.2	3.6	2.6	7.8	0.5	-0.3	1.9	
Diamond Hill Long-Short Y	5.6	3.9	7.0	7.8	8.2	6.5	9.7	6.0	6.0	10.5	-1.4	5.4	Mar-15
HFRX Equity Hedge Index	-1.1	-0.9	1.8	4.8	3.2	2.4	3.2	0.8	10.0	0.1	-2.3	1.2	
Long-Short Credit Mstar MF Rank	1	21	1	1	1	1	1		10	10	42	15	
Brookfield Global Listed Real Estate I	-2.1	-1.9	1.9	1.2	5.8	6.2	-	-	10.1	6.3	-1.4	1.3	Jul-17
FTSE NAREIT Developed	-0.3	0.1	3.7	2.1	6.2	5.4	9.3	6.0	10.4	4.1	-0.8	2.9	
Global Real Estate MStar MF Rank	87	73	87	86	59	30		-	81	10	72	85	
Total Fixed Income	0.5	0.2	0.2	0.6	1.2	1.5	1.5		2.4	1.6	0.8	1.9	Jun-10
Total Fixed Income Benchmark	0.3	0.0	-0.2	0.2	0.8	1.1	1.2	2.3	1.3	1.6	0.8	1.5	
JPMorgan Core Bond	0.0	-1.4	-1.0	-0.4	1.2	2.1	2.1	4.1	3.8	2.3	0.7	-1.5	Aug-17
BBgBarc US Aggregate TR	0.0	-1.6	-1.2	-0.6	1.3	2.2	2.0	3.8	3.5	2.6	0.6	-1.6	
Intermediate-Term Bond MStar MF Ra	ank 79	56	50	71	78	71	82	73	57	83	23	62	
YSU Intermediate Term Bond	0.3	-0.7	-0.8	-0.2	1.0	1.5	1.8	3.6	2.4	2.0	0.5	3.5	Mar-04
BBgBarc US Govt/Credit Int TR	0.2	-0.8	-1.0	-0.4	0.9	1.5	1.6	3.2	2.1	2.1	1.1	3.2	
Intermediate-Term Bond MStar MF Ra	ank 27	16	39	58	89	93	89	87	94	90	34	84	



			En	ding S	Calendar Years								
	2018 Q3 (%)	YTD (%)	1 Yr (%)	2 Yrs (%)	3 Yrs (%)	5 Yrs (%)	7 Yrs (%)	10 Yrs (%)	2017 (%)	2016 (%)	2015 (%)	Inception (%)	Inception Date
PGIM High Yield R6	2.3	3.1	3.5	6.2	7.9	5.8	-	_	7.8	15.3	-2.6	6.2	Dec-16
BBgBarc US High Yield TR	2.4	2.6	3.0	5.9	8.1	5.5	7.6	9.5	7.5	17.1	-4.5	5.7	
High Yield Bond MStar MF Rank	31	15	22	27	16	10	-	-	27	30	38	13	
YSU Short Term Bond	0.5	0.5	0.4	0.6	0.8	0.9	1.0	1.9	1.1	1.1	0.6	2.4	Mar-04
ICE BofAML 1-3 Yrs US Corp & Govt TR	0.4	0.5	0.3	0.5	0.7	0.8	0.9	1.7	0.9	1.3	0.7	2.2	
Short-Term Bond MStar MF Rank	65	60	67	81	90	93	93	95	89	90	46	75	
Lord Abbett Short Duration Income I	0.6	0.9	1.1	1.8	2.4	2.2	2.9	4.4	2.7	4.0	0.9	1.1	Mar-18
ICE BofAML 1-3 Yrs US Corp & Govt TR	0.4	0.5	0.3	0.5	0.7	0.8	0.9	1.7	0.9	1.3	0.7	0.6	
Short-Term Bond MStar MF Rank	53	32	25	23	19	12	7	7	14	12	23	25	
DFA Five-Yr Global Fxd-Inc I	0.2	0.4	0.3	0.3	1.2	1.7	1.8	3.0	2.0	1.8	1.4	1.8	Jun-13
FTSE WGBI 1-5 Yr Hdg USD	0.2	0.6	0.7	0.6	1.0	1.3	1.3	1.9	1.1	1.5	1.0	1.3	
World Bond MStar MF Rank	24	19	29	55	87	50	55	72	93	80	3	50	
Total Cash & Cash Equivalents	0.5			-		-	-		-		-	0.8	Mar-18
ICE BofAML 91 Days T-Bills TR	0.5	1.3	1.6	1.1	0.8	0.5	0.4	0.3	0.9	0.3	0.0	0.9	
PNC Govt MMkt	0.5	_		-	_				-	-	_	0.8	Mar-18
ICE BofAML 91 Days T-Bills TR	0.5	1.3	1.6	1.1	0.8	0.5	0.4	0.3	0.9	0.3	0.0	0.9	

<sup>-</sup> Total Policy Benchmark = 45% ICE BofAML 91 Days T-Bills TR / 17% ICE BofAML 1-3 Yrs US Corp & Govt TR / 11% BBgBarc US Govt/Credit Int TR / 8% Total Alternatives Benchmark / 15% Russell 3000 / 4% MSCI EAFE

<sup>-</sup> Total Fixed Income Benchmark = 64% ICE BofAML 1-3 Yrs US Corp & Govt TR / 36% BBgBarc US Govt/Credit Int TR



<sup>-</sup> Total Operating & Short Term Benchmark = 95% ICE BofAML 91 Days T-Bills TR / 5% BBgBarc US Govt 1-3 Yr TR

<sup>-</sup> Total Long Term/ Reserves Fund Benchmark = 27% Russell 3000 / 8% MSCI EAFE / 15% Total Alternatives Benchmark / 30% ICE BofAML 1-3 Yrs US Corp & Govt TR / 20% BBgBarc US Govt/Credit Int TR

<sup>-</sup> Vanguard Mid Cap Index Benchmark = 100% CRSP US Mid Cap TR USD

<sup>-</sup> Total Alternatives Benchmark = 25% FTSE NAREIT Developed / 75% HFRI Fund of Funds Composite Index

#### **ENDOWMENT HOLDINGS**

- YSU Endowment (Huntington)
  - Equity Mutual Funds 10% (6 Mutual Funds & ETFs)
  - Stocks 61% (45-60 U.S. Large Cap & Mid-Cap Stocks)
  - Fixed Income Mutual Funds 2% (Federated Total Return Bond)
  - o Bonds 23% (15 Bonds, U.S. Corporate / Gov't / Asset Backed Debt)
  - o Cash 4%
- Kilcawley (PNC)
  - Vanguard Balanced Index Fund (Adm) 100%
- Alumni License Plate (PNC)
  - Vanguard Balanced Index Fund (Adm) 100%



### VICTORY INTEGRITY SMALL CAP VALUE: STRATEGY OVERVIEW & PERFORMANCE DRIVERS

#### Team

Daniel Bandi, Adam Friedman and Daniel DeMonica are Portfolio Managers and Principals of the firm. They have been managing assets together since 1998, when the team was formed at National City. They are supported by a team of six fundamental analysts and one quantitative analyst. Decision making is one-on-one bases between the lead portfolio manager and sector analyst, allowing for decisions to be made quickly.

#### **Process**

A front-end screen comprised of three factors is run on a universe of 11,000 stocks. First, they screen for stocks with a market capitalization from \$100 million to \$2 billion. Then, to ensure liquidity, they screen for stocks with a trading volume of \$1 million per day. This reduces the universe to approximately 1,700 stocks. Finally, the narrowed small cap universe is screened for low P/B, P/S, P/CF and P/FCF ratios. Those stocks which fall in the cheapest 50% of this universe will be further evaluated.

