

# Burgess Chambers & Associates, Inc.

## Institutional Investment Advisors

www.burgesschambers.com

September 30, 2023

## Pensacola General Pension and Retirement Fund

Investment Performance Period Ending September 30, 2023



## Pensacola General Pension and Retirement Fund BCA Market Perspective © De-Risking Your Portfolio October 2023

The recent surge in bond yields offers pension plans an opportunity to de-risk a portion of liabilities. The recent rapid climb among bond yields has nearly eliminated the potential reward in owning stocks over bonds, also known as the equity risk premium. In early October, the expected S&P 500 earnings yield over the next 12 months was just 0.74% above the 10-year Treasury bond yield – the lowest premium in over 20 years (WSJ 10/10/23).

When the stock market earnings yield is similar to the bond market yield, there is virtually no risk premium in owning stocks over bonds. For example, if the long-term return expectation in owning stocks is 8.0% and the yield to maturity of a high-quality bond portfolio is 6.0%, the return to risk trade-off favors bonds.

Yield to maturity is an accurate predictor of what a bond portfolio will produce over time and in the current environment it will be 90% income. And that is precisely what a pension plan looks for. Defined benefit plans were originally designed to carefully match liability payments to current period income, along with low volatility.

During the past several decades, pension fund asset allocators were forced to seek bond alternatives, as bond yields gradually declined to near zero in 2020. The alternatives introduced greater levels of risk to pensions plans. This included leveraged products, illiquidity, and lagging or estimated pricing of assets.

Using high quality bonds, it is possible today for a manager to build a long-term fixed-income portfolio model that nearly matches a portion of the long-term liability assumptions constructed by the actuary. If a pension fund sponsor wanted to de-risk a portion of the pension fund, this is possible today. How did this happen? The Federal Reserve and inflation together with market action raised the 10-year treasury bond to a 22 year high. And recently, the yield curve has begun offering longer-dated issues a higher yield. The 10-year U.S. Treasury may move higher, but that only makes the de-risking option even more attractive.

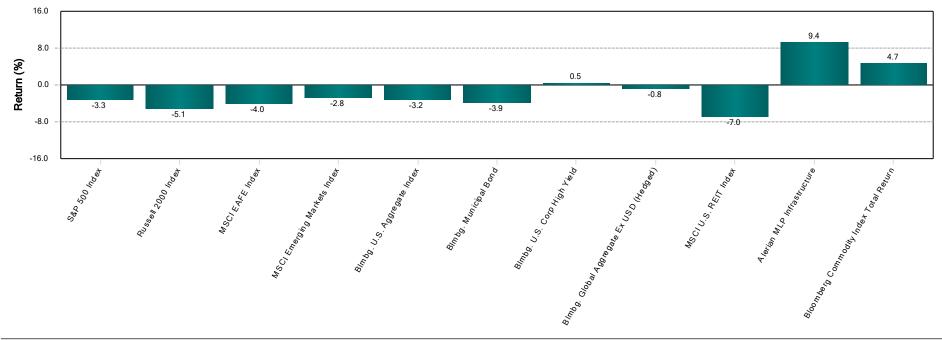
More public pensions plans are studying the topic and de-risking may be even more attractive for closed plans. Stocks are a great way to create long-term growth, but along with the ride comes volatility and uncertainty. In some cases, the draw-down recovery takes a decade. In contrast, a long-term and stable 6.0% yield to maturity derived from a dedicated bond portfolio might solve all or a portion of the volatility and liability problems for plan sponsors. De-risking will most likely still have a cost, but those costs have decreased significantly over the past few quarters, as interest rates have risen at a record pace.

Disclosure: All expressions of opinion reflect the judgment of the author as of the date of publication and are subject to change. Content should not be regarded as a complete analysis of the subjects discussed or as personalized investment advice. All investment strategies have the potential for profit or loss. References to market performance in publications do not represent the returns achieved by Burgess Chambers & Associates or any of its advisory clients.