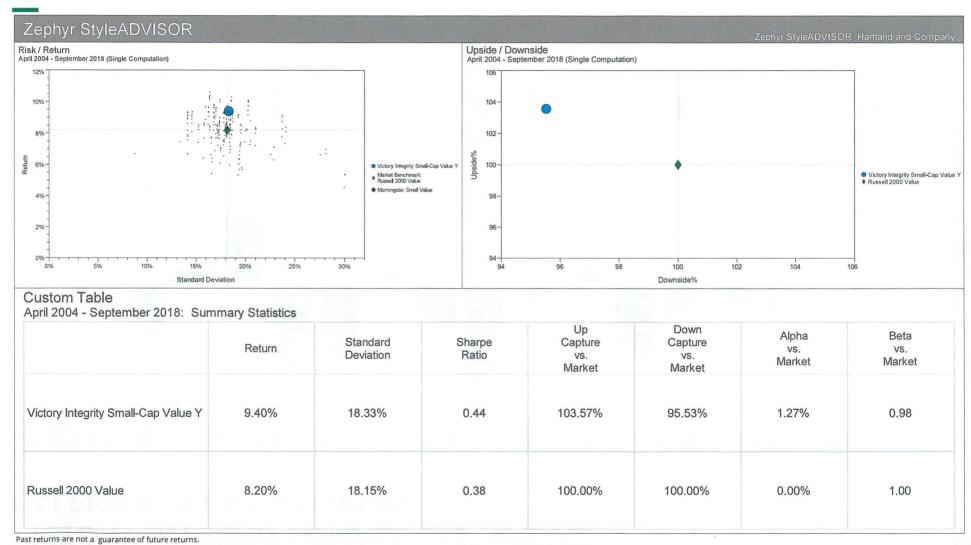
After the universe has been narrowed, stocks are recommended if they meet the criteria of right company, right price and right time. Right Company - The team evaluates company management to ensure their interests are in line with shareholders. They want the management team to be adding value and disciplined in allocating capital. Right Price - They evaluate the statistical cheapness of a company relative to the universe, sector and history. They determine intrinsic value using multiple methods based off of modeled earnings and balance sheet growth. These methods include a discounted cash flow, discounted economic value added and dividend discount model. The overall goal is to balance upside potential with downside risk. Right Time - They look to identify a catalyst that will drive the share price higher. Catalyst can be company specific, industry or macroeconomic developments.

#### Recent Performance Drivers (underperformed by -313 bps in Q2-2018)

- Security selection in energy, financials, and materials were the main detractors to performance. Stock selection in industrials and health care hurt.
  - o Callon Petroleum Co. (CPE), Ultra Petroleum Corp. (UPL), and Nabors Industries Ltd. (NBR) were the largest detractors within energy. Callon Petroleum Co. (CPE) announced and completed an equity and debt offering to acquire additional acreage in the Permian. The current bottlenecks and takeaway capacity in the Permian will not be mitigated until mid-2019.
  - o In addition to the western gas differentials blowing out due to better weather, Ultra Petroleum Corp. (UPL) released disappointing results on one of its horizontal wells. The team exited the position.
- · Within financials, MGIC Investment Corp. (MTG), Stifel Financial Corp. (SF), and IBERIABANK Corp. (IBKC) hurt performance.
  - o MGIC Investment Corporation (MTG) succumbed to deteriorating pricing pressure, which was evident across the entire mortgage insurance complex.
  - o Both Stifel Financial Corp. (SF) and IBERIABANK Corp. (IBKC) sold off along with other interest rate sensitive stocks.
- Security selection in utilities and semiconductors were minor positives.
- From a style perspective, higher market capitalization and lower momentum were headwinds.
  - o Flows into small-cap ETFs were very sizeable and led to lower market cap stocks outperforming.
  - o According to Jefferies, only 12% of small-cap value managers outperformed for the quarter.
- The team has become more conservative in our outlook.
  - o Previously, they believed that cooler heads would prevail in the global trade disputes; however, tariffs have been enacted or threatened to be enacted globally, and markets are adjusting to these uncertainties.

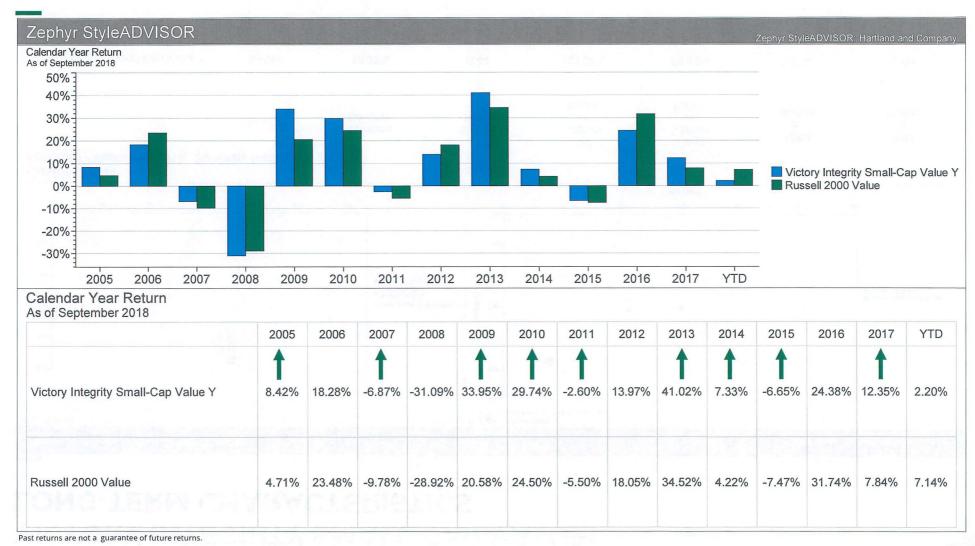


## VICTORY INTEGRITY SMALL CAP VALUE: LONG-TERM CHARACTERISTICS



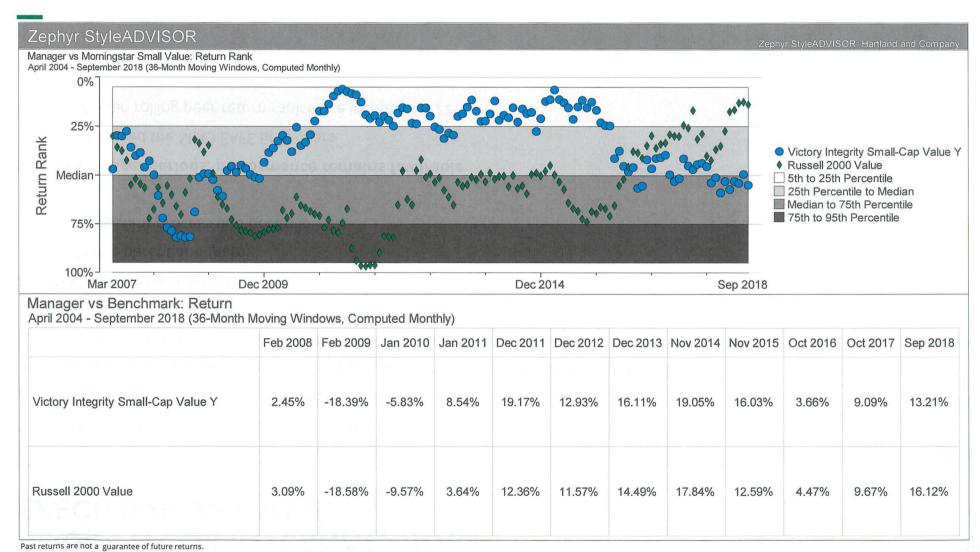


## VICTORY INTEGRITY SMALL CAP VALUE: CALENDAR YEAR RETURNS





### VICTORY INTEGRITY SMALL CAP VALUE: ROLLING PERIOD PEER RANKINGS





### DODGE & COX INTERNATIONAL: EXECUTIVE SUMMARY

#### 1. Performance has been challenged in 2018

- Exposure to Emerging Markets (26%)
- Deep value style and financial overweight position (29% vs. 21% for the MSCI EAFE Index)
- Underweight position in Japan (10% vs. 25% for the MSCI EAFE Index)

#### 2. No qualitative changes

- Stable parent and team
- Consistent process and portfolio

#### 3. Over longer periods, performance remains favorable

- Outpaced the MSCI EAFE 6/10 years
- Median rolling peer return rank since inception = 22<sup>nd</sup>

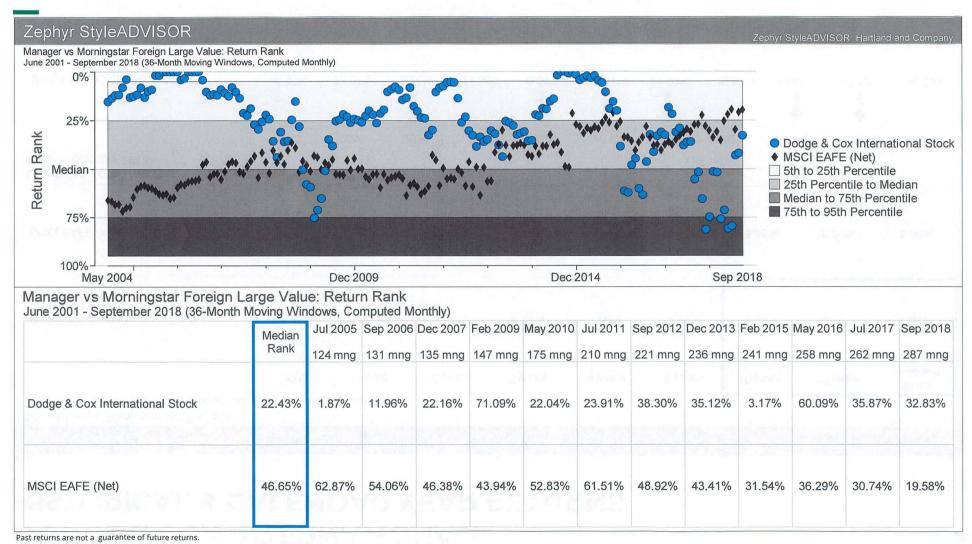


## DODGE & COX INTERNATIONAL: HISTORICAL & CALENDAR YEAR RETURNS

	YTD	1 yea	r 2	years	3 years	4 years	5 years	s 10 ye	ars 1	years	Since Inception
Dodge & Cox International Stock	-6.39%	-5.26°	% 9.	51%	8.20% 1.50%		3.74%	5.90	)% {	3.28%	7.31%
MSCI EAFE (Net)	-1.43%	2.749	% 10	.62%	9.23%	4.46%	4.42%	5.38	3%	3.80%	5.06%
Calendar Year Return	1										
As of September 2018											
As or September 2018	YTD	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
As of September 2018  Dodge & Cox International Stock	-6.39%	2017	2016	2015 -11.35%	2014	2013	2012	-15.97%	2010	2009 1 47.46%	2008 -46.69%



## DODGE & COX INTERNATIONAL: ROLLING PERIOD PEER RANKINGS





## STRATEGIC ASSET ALLOCATION REVIEW: FORECASTED MARKET RETURNS & VOLATILITY

Asset Class	Forecasted Return Methodology	Notes:
Traditional Asset Classes (e.g. public equity, MLPs, REITs, and fixed income)	Black-Litterman Model Expected Returns	<ul> <li>Risk free rate: 2.0%</li> <li>Risk premium: 4.0%</li> <li>Views added for US Large Cap Equity, REITs, MLPs and U.S. IG Bonds based on current yield and growth assumption</li> </ul>
Hedge Funds	Long/Short Equity / Event Driven = BL Large Cap Equity Expected Return Relative Value = Cash + 4%	Historical volatility and correlations
Private Equity	BL Large Cap Equity Expected Return + 4%	Historical volatility and correlations
Private Real Estate / Infrastructure	Public Real Estate + 1.5%	Historical volatility and correlations

	For									Correla	tions									
Asset	Return	Std. Dev.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1. U.S. Large/ Mid Cap Equity	7.5	15.3	1.0																	
2. U.S. Small Cap Equity	8.8	19.9	0.8	1.0																
3. Developed Int'l Equity	7.9	16.8	0.9	0.7	1.0															
4. Emerging Market Equity	10.2	23.6	0.8	0.7	0.8	1.0														
5. Equity Hedge	7.5	9.0	0.8	0.8	0.8	0.8	1.0													
6. Event-Driven	7.5	6.6	0.8	0.8	0.8	0.8	0.9	1.0												
7. Private Equity	11.5	10.7	0.8	0.7	0.7	0.6	0.8	0.8	1.0											
8. Relative Value	6.0	4.2	0.6	0.6	0.6	0.6	0.7	0.8	0.6	1.0										
9. Global Macro	6.0	5.6	0.3	0.3	0.4	0.4	0.5	0.5	0.4	0.3	1.0									
10. Private Real Estate	9.7	6.0	0.0	0.0	0.0	0.0	0.1	0.0	0.4	0.0	0.1	1.0								
11. Global REITs	8.2	17.8	0.7	0.7	0.8	0.7	0.6	0.6	0.5	0.6	0.3	0.0	1.0							
12. Master Limited Partnerships	9.1	16.6	0.4	0.4	0.4	0.4	0.4	0.5	0.3	0.6	0.2	0.0	0.4	1.0						
13. U.S. TIPS	2.7	5.6	0.0	0.0	0.1	0.1	0.1	0.1	-0.1	0.3	0.2	-0.2	0.3	0.1	1.0					
14. U.S. Core Bonds	2.5	3.4	-0.1	-0.1	0.0	0.0	0.0	-0.1	-0.3	0.1	0.2	-0.1	0.2	0.0	0.8	1.0				
15. Global Bonds	2.4	5.6	0.1	0.1	0.3	0.2	0.2	0.1	-0.1	0.2	0.3	-0.1	0.4	0.2	0.6	0.7	1.0			
16. Emerging Market Bonds	5.6	11.5	0.6	0.5	0.6	0.7	0.5	0.6	0.5	0.6	0.3	0.0	0.6	0.3	0.4	0.3	0.3	1.0		
17. U.S. Corp. High Yield Bonds	5.3	9.1	0.6	0.6	0.7	0.7	0.6	0.7	0.5	0.7	0.2	-0.2	0.7	0.6	0.3	0.2	0.3	0.6	1.0	
18. Cash	2.0	0.6	0.0	-0.1	-0.1	-0.1	0.1	0.0	0.1	0.1	0.1	0.2	-0.1	0.0	0.1	0.2	0.1	0.0	-0.1	1.0



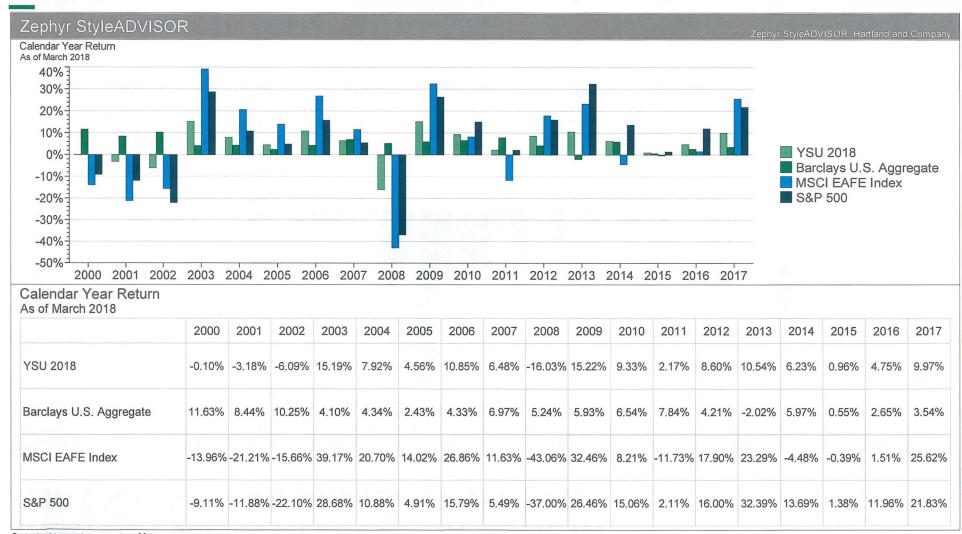
## STRATEGIC ASSET ALLOCATION REVIEW: PURPOSE DRIVEN FRAMEWORK

	The state of the s			
	Asset Class	Purpose	Forecasted Return	Forecasted Volatility
>	Domestic Large / Mid Cap	Growth	7.5%	15.3%
	Domestic Small Cap	Growth	8.8%	19.9%
rubile Equity	Developed International	Growth	7.9%	16.8%
5	Emerging Markets	Growth	10.2%	23.6%
מ	Event-Driven	Growth/Diversification	7.5%	6.6%
Alternatives	Equity Hedge	Growth/Diversification	7.5%	9.0%
נע	Relative Value	Growth/Diversification	6.0%	4.2%
<b>T</b>	Public Real Estate (REITs)	Growth/Diversification	8.2%	17.8%
D	Core Fixed Income	Income/Stability	2.5%	3.4%
בוצפת וווכסווופ	Global Bonds	Income/ Diversification	2.4%	5.6%
	Emerging Markets Debt	Income/Growth	5.6%	11.5%
XIL	High Yield	Income/Growth	5.3%	9.1%
	Cash	Liquidity	2.0%	0.6%