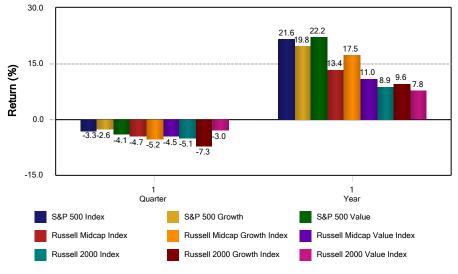


## **Quarterly Market Summary**

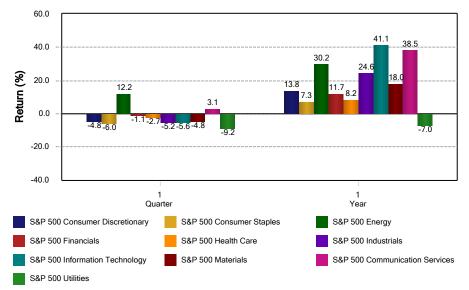
## **1 Quarter Performance**





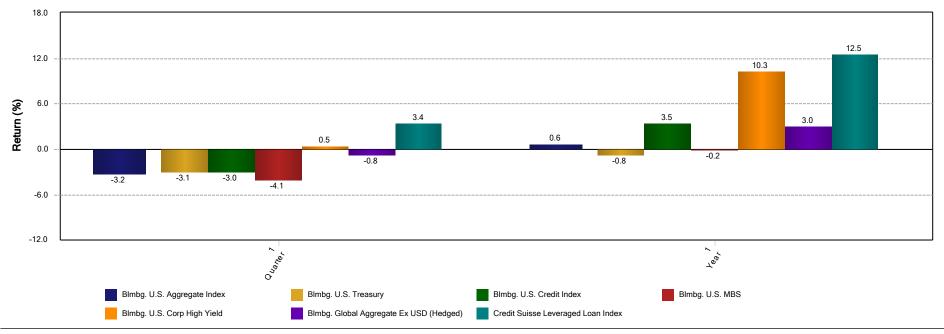


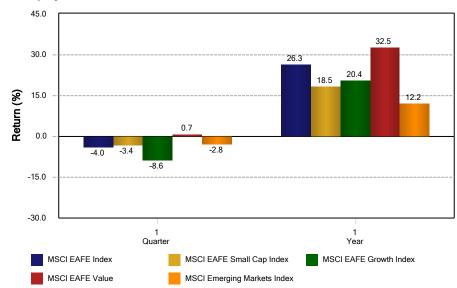
US Market Sector Performance



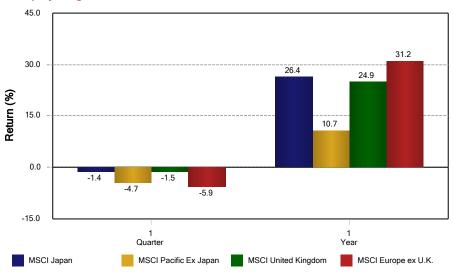
Intl Equity Indices Performance

#### Fixed Income Market Sector Performance





#### Intl Equity Region Performance



## Pensacola General Pension and Retirement Fund Total Fund Investment Summary September 30, 2023

- O During the quarter, the total Fund was down \$5.1 million (-3.5% gross of fees, -3.7% net) vs. the Target Index of -2.9%. Most of the underperformance was due to infrastructure and international holdings.
- o For the one-year period, the total Fund earned \$11.4 million (+8.5% gross of fees, +7.9% net, beating the assumed rate of return of 7%, but below the Target Index of +10.3%.
- 0 DRZ large cap value returned -2.7% for the quarter, Fiduciary returned -2.3% and Vulcan returned -4.1% compared to the Russell 1000 value index return of -3.2%.
- o For the quarter, Polen large cap growth returned -3.2% and Sawgrass large-cap growth returned -0.4% vs. -3.1% for the benchmark.
- o TS&W's SMID returned -1.9% for the quarter vs. the benchmark -3.7%, while Frontier SMID posted a return of -4.5% and AB Discovery Growth returned -6.5% vs. -6.8% for the benchmark.
- o Cohen & Steers CIT returned -9.0% for the quarter vs. the benchmark -7.8%, while Lazard Global Infrastructure returned -5.5% vs. -7.8%. Rapidly rising interest rates have negatively impacted the utility sector of the infrastructure market.
- o Advent returned -4.7% for the quarter and SSI convertibles returned -4.0%, compared to -2.5% for the benchmark.
- o For the quarter, the EuroPacific fund returned -6.2% vs. the benchmark -3.7%, while Clearbridge posted -8.0%.
- o JP Morgan Real Estate was down -3.1% vs. the benchmark of -2.0%.
- o UBS Real Estate was down -1.4% vs. the benchmark of -2.0%.
- o For the quarter, Integrity returned -0.9% vs. -0.8% for the benchmark. Garcia Hamilton returned -2.9% for the quarter vs. the benchmark -0.8%. The TIPS bond ETF returned -2.6% vs. -2.6% for the benchmark.
- o For the three-year and five-year periods, the total Fund averaged +3.1% and +4.1% per year (gross of fees), respectively. These returns ranked in the 83rd percentile for three years and the top 88th percentile for five years in the Public Funds Universe.