<sup>\*</sup> Forecasted returns and volatility come from the methodology detailed on the slide titled "Strategic Asset Allocation Review: Forecasted Market Returns and Volatility"



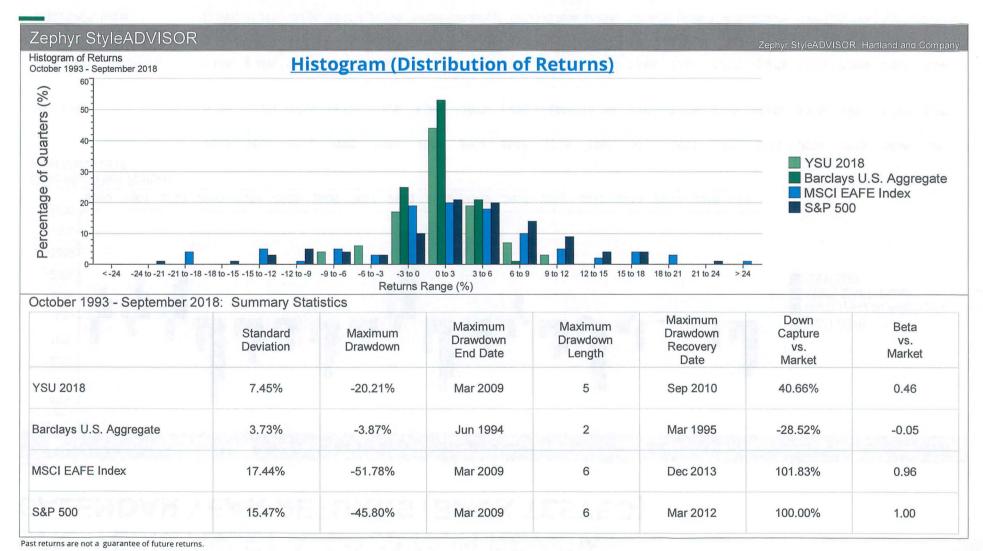
# STRATEGIC ASSET ALLOCATION REVIEW: CALENDAR YEAR RETURNS (BACK TESTED)







## STRATEGIC ASSET ALLOCATION REVIEW: RISK CHARACTERISTICS (BACK TESTED)





# STRATEGIC ASSET ALLOCATION REVIEW: PORTFOLIO SENSITIVITY ANALYSIS (LONG-TERM POOL)

#### **Equity and Interest Rate Sensitivity Analysis**

		110011562	Po	ortfolio Reti	urn (%) - 1 `	Year Estima	ate	THE BUILDING
				E	quity Retur	'n		
		25%	15%	5%	0%	-5%	-15%	-25%
e G	-1.0%	13.5%	8.7%	3.9%	1.5%	-0.9%	-5.7%	-10.5%
Change	-0.5%	12.7%	7.9%	3.1%	0.7%	-1.7%	-6.5%	-11.3%
5	0.0%	12.0%	7.2%	2.4%	0.0%	-2.4%	-7.2%	-12.0%
Kate	1.0%	10.6%	5.8%	1.0%	-1.4%	-3.8%	-8.6%	-13.4%
~	2.0%	9.1%	4.3%	-0.5%	-2.9%	-5.3%	-10.1%	-14.9%

Н	OM	to	rea	d
	CAA	LU	ICa	u.

A 1.0% increase in rates combined with a 15% decline in the S&P 500 would result in a return of approximately -8.6% for the Portfolio

		Portfolio Return (\$ in '000) - 1 Year Estimate						
		100		E	quity Retur	'n		
		25%	15%	5%	0%	-5%	-15%	-25%
ge	-1.0%	\$7,321	\$4,709	\$2,096	\$790	-\$516	-\$3,129	-\$5,742
Change	-0.5%	\$6,929	\$4,317	\$1,704	\$398	-\$908	-\$3,521	-\$6,133
S	0.0%	\$6,537	\$3,925	\$1,312	\$6	-\$1,300	-\$3,913	-\$6,525
Rate	1.0%	\$5,754	\$3,141	\$529	-\$778	-\$2,084	-\$4,696	-\$7,309
8	2.0%	\$4,970	\$2,357	-\$255	-\$1,561	-\$2,868	-\$5,480	-\$8,093

			Portfolio	Market Va	lue (\$ in '00	00) - 1 Year	Estimate	
				E	quity Retur	'n		
		25%	15%	5%	0%	-5%	-15%	-25%
96	-1.0%	\$61,749	\$59,137	\$56,524	\$55,218	\$53,912	\$51,299	\$48,686
Change	-0.5%	\$61,357	\$58,745	\$56,132	\$54,826	\$53,520	\$50,907	\$48,295
$\mathcal{S}$	0.0%	\$60,965	\$58,353	\$55,740	\$54,434	\$53,128	\$50,515	\$47,903
Rate	1.0%	\$60,182	\$57,569	\$54,957	\$53,650	\$52,344	\$49,732	\$47,119
8	2.0%	\$59,398	\$56,785	\$54,173	\$52,867	\$51,560	\$48,948	\$46,335

#### **Data Inputs**

Beginning Value: \$54.428 mm Portfolio Beta (S&P 500): 0.48

Fixed Income Duration: 3.2
Fixed Income YTM: 3.4%

\*Sources: Quarterly Report; Morningstar, Zephyr, Assumptions: For illustrative purposes only



## STRATEGIC ASSET ALLOCATION REVIEW: OBJECTIVES & RISK CONSIDERATIONS

#### **Portfolio Objectives**

The YSU non-endowment assets have performed well over a full market cycle.

Asset allocation is the most important determinant of portfolio risk and return - looking forward, it is important to align the asset allocation, structure and risk/return objectives of the non-endowment assets with those of the strategic focus of YSU.

- Compliance with Ohio Revised Code 3345.05 (25% average rule\*)
- o Support YSU cash-flow and financial needs both currently and in the future
- o Target a prudent level of investment return once risks have been mitigated

#### **Risk Considerations**

- Ohio Revised Code 3345.05
  - Short-Term pool provides compliance; additionally, approximately 10-15% of the Long-Term Pool assets provide additional support
- Liquidity
  - 100% of the Non-Endowment assets have daily liquidity
- Cash flow forecast
  - YSU does not anticipate needing to withdraw funds from the Long-Term Pool in the near-term
- Market value volatility
  - YSU staff and trustees have expressed a willingness to except modest increase in investment risk in pursuit of a higher investment return
- Cash flow cyclicality
  - The University's cash flows fluctuate over the year due to operations

<sup>\*</sup>A minimum of 25% of the average amount of the University's investment portfolio over the course of the previous fiscal year must be invested according to ORC guidelines (i.e. US government bonds, cash equivalents)



### **EXECUTIVE SUMMARY**

<u>Capital Markets</u>: The U.S. had another excellent quarter (+7.7%) while Emerging Markets (-1.1%) were dragged down by trade tension and currencies, particularly Turkey and Argentina.

**Stimulus "Trumps" Tariffs:** The estimated fiscal stimulus of 2017 tax reform is \$1 trillion. The U.S. has installed tariffs on \$250 billion of goods representing ~ half of the \$505 billion of U.S. imports from China.

<u>Divergent Economic Growth</u>: U.S. momentum continues to pull away from activity overseas. Eurozone growth appears to be moderating and China is grappling with trade issues. Q2 U.S. GDP growth was 4.2% with forecasted Q3 growth of 3.5%.

<u>"Gone Hiking"</u>: The Fed hiked an eighth time in this tightening cycle by 0.25% with the market expecting another rate hike in December. Looking to next year, the Fed forecasts three hikes for 2019.

<u>"QE to QT"</u>: The gradual pullback of monetary support is underway in the U.S. and has been started by the Bank of England. The European Central Bank looks set to begin their normalization while the Bank of Japan remains supportive lagging other central banks.

**Valuations:** Valuations are slightly above average in the U.S. and more attractive outside the U.S., which may be justified given greater uncertainties regarding growth and currency challenges.

**Earnings:** Earnings growth was again robust in the U.S., though the rate of growth is likely to slow based on tougher year-over-year comparisons. Q3 S&P 500 earnings growth expectations are 19.2%, a decline from Q2-18 growth of 25.0%.

**<u>Fixed Income</u>**: The U.S. Treasury curve shifted higher with modest flattening during the quarter. U.S. credit spreads narrowed, benefitting from solid fundamentals.

**Risks:** Trade tensions and less supportive monetary policy could pressure the rate of global growth.

Past performance is not a guarantee of future results. Asset classes represented by: Large Cap – S&P 500 Index; Emerging Markets – MSCI EM Index. Data as of 9/30/2018. Source: Zephyr Associates, Bloomberg, Factset as of 10/5/18, Strategas.



## **DASHBOARD: ECONOMIC INDICATORS**

Economic Indicators	2015	2016	2017	1Q18	2Q18	3Q18 or MRM
U.S. GDP	2.9	1.5	2.2	2.2	4.2	
Inflation (PCE Core)	1.3	1.8	1.5	1.8	2.0	2.0*
Labor Market						
Unemployment Rate	5.3	4.9	4.4	4.1	4.0	3.7
Labor Force Particip. Rate	62.7	62.8	62.8	62.9	62.9	62.7
Average Hourly Earnings	\$25.0	\$25.7	\$26.3	\$26.8	\$27.0	\$27.2
Initial Claims as % of Labor Force	0.18	0.17	0.15	0.14	0.14	0.13
ISM Manufacturing	51.3	51.5	57.5	59.3	60.2	59.8
ISM Non-Manufacturing	57.1	54.8	57.1	58.8	59.1	61.6
Industrial Production % change yoy	-1.0	-1.9	1.6	3.6	3.5	4.9*
Consumer Confidence Index (Conference Board)	98.0	99.6	120.5	127.0	127.1	138.4
Auto Sales yoy %	5.9	0.1	-1.6	0.3	2.6	-0.5
Retail Sales ex. Auto yoy %	0.4	2.3	4.8	4.9	6.3	7.3*
Housing Starts yoy %	10.6	6.3	2.6	7.0	7.7	9.4*
Existing Home Sales yoy %	6.4	3.9	1.8	-1.7	-2.4	-1.5*
New Home Sales yoy %	14.3	11.6	10.1	6.0	5.0	12.7*
S&P/Case-Shiller Home Price Index (20-city)	5.5	5.4	6.3	6.8	6.4	5.9*

Source: Bureau of Economic Analysis, Bureau of Labor Statistics, Institute for Supply Management, Federal Reserve System, Conference Board, U.S. Census Bureau, National Association of Realtors, Standard & Poors. Data as of 9/30/2018, unless indicated by an asterisk (\*), which indicates data as of 8/31/2018.



### **U.S. ECONOMY: A SNAPSHOT**

The divergence of growth between the U.S. economy and the rest of the world solidified through the year, and the capital market performance reflected this reality. During the third quarter, fundamentals at home remained strong without much change. The chart on the right shows that the largest shift in the economy year-to-date is in the manufacturing sector, PMI's hovering over 60, inflation firming up for durable goods, and new orders and production at a healthy pace.



The inner sections of the concentric hendecagon imply earlier stages of the economic cycle, with outer parts indicating later stages. Source: Clearstead.



### **S&P 500 EARNINGS & REVENUES**



- Expectations for Q3 and Q4 earnings growth remain robust, but estimates for Q1 and Q2 2019 earnings are in the mid-single digit range as year-over-year numbers become more difficult to beat.
- Revenue growth expectations are softening for the second half of the year into 2019.

Source: FactSet. Data as of 10/05/2018.



### SYNCHRONIZED GLOBAL GROWTH TAKES A PAUSE

	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	June 17	July 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	July 18	Aug 18	Sep 18
World	53.1	53.2	53.6	53.9	53.5	53.8	53.7	53.8	53.7	53.6	54.0	54.0	54.0	54.1	54.4	54.6	54.8	53.3	53.9	54.0	54.2	53.7	53.4	52.8
U.S.	54.3	55.9	56.4	56.4	57.6	55.4	57.5	56.9	57.4	54.2	55.7	59.9	59.9	57.5	56.3	59.8	59.6	58.9	56.9	58.6	59.2	56.0	58.8	61.4
Canada	51.1	51.5	51.8	53.5	54.7	55.5	55.9	55.1	54.7	55.5	54.6	55.0	54.3	54.4	54.7	55.9	55.6	55.7	55.5	56.2	57.1	56.9	56.8	54.8
U.K.	54.8	55.3	56.7	55.2	53.8	54.9	56.2	54.3	53.8	54.1	54.0	54.1	55.8	54.8	54.9	53.4	54.5	52.5	53.2	54.5	55.2	53.5	54.2	54.1
Eurozone	53.3	53.9	54.4	54.4	56.0	56.4	56.8	56.8	56.3	55.7	55.7	56.7	56.0	57.5	58.1	58.8	57.1	55.2	55.1	54.1	54.9	54.3	54.5	54.1
Germany	55.1	55.0	55.2	54.8	56.1	57.1	56.7	57.4	56.4	54.7	55.8	57.7	56.6	57.3	58.9	59.0	57.6	55.1	54.6	53.4	54.8	55.0	55.6	55.0
France	51.6	51.4	53.1	54.1	55.9	56.8	56.6	56.9	56.6	55.6	55.2	57.1	57.4	60.3	59.6	59.6	57.3	56.3	56.9	54.2	55.0	54.4	54.9	54.0
Italy	51.1	53.4	52.9	52.8	54.8	54.2	56.8	55.2	54.5	56.2	55.8	54.3	53.9	56.0	56.5	59.0	56.0	53.5	52.9	52.9	53.9	53.0	51.7	52.4
Greece	48.6	48.3	49.3	46.6	47.7	46.7	48.2	49.6	50.5	50.5	52.2	52.8	52.1	52.2	53.1	55.2	56.1	55.0	52.9	54.2	53.5	53.5	53.9	53.6
Ireland	54.0	55.5	58.4	59.3	57.8	56.9	61.1	59.5	57.6	57.0	58.2	57.6	56.0	57.7	60.2	59.0	56.8	53.7	57.6	57.7	58.1	56.8	58.4	58.4
Japan	51.3	52.0	52.8	52.3	52.2	52.9	52.6	53.4	52.9	51.8	51.9	51.7	53.4	52.2	52.2	52.8	52.2	51.3	53.1	51.7	52.1	51.8	52.0	50.7
Australia	50.9	54.2	55.4	51.2	59.3	57.5	59,2	54.8	55.0	56.7	54.1	53.1	53.1	54.3	55.5	54.2	54.3	55.4	55.3	55.6	52.9	52.3	52.0	52.5
EM	51.8	51.4	51.9	51.9	52.1	52.5	51.9	52.2	51.5	51.5	52.1	51.8	51.5	51.9	53.0	53.6	53.3	52.3	52.4	52.2	52.4	52.4	51.8	51.6
China	52.9	52.9	53.5	52.2	52.6	52.1	51.2	51.5	51.1	51.9	52.4	51.4	51.0	51.6	53.0	53.7	53.3	51.8	52.3	52.3	53.0	52.3	52.0	52.1
India	55.4	49.1	47.6	49.4	50.7	52.3	51.3	52.5	52.7	46.0	49.0	51.1	51.3	50.3	53.0	52.5	49.7	50.8	51.9	50.4	53.3	54.1	51.9	51.6
Russia	53.7	55.8	56.6	58.3	55.4	56.3	55.3	56.0	54.8	53.4	54.2	54.8	53.2	56.3	56.0	54.8	55.2	53.2	54.9	53.4	52.0	51.7	52.1	53.5
Brazil	44.9	45.3	45.2	44.7	46.6	48.7	50.4	50.4	48.5	49.4	49.6	51.1	49.5	48.9	48.8	50.7	53.1	51.5	50.6	49.7	47.0	50.4	47.8	47.3
S. Africa	50.5	50.8	51.6	51.3	50.5	50.7	50.3	50.2	49.0	50.1	49.8	48.5	49.6	48.8	48.4	49.0	51.4	51.1	50.4	50.0	50.9	49.3	47.2	48.0

- While the U.S. economy remains strong, the rate of growth in the outside world continues to lag
- Out of the 15 countries listed, 13 are reporting PMI figures above 50, which indicates expansion. Various emerging markets countries, including China, are dealing with trade uncertainties and currency challenges.
- U.S. is showing the strongest expansion with a PMI of 61.4, and Germany, France, and Ireland are leading the group in the Eurozone. Brazil continued to contract, with South Africa joining the slowdown.