## Pensacola General Pension and Retirement Fund Total Fund Investment Summary September 30, 2023

- O In May 2020, a \$5 million redemption was requested from the UBS Trumbull Property Fund. Partial payments totaling \$2.5 million have been received from UBS through October. A balance of \$2.5 million remains. In May 2023, BCA recommended placing the remaining UBS assets in the withdrawal queue due to continued underperformance. Due to the Loyalty Fee Agreement, the remaining assets were placed in the queue in October 2023 to be eligible for the January 2024 distribution. This will save the Plan over \$22,000 in fee penalties and will maintain the 25% discount until year end.
- In May 2023, a \$5 million redemption was requested from the JP Morgan Real Estate Fund. Partial payments totaling \$207K have been received from JPM through October. A balance of \$4.8 million remains.
- BCA is recommending moving more assets to fixed income in this higher rate environment and immunizing a portion of the portfolio against the current liabilities of the Plan. A detailed presentation will be presented at the November meeting by BCA and Integrity.
- Nuveen/Churchill will be presenting their Private Credit product at the November meeting for consideration as the Board moves towards a higher fixed income allocation.

#### Pensacola General Pension and Retirement Fund Total Fund Investment Policy Compliance Review September 30, 2023

No more than 7% (at market) of the DRZ portfolio was invested in the shares of a single corporate issuer. Cash was limited to 10% of the equity portfolio.

No more than 8% (at market) of the Fiduciary portfolio was invested in the shares of a single corporate issuer. Cash was limited to 10% of the equity portfolio.

No more than 10% (at market) of the Vulcan portfolio was invested in the shares of a single corporate issuer. Cash was limited to 10% of the equity portfolio.

No more than 10% (at market) of the Polen portfolio was invested in the shares of a single corporate issuer. Cash was limited to 10% of the equity portfolio.

No more than 7% (at market) of the Sawgrass portfolio was invested in the shares of a single corporate issuer. Cash was limited to 10% of the equity portfolio.

No more than 7% (at market) of the TSW portfolio was invested in the shares of a single corporate issuer. Cash was limited to 15% of the equity portfolio.

No more than 7% (at market) of the Frontier portfolio was invested in the shares of a single corporate issuer. Cash was limited to 15% of the equity portfolio.

No more than 10% (at market) of the Advent portfolio was invested in the shares of a single corporate issuer. Cash was limited to 25% of the equity portfolio.

No more than 10% (at market) of the SSI portfolio was invested in the shares of a single corporate issuer. Cash was limited to 25% of the equity portfolio.

<u>Yes</u> ⊠ ⊠	<u>No</u>
$\boxtimes$	



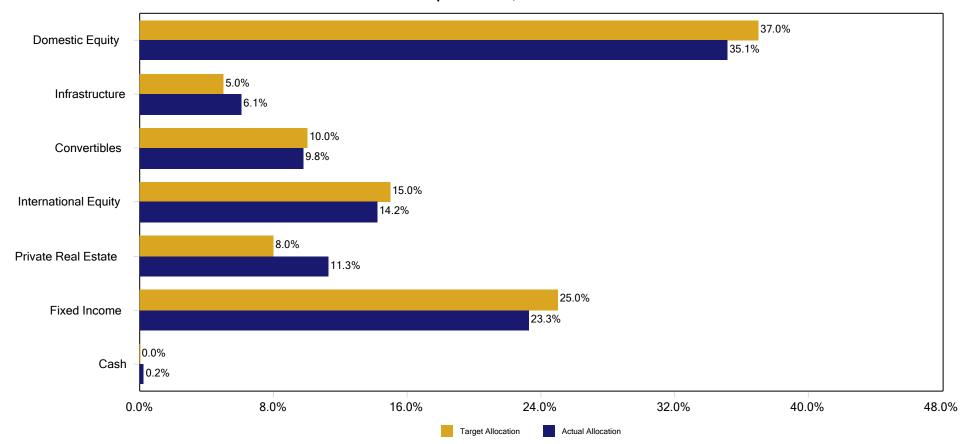
## Pensacola General Pension and Retirement Fund Total Fund Investment Policy Compliance Review (continued) September 30, 2023

Foreign fixed income securities shall not exceed 5% (at market) of the Garcia Hamilton portfolio No more than 10% (at cost) of the Garcia Hamilton portfolio may be invested in the shares of a single corporate issuer.	$\frac{\text{Yes}}{\boxtimes}$	<u>No</u>
Foreign fixed income securities shall not exceed 5% (at market) of the Integrity portfolio. No more than 10% (at cost) of the Integrity portfolio was invested in the shares of a single corporate issuer	$\boxtimes$	
Bonds rated below "A" < 25% of total fixed income portfolio. CMOs <25% of the total fixed income portfolio.	$\boxtimes$	
All stocks issued by a corporation were listed on one or more of the recognized market systems. No more than 5% (at market) of the Fund's total equity portfolio were invested in the shares of a single corporate issuer. Total equity did not exceed 80% (at market) of the Fund's total assets. No more than 25% of the Fund's assets (at market) were invested in foreign securities. No more than 15% of the total Fund at market was invested in Real Estate.	$\boxtimes$ $\boxtimes$ $\boxtimes$	

## Pensacola General Pension and Retirement Fund Investment Performance - Net September 30, 2023

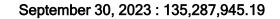
	Quarter	<u>One Year</u>	Three Years	Five Years
Beginning Market Value	143,878,156	132,115,233	146,581,126	147,153,271
Contributions	-3,533,822	-8,189,089	-25,491,719	-40,903,281
Gain/Loss	-5,056,389	11,361,802	14,198,538	29,037,955
Ending Market Value	135,287,945	135,287,945	135,287,945	135,287,945
Total Fund (%)	-3.7	7.9	2.4	3.4
Target Index (%)	-2.9	10.3	4.7	5.6

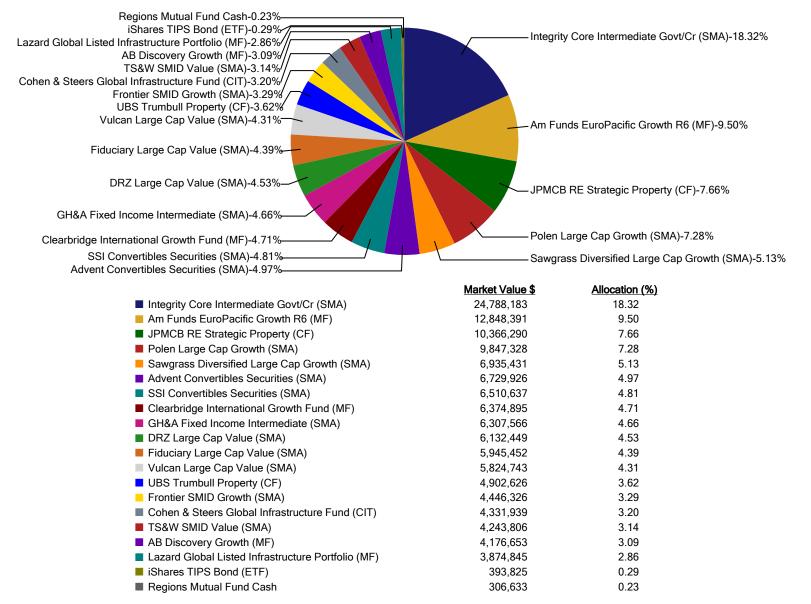
## Pensacola General Pension and Retirement Fund Actual vs. Target Asset Allocation September 30, 2023