Source: Bloomberg. The above numbers represent the composite Purchasing Managers Index (PMI), unless otherwise indicated. PMI indicates the health of the economy, where a number above "50" indicates expansion and below "50" implies contraction. World (JPMorgan); U.S. (ISM); Canada, Eurozone, Germany, France, Greece, EM, Russia, Brazil (Markit); U.K. (Markit/CIPS); Italy (Markit/ADACI); Ireland (Investec); Japan, India (Nikkei); Australia (Australian Industry Group); China (Caixin); South Africa (Standard Bank). All numbers are "composite," both manufacturing and non-manufacturing, except for Canada, Greece, and Australia. The indexes for those countries are for the manufacturing sector, based on availability.



### **INTERNATIONAL RETURNS & COUNTRY WEIGHTING**

De	veroped ivid	arkets	
	USD Return	Local Return	Weighting
AUSTRALIA	-0.9%	1.2%	6.8%
AUSTRIA	0.2%	0.8%	0.2%
BELGIUM	-5.2%	-4.7%	1.0%
DENMARK	2.3%	2.9%	1.7%
FINLAND	3.2%	3.7%	1.1%
FRANCE	2.8%	3.4%	11.2%
GERMANY	-0.6%	-0.1%	9.4%
HONG KONG	-1.0%	-1.2%	3.5%
IRELAND	-5.4%	-4.9%	0.5%
ISRAEL	5.1%	4.8%	0.6%
ITALY	-4.5%	-4.0%	2.3%
JAPAN	3.7%	6.3%	24.6%
NETHERLANDS	-1.5%	-1.1%	3.3%
NEW ZEALAND	2.4%	4.6%	0.2%
NORWAY	6.7%	6.6%	0.8%
PORTUGAL	-0.6%	0.0%	0.2%
SINGAPORE	2.2%	2.4%	1.3%
SPAIN	-2.4%	-1.9%	3.0%
SWEDEN	7.0%	6.4%	2.7%
SWITZERLAND	7.3%	5.5%	8.3%
UNITED KINGDOM	-1.7%	-0.4%	17.5%

**Developed Markets** 

	0 0		
	USD Return	Local Return	Weighting
BRAZIL	6.1%	10.1%	6.2%
CHILE	-2.0%	-0.7%	1.1%
CHINA	-7.5%	-7.6%	31.0%
COLOMBIA	-2.5%	-1.4%	0.5%
CZECH REPUBLIC	4.0%	3.6%	0.2%
EGYPT	-6.8%	-6.7%	0.1%
GREECE	-17.6%	-17.2%	0.3%
HUNGARY	4.7%	3.4%	0.3%
INDIA	-2.3%	3.4%	8.5%
INDONESIA	2.0%	6.0%	2.0%
KOREA	0.7%	0.2%	14.9%
MALAYSIA	3.8%	6.4%	2.4%
MEXICO	6.9%	1.7%	3.2%
PERU	-2.1%	-2.1%	0.4%
PHILIPPINES	1.0%	2.2%	1.0%
POLAND	10.6%	8.9%	1.2%
RUSSIA	6.2%	10.2%	3.7%
SOUTH AFRICA	-7.4%	-4.4%	6.1%
TAIWAN	6.5%	6.7%	12.3%
THAILAND	13.6%	10.9%	2.5%
TURKEY	-20.5%	4.2%	0.6%

**Emerging Markets** 

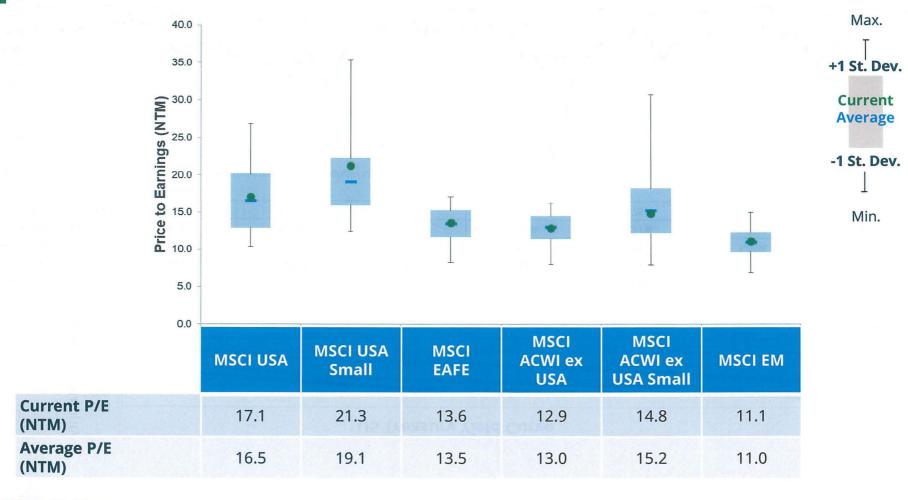
EAFE	1.4%	2.4%	
	1.470	2.770	

1% 0.0%

Past performance is no guarantee of future results. Q3-18 Returns. Source: MSCI Barra.
Data as of 9/30/2018.



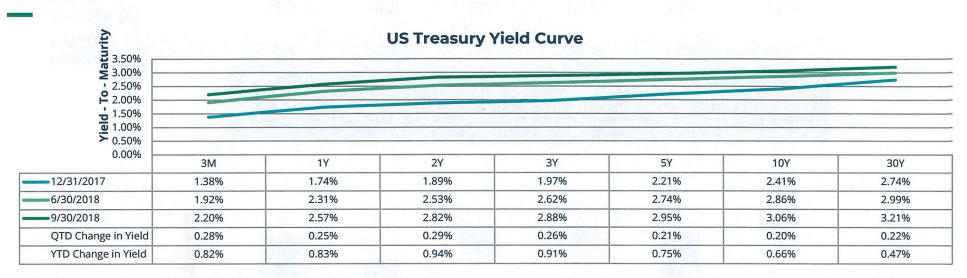
## **GLOBAL EQUITY VALUATIONS**

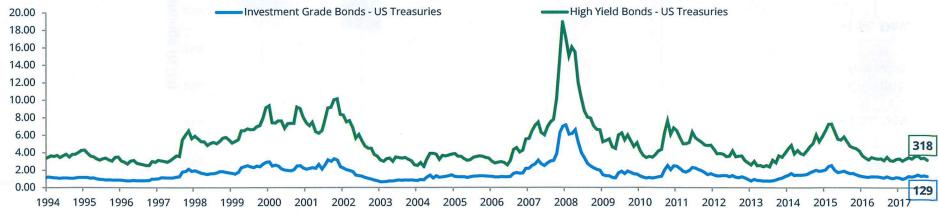


Average taken over full index history. Source: Bloomberg. Data as of 9/30/2018.



## FIXED INCOME: RISING YIELDS, TIGHT SPREADS





Past performance is no guarantee of future results. US Treasuries – BarCap US Gov't 10-Yr Treasury; Investment Grade Bonds – BarCap BAA Corp; High Yield Bonds - BarCap US High Yield. Source: Bloomberg. Data as of 9/30/2018.



## \$422 BILLION TRADE WAR LARGELY AIMED AT CHINA

## Tariff Rhetoric Surprise

- 22-Jan: Trump implements 30% tariff on solar panels and 30% tariff on washing machines (\$450 million)
- 16-Feb: Dept. of Commerce releases report finding imports of steel & aluminum threaten US national security
- 1-Mar: Trump announces 25% on steel imports and 10% tariff on aluminum imports
- 22-Mar: Trump announces temporary exemptions for Canada, Mexico, EU, Australia, S. Korea, Brazil, and Argentina
- 23-Mar: Trump implements steel & aluminum tariffs on China, Russia, Japan, and others
- 28-March: South Korea is granted a permanent exemption for steel & aluminum tariffs; 25% tariff on Korean trucks is extended until 2041

## Trade Tariff Scorched Earth

- 2-Apr: China retaliates with tariffs on \$2.4 billion worth of meat, wine, fruit, nuts, etc. from the U.S.
- 3-Apr: Trump announces \$50 billion of Chinese good subject further 25% tariffs in July
- 4-Apr: China announces retaliatory tariffs on \$50 billion worth of soybeans and other goods from the U.S.
- 1-Jun: Trump imposes 25% tariff on steel & 10% on aluminum for the EU, CAN, MX
- **5-Jun:** Mexico imposes tariffs on steel, pork, cheese, whiskey, and other products worth \$3 billion US imports
- 22-Jun: EU implement tariffs on 180 types of products worth \$3 billion of U.S. imports
- 30-Jun: Canada implements tariffs covering ≈300 goods in retaliation worth \$12.6 billion US imports

#### Allied Trade Détente

- 6-Jul: Trump implements 25% tariff on \$34 billion of Chinese imports and announces an additional \$16 billion of Chinese imports subject to 25% tariff
- 7-Jul: China retaliates with tariffs on \$34 billion worth of US imports ranging from vehicles to soybeans, beef and other agricultural products
- 24-July: Trump-Juncker meeting results in a potential de-escalation of the US-EU trade dispute
- 23-Aug: US imposes a 25% tariff on \$16 billion Chinese imports
- 27-Aug: US-Mexico deal on revising NAFTA
- 24-Sep: US imposes a 10% tariff on \$200 billion of Chinese imports
- 25-Sep: China imposes 5%-10% tariff on \$60 billion in US exports to China
- 30-Sep: US & Canada finalize the terms of the USMCA (NAFTA 2.0)

#### **US-China Trade War**

- No scheduled trade dialogue w/ China is planned until potentially the G20 Summit in December
- US is considering another round of tariffs on China (\$267 billion) that would cover all the remaining imports from China

#### **Implemented Tariffs**



Jan-Mar

Apr-Jun

Jul-Sep

Oct - ???