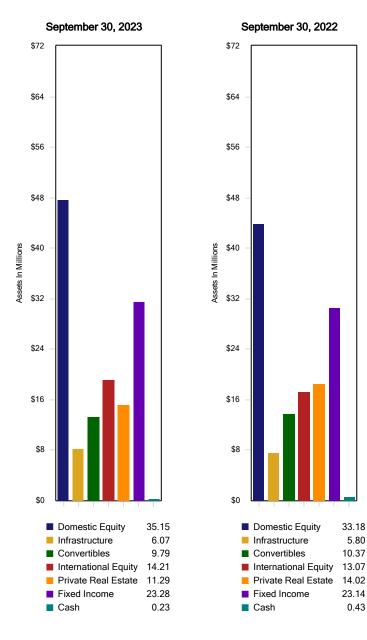
	Market Value Actual \$	Percent Actual	Percent Target	Percent Difference
Total Fund	135,287,945	100.0	100.0	0.0
Domestic Equity	47,552,189	35.1	37.0	-1.9
Infrastructure	8,206,784	6.1	5.0	1.1
Convertibles	13,240,562	9.8	10.0	-0.2
International Equity	19,223,287	14.2	15.0	-0.8
Private Real Estate	15,268,916	11.3	8.0	3.3
Fixed Income	31,489,574	23.3	25.0	-1.7
Cash	306,633	0.2	0.0	0.2

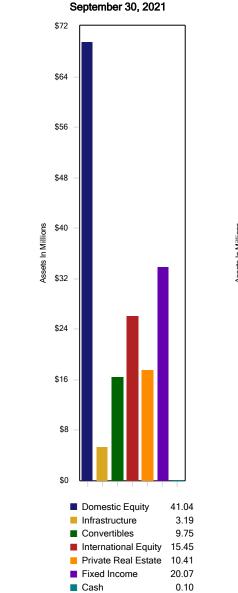
## Pensacola General Pension and Retirement Fund Asset Allocation

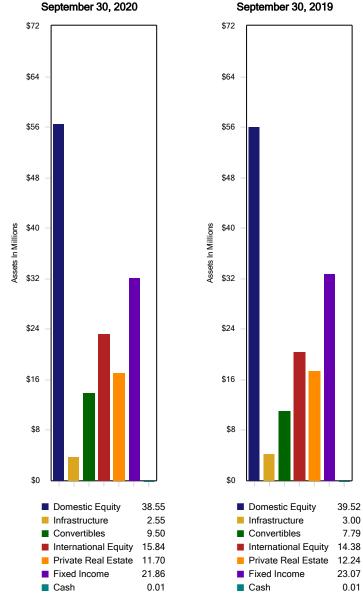




## Pensacola General Pension and Retirement Fund **Historical Asset Allocation** September 30, 2023







39.52

3.00

7.79

12.24

23.07

0.01

33.18

5.80

10.37

14.02

23.14

## Pensacola General Pension and Retirement Fund Asset Allocation & Performance - Gross September 30, 2023

	Market Value	QTD ROR - Rank	1 Year ROR - Rank	3 Year ROR - Rank	5 Year ROR - Rank
Total Fund	135,287,945	-3.5 (90)	8.5 (85)	3.1 (83)	4.1 (88)
Target Index		-2.9	10.3	4.7	5.6
Equity	88,222,822	-4.5	16.1	4.6	5.1
Domestic Equity	47,552,189	-3.0	20.4	7.0	6.2
DRZ Large Cap Value (SMA)	6,132,449	-2.7 (65)	11.5 (86)	15.8 (23)	6.6 (76)
Fiduciary Large Cap Value (SMA)	5,945,452	-2.3 (53)	20.5 (25)	8.9 (92)	6.9 (66)
Vulcan Large Cap Value (SMA) Russell 1000 Value Index	5,824,743	<b>-4.1 (87)</b> -3.2	<b>30.4 (3)</b> 14.4	<b>2.9 (100)</b> 11.1	<b>5.0 (96)</b> 6.2
Polen Large Cap Growth (SMA)	9,847,328	-3.2 (46)	21.9 (75)	1.6 (91)	N/A
Sawgrass Diversified Large Cap Growth (SMA) Russell 1000 Growth Index	6,935,431	<b>-0.4 (4)</b> -3.1	<b>24.9 (58)</b> 27.7	<b>10.5 (9)</b> 8.0	<b>12.3 (22)</b> 12.4
TS&W SMID Value (SMA) Russell 2500 Value Index	4,243,806	<b>-1.9 (27)</b> -3.7	<b>14.2 (67)</b> 11.3	<b>15.2 (41)</b> 13.3	<b>4.7 (79)</b> 4.0
Frontier SMID Growth (SMA)	4,446,326	-4.5 (12)	27.0 (2)	12.1 (2)	6.0 (57)
AB Discovery Growth (MF) Russell 2500 Growth Index	4,176,653	<b>-6.5</b> -6.8	<b>10.6</b> 10.6	<b>-2.0</b> 1.0	<b>N/A</b> 4.0
Infrastructure	8,206,784	-7.4	5.3	5.5	-0.6
Cohen & Steers Global Infrastructure Fund (CIT)	4,331,939	-9.0	0.1	3.0	N/A
Lazard Global Listed Infrastructure Portfolio (MF) FTSE Global Core Infrastructure 50/50 Index	3,874,845	<b>-5.5</b> -7.8	<b>11.2</b> 1.4	<b>8.7</b> 3.8	<b>N/A</b> 4.1

## Pensacola General Pension and Retirement Fund Asset Allocation & Performance - Gross September 30, 2023

Convertibles	Market Value 13,240,562	QTD ROR - Rank -4.4	1 Year ROR - Rank 5.0	3 Year ROR - Rank 1.7	5 Year ROR - Rank 7.2
Advent Convertibles Securities (SMA)	6,729,926	-4.7 (90)	7.9 (19)	2.2 (47)	7.0 (23)
SSI Convertibles Securities (SMA) ML All Convertibles, All Qualities	6,510,637	<b>-4.0 (85)</b> -2.5	<b>2.2 (86)</b> 7.5	<b>1.1 (67)</b> 3.1	<b>7.4 (12)</b> 8.3
International Equity	19,223,287	-6.9	20.0	0.4	2.5
Am Funds EuroPacific Growth R6 (MF)	12,848,391	-6.2	20.2	0.5	3.6
Clearbridge International Growth Fund (MF) MSCI AC World ex USA	6,374,895	<b>-8.0</b> -3.7	<b>19.8</b> 21.0	<b>0.0</b> 4.2	<b>N/A</b> 3.1
Private Real Estate	15,268,916	-2.6	-13.4	4.5	3.1
JPMCB RE Strategic Property (CF)	10,366,290	-3.1	-12.1	6.1	4.8
UBS Trumbull Property (CF) NCREIF Fund Index-ODCE (VW)	4,902,626	<b>-1.4</b> -2.0	<b>-16.1</b> -12.2	<b>2.2</b> 7.1	<b>0.8</b> 5.6
Fixed Income	31,489,574	-1.3	2.0	-2.3	1.4
GH&A Fixed Income Intermediate (SMA)	6,307,566	-2.9 (97)	1.0 (95)	-3.0 (81)	0.6 (95)
Integrity Core Intermediate Govt/Cr (SMA) Fixed Income Benchmark	24,788,183	<b>-0.9 (55)</b> -0.8	<b>2.3 (67)</b> 2.2	<b>-2.0 (26)</b> -2.9	<b>1.7 (14)</b> 1.0
iShares TIPS Bond (ETF) Bloomberg U.S. TIPS Index	393,825	<b>-2.6</b> -2.6	<b>1.5</b> 1.2	<b>-2.0</b> -2.0	<b>2.1</b> 2.1
Cash	306,633	1.2	4.2	1.6	1.7
Regions Mutual Fund Cash ICE BofAML 3 Month U.S. T-Bill	306,633	<b>1.2</b> 1.3	<b>4.2</b> 4.5	<b>1.6</b> 1.7	<b>1.7</b> 1.7