Source: Peterson Institute for International Economics & Clearstead.





#### **DEFINITIONS & DISCLOSURES**

Information provided is general in nature, is provided for informational purposes only, and should not be construed as investment advice. Any views expressed are based upon the data available at the time the information was produced and are subject to change at any time based on market or other conditions. Clearstead disclaims any liability for any direct or incidental loss incurred by applying any of the Information in this presentation. All investment decisions must be evaluated as to whether it is consistent with their investment objectives, risk tolerance, and financial situation. Past performance is no guarantee of future results. Investing involves risk, including risk of loss. Diversification does not ensure a profit or guarantee against loss. All indices are unmanaged and performance of the indices includes reinvestment of dividends and interest income, unless otherwise noted. An investment cannot be made in any index.

Although bonds generally present less short-term risk and volatility than stocks, bonds do contain interest rate risk (as interest rates rise, bond prices usually fall and vice versal and the risk of default, or the risk that an issuer will be unable to make income or principal payments. Additionally, bonds and short-term investments entail greater inflation risk, or the risk that the return of an

Although bonds generally present less short-term risk and volatility than stocks, bonds do contain interest rate risk (as interest rates risk, port prices and post and short-term linested minimum transfer. The risk (as interest rates risk, port prices of goods and short-term linested short-term risk and volatility than stocks.

Lower-quality debt securities generally offer higher yields, but also involve greater risk of default, or price changes due to potential changes in the redit quality of the issuer. Any fixed income security sold or redeemed prior to maturity may be subject to loss.

The municipal market is volatile and can be significantly affected by adverse tax, legislative, or political changes and by the financial condition of the issuers of municipal securities are not appropriate holdings for tax advantaged accounts such as IRAs and 401(k)s.

Stock markets, sepically foreign markets, are volatile and can be significantly in response to adverse results of smaller, less well-known companies can be more volatile than those of larger companies. Growth stocks can perform differently from the market as a whole and other types of stocks and can be more volatile than other types of stocks and can continue to be undervalued by the market for long periods of time.

The commodities industry can be significantly in facted by commodity prices, word events, import controls, worldwise commissions of time.

The commodities in the estate values or economic conditions can have a positive or negative effect on issuers in the real estate industry, which may affect your investment.

The S&P 500 Index is a broad-based market index, comprised of 500 large-cap companies, generally considered representative of the stock market as a whole. The S&P 400 Index is an unmanaged index considered representative of mid-sized U.S. companies. The S&P 600 Index is a market-value weighted index that consists of 600 small-cap U.S. stocks chosen for market size, liquidity and

The Russell 1000 Value Index, Russell 1000 Index and Russell 1000 Growth Index are indices that measure the performance of large-capitalization value stocks, large-capitalization growth stocks, respectively. The Russell 2000 Value Index, Russell 2000 Index and Russell 2000 Growth Index are indices that measure the performance of small-capitalization growth stocks, respectively. The Russell 2000 Index and Index application growth stocks, respectively. The Russell 2000 Index and Index application growth stocks, respectively. The Russell 2000 Index and Russell 2000 Index largest U.S. growth stocks, respectively, based on total market capitalization.

The Wilshirs 5000 Index represents the broadest index for the U.S. equity market, measuring the performance of all U.S. equity securities with readily available price data. The Wilshirs 5000 Index captive index comprised of all stocks in the Wilshire 5000 Index below the 2,501° and.
The MSCI Emerging Markets (EM) Index is designed to measure developed market equity performance. The MSCI Emerging Markets (EM) Index is designed to measure global emerging market equity performance. The MSCI World Index is designed to measure the equity market equity market equity market performance of special exception of the massive the equity market equity market performance of special exception exception of the massive the equity market performance of special exception exception of the massive the equity market performance of special exception excepti make it designed unlessful the equity market performance to developed markets and excludes the U.S. the representative of stocks of Asia Pacific countries excluding Japan.

The U.S. 10-Year treasury Yield is generally considered to be a barrometer foil ong-term interest rates.

Merrill Lynch 9-Haay Tabill Index includes U.S. Treasury bills with a remaining maturity from 1 up to 3 months.

The NCREIF Property Index (NPI) represents quarterly time series composite total rate of return measure of a very large pool of individual commercial real estate properties acquired in the private market. The index represents apartments, hotels, industrial properties, office buildings and retail properties which are at least 60% occupied and owned or controlled, at least in part by tax-exempt institutional investors or its designated agent. In addition these properties that are included must be investment grade, non-agricultural and income producing and all development projects are excluded. Constituents included in the NPI be valued at least quarterly, either internally, using standard commercial real estate appraisal methodology. Each property must be independently appraised a minimum of once every three years.

The FTSE NAREIT All REITs index is a market capitalization—weighted index that is designed to measure the performance of all tax-qualified Real Estate Investment Trusts (REITs) that are listed on the New York Stock Exchange, the American Stock Exchange, or the NASDAQ National Market List.

The Pow Jones U.S. Select Real Estate Securities Industs a market capitalization-weighted most viol to measure the performance of all lace, exchange, the whole of the property of the propert

VIX - The CBOE Volatility Index (VIX) is based on the prices of eight S&P 500 index put and call options.

Gold - represented by the dollar spot price of one troy ounce

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between related instruments in which one or multiple components of the spread orntains a derivative, equity, real estate, MLP or combination of these or other instruments represents an attractive opportunity for the investible universelling in the cost of a fixed basket of products and services, including housing, electricity, food, and transportation. The CPI is published monthly. Unless otherwise noted, the CPI figure is as of the date this report is created.
The Consumer Price Index (CPI) is an inflationary indicator that measures the change in the cost of a fixed basket of products and services, including housing, electricity, food, and transportation. The CPI is published monthly. Unless otherwise noted, the CPI figure is as of the date this report is created.
The Dow Jones-UBS Commodity Index measures the performance of the commodities market. It consists of exchange-traded futures contracts on physical commodities that are weighted to account for the economic significance and market.

The SAP 900 Male SAP 900 Index and \$\$\$500 Growth Index and \$\$\$900 Growth Index are indices that measure the performance of mid-sized your companies, presentation. The SAP 900 MidCap 400 Index and SAP 400 MidCap 400 Index and SAP 400 MidCap 400 Index are indices that measure the performance of mid-sized your companies, and index performance of mid-sized your companies, and index performance of mid-sized growth companies, performance of mid-sized your companies, and index performance of mid-sized your personal performance of mid-si



#### **DEFINITIONS & DISCLOSURES**

The Wilshire 5000 Index represents the broadest index for the U.S. equity market, measuring the performance of all U.S. equity securities with readily available price data. The Wilshire Mixro Cap Index is a market capitalization-weighted index comprised of all stocks in the Wilshire 15000 index below the 2,501st rank. The Wilshire 4500 index is comprised of public index (ESIS) index (ESIS) index (ESIS) is comprised of public index (ESIS) index (ES

MINSCI Indices are gross, edificial with Gross Dividends: Gross total return indices of not, however, include any tax credits. The MSCI EAFE (Europe, Australasia, Far East) forces Index is designed to measure developed marries equity performance, excluding the LS. The MSCI EAFE (Europe, Australasia, Far East) forces Index is designed to measure developed marries equity performance, excluding the U.S. The MSCI EAFE (Europe, Australasia, Far East) forces Index is designed to measure developed marries equity performance, excluding the U.S. The MSCI EAFE (Europe, Australasia, Far East) forces Index is designed to measure developed marries and excludes the U.S. The MSCI EAFE (Europe, Australasia, Far East) forces Index is designed to measure developed marries and excludes the U.S. The MSCI EAFE (Europe, Australasia, Far East) forces Index is an unmanaged index considered representative of stocks of Jase Partice Countries excluding Ispan. The MSCI ACK (MSCI EAFE (Europe, Australasia, Far East) forces Index is an unmanaged index considered representative of stocks of Jase Partice (australasia). The MSCI EAFE (Europe, Australasia, Far East) forces Index is an unmanaged index considered representative of stocks of Jase Partice (australasia). The MSCI EAFE (Europe, Australasia, and the Far Eastern Market (australasia) and the Far Eastern Market (australasia). The MSCI EAFE (Europe, Australasia) and the Far Eastern Market (australasia) and the Far Eastern Market (australasia). The MSCI EAFE (Europe, Australasia) and the Far Eastern Market (australasia) and the Far Eastern Market (australasia). The MSCI EAFE (Europe, Australasia) and the Far Eastern Market (australasia) and the Far Eastern Market (australasia). The MSCI EAFE (Europe, Australasia) and the Far Eastern Market (australasia) and the Far Eastern Market (australasia) and the Far East Tea EAST (Australasia) Index represents the universe or interaction companies in the Use Equity market. The MSCL US Prims Market Value Index represents the universe or interact Growth Index. The MSCL US Prims Market Value Index represents the work of large and mediate Growth Index. The MSCL US Prims Market Value Index for the MSCL US Prims Market Value weighted performance benchmark of the US. Treasury index is designed to cover public yes used to U.S. corporate and specified performance benchmark (in the MSC US Prims Market Value weighted performance benchmark). And quality requirements; both and universely the US. Support of the US. Su

The EX High Index covers the universe of fixed rate, non-investment grade detay. Psyl-indind (Pi(I) bonds, Eurobonds, and debt issues from countries designated as emerging markets (e.g., Argentina, Brazil, Venezuela, etc.) are excluded, but Canadian and global bonds (SEC registered) of issuers in non-EMG countries are included. Original issue zeroes, step-up coupon structures, and 144-As are also included. The BC Intermediate Government Index measures the performance of inter

The Cambridge Date Private Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Index is a representation of returns for over 70% of the total dollars raised by U.S. Invested Equity Invested Power Invested

aggregate of all cash flows and market values reported by the general partners of the underlying constituents in the quartery and annual reports. Please Note: the performance of this index lags by 1 quarter.

The Bank of America (BodA) Merrill Lynch (ML) 91-day 1-bill Indicate includes U.S. Treasury bills with a remaining and market values reported by the general partners of the underlying constituents in the quartery and annual reports. Please Note: the performance of this index lags by 1 quarter.

The Bank of America (BodA) Merrill Lynch (ML) 91-day 1-bill Indicate includes U.S. Treasury bills with a remaining and minimum outstanding of \$100 million. The BodA ML U.S. High Yield Master It Indicate & Bank of America ML U.S. High Yield Master It Indicates track the performance of bold with convertible securities sold into the U.S. dones to onwertible securities sold and non investment grade and non investment grade convertible securities sold into the U.S. dones to onwertible securities sold and non investment grade convertible securities sold into the U.S. dones to onwertible securities sold and non investment grade convertible securities sold into the U.S. dones to onwertible securities sold and non investment grade convertible securities sold into the U.S. dones to market and publicly issued in the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster Ill. Sold into the U.S. dones to market the bala Muster I

The NCREIF Property Index (NP) represents quarterly time series composite total rate of return measure of a very large pool of individual commercial real estate properties acquired in the private market. The index represents apartments, hotels, industrial properties, office buildings and retail properties which are at least 60% occupied and owned or controlled, at least in part by tax-exempt institutional interest institutional interest in the NPI represents quarterly either internally or an antidor commercial real estate appression and all development projects are excluded. Onstituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at its examination and all development projects are excluded. Constituents included in the NPI be valued at a set and all development projects are excluded. Constituents included in the NPI be valued at examination and all development projects are excluded. Constituents included in the NPI be valued at examination and all development projects are excluded. Constituents included in the NPI be valued at examination and all development projects are excluded. Constituents included in the NPI be valued at examination and all development projects are excluded. Constituents in the N The Ibbotson Intermediate Government Bond Index is measured using a one-bond portfolio with a maturity near 5 years.

The IP Morgan Emerging Markets Bond Index Plus (EMB+) Index tracks total returns for traded external debt instruments (external meaning foreign currency denominated fixed income) in the emerging markets. The IPMorgan GBI Global ex-US Index represents the total return performance of major non-U.S. bond markets.

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The FTSE All-World ex US index comprises large and miscap stocks providing; coverage of developed and emerging markets, excluding the U.S. The FTSE NAREIT Developed index is a global market capitalization weighted index composed of listed real estate securities from developed market countries in North America, Europe, and Asia. The FTSE NAREIT Developed ax U.S. Index is a global market capitalization weighted index composed of listed real estate securities from developed market countries in North America, Europe, and Asia. The FTSE NAREIT Developed ax U.S. Index is a global market capitalization weighted index composed of listed real estate securities from developed market countries in North America, Europe, and Asia. The FTSE NAREIT Developed ax U.S. Index is a global market capitalization weighted index composed of listed real lestate securities from developed market countries in North America, and is a global market capitalization weighted index composed of listed real lestate securities from developed market countries in North America, and is a global market capitalization weighted index composed of listed real lestate securities from developed market countries in North America, and is a global market capitalization weighted index composed of listed real lestate securities from developed market countries in North America, and is a global market capitalization weighted index composed of listed real lestate securities from developed market countries in North America, and a global market coun

The Consumer Price Index (CPI) is an inflationary indicator that measures the charge in the cost of a fixed basket of products and services, including housing, electricity, food, and transportation. The CPI is published monthly. Please Note: the performance of this index lags by 1 month.

The Credit Sulsas Leveraged Loan Index is a market value-weighted index designed to represent the investable universe of the U.S. dollar-denominated leveraged loan market. The Dow Jones (DJ) UBS Commodity Index measures the performance of the commodities market, it consists of exchange-traded futures contracts on physical commodities that are weighted to account for the economic significance and market liquidity of each commodity. The DJ U.S. Total Stock Market index is a mail-fulsive measure composed of all U.S. equity securities with readily available prices. The DJ U.S. Total Stock Market index is a subset of the DJ U.S. Total Stock Market index of publicy traded real estate securities with a real estate investment trusts (RETS) and real estate securities with a real estate investment trusts (RETS) and real estate securities with a real estate investment trusts (RETS) and real estate securities with a real estate investment trusts (RETS) and real estate operating companies (RECS).

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The Morningstar Lifetime Allocation Index series consists of 13 Indexes income, 2000, 2005, 2010, 2015, 2020, 2025, 2030, 2035, 2040, 2045, 2050, 2055) available in three risk profiles: aggressive, moderate, and conservative. The indexes are built on asset allocation methodologies developed by liborson Associates, a leader in asset allocation research and a Morningstar company since 2005. The Indexes provided pure asset-class exposure to global equilities, global fixed-income, commodities, and for research inflation-Protected Securities (ITI) by using existing Morningstar indexes as allocation are pelled in proportions appropriate to the U.S. meteor's number of years until retirement. The Conservative, Moderate and Aggressive risk profiles are for investors who are confortable with average exposure to equily market volatility, investors who are confortable with average exposure to equily market volatility and well-funded investors who are confortable with average exposure to equily market volatility.

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Evaluation of investment managers covers both quantitative and qualitative aspects. In addition to the investment performance evaluation, we monitor ownership structure, track key-employee information, and hold regular meetings with each investment management organization employed by our clients.

The data presented in this report have been calculated on a time-weighted rate of return basis. All returns are net of investment advisory fees, but gross of Clearstead advisory fees and custodian fees, unless otherwise labeled. The deduction of Clearstead advisory fees and custodian fees would have the effect of decreasing the indicated investment performance,

The performance data shown represent past performance. Past performance is not indicative of future results. Current performance data may be lower or higher than the performance data presented.

Returns for periods longer than one year are annualized. Each number is independently rounded.

A current copy of Hartland & Co.'s ADV-Part 2 is available to all clients upon request.