## Pensacola General Pension and Retirement Fund Asset Allocation & Performance - Net September 30, 2023

	Market Value	QTD ROR - Rank	1 Year ROR - Rank	3 Year ROR - Rank	5 Year ROR - Rank
Total Fund	135,287,945	-3.7	7.9	2.4	3.4
Target Index		-2.9	10.3	4.7	5.6
Equity	88,222,822	-4.7	15.3	3.9	4.4
Domestic Equity	47,552,189	-3.2	19.5	6.3	5.4
DRZ Large Cap Value (SMA)	6,132,449	-2.9	11.0	15.2	6.0
Fiduciary Large Cap Value (SMA)	5,945,452	-2.4	19.7	8.2	6.2
Vulcan Large Cap Value (SMA)	5,824,743	-4.2	29.4	2.1	4.2
Russell 1000 Value Index		-3.2	14.4	11.1	6.2
Polen Large Cap Growth (SMA)	9,847,328	-3.4	21.1	0.9	N/A
Sawgrass Diversified Large Cap Growth (SMA)	6,935,431	-0.5	24.3	9.9	11.6
Russell 1000 Growth Index		-3.1	27.7	8.0	12.4
TS&W SMID Value (SMA)	4,243,806	-2.1	13.2	14.2	3.8
Russell 2500 Value Index		-3.7	11.3	13.3	4.0
Frontier SMID Growth (SMA)	4,446,326	-4.7	25.8	11.0	5.0
AB Discovery Growth (MF)	4,176,653	-6.6 (59)	9.9 (46)	-2.6 (82)	N/A
Russell 2500 Growth Index		-6.8	10.6	1.0	4.0
Infrastructure	8,206,784	-7.6	4.4	4.6	-1.4
Cohen & Steers Global Infrastructure Fund (CIT)	4,331,939	-9.1 (54)	-0.7 (80)	2.2 (67)	N/A
Lazard Global Listed Infrastructure Portfolio (MF)	3,874,845	-5.8 (5)	10.1 (7)	7.7 (4)	N/A
FTSE Global Core Infrastructure 50/50 Index		-7.8	1.4	3.8	4.1

## Pensacola General Pension and Retirement Fund Asset Allocation & Performance - Net September 30, 2023

Convertibles	Market Value 13,240,562	QTD ROR - Rank -4.6	1 Year ROR - Rank 4.2	3 Year ROR - Rank 0.9	5 Year ROR - Rank 6.4
Advent Convertibles Securities (SMA)	6,729,926	-4.9	7.0	1.4	6.1
SSI Convertibles Securities (SMA) ML All Convertibles, All Qualities	6,510,637	<b>-4.2</b> -2.5	<b>1.4</b> 7.5	<b>0.4</b> 3.1	<b>6.6</b> 8.3
International Equity	19,223,287	-7.0	19.3	-0.1	1.9
Am Funds EuroPacific Growth R6 (MF)	12,848,391	-6.3 (77)	19.6 (48)	0.1 (62)	3.1 (32)
Clearbridge International Growth Fund (MF) MSCI AC World ex USA	6,374,895	<b>-8.2 (74)</b> -3.7	<b>18.9 (49)</b> 21.0	<b>-0.8 (71)</b> 4.2	<b>N/A</b> 3.1
Private Real Estate	15,268,916	-2.8	-14.2	3.5	2.1
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Integrity Core Intermediate Govt/Cr (SMA) Fixed Income Benchmark	24,788,183	<b>-0.9</b> -0.8	<b>2.0</b> 2.2	<b>-2.2</b> -2.9	<b>1.5</b> 1.0
iShares TIPS Bond (ETF) Bloomberg U.S. TIPS Index	393,825	<b>-2.7 (72)</b> -2.6	<b>1.2 (57)</b> 1.2	<b>-2.2 (57)</b> -2.0	<b>1.9 (51)</b> 2.1
Cash	306,633	1.2	4.2	1.6	1.7
Regions Mutual Fund Cash ICE BofAML 3 Month U.S. T-Bill	306,633	<b>1.2</b> 1.3	<b>4.2</b> 4.5	<b>1.6</b> 1.7	<b>1.7</b> 1.7

## Pensacola General Pension and Retirement Fund Asset Allocation & Performance - Net September 30, 2023

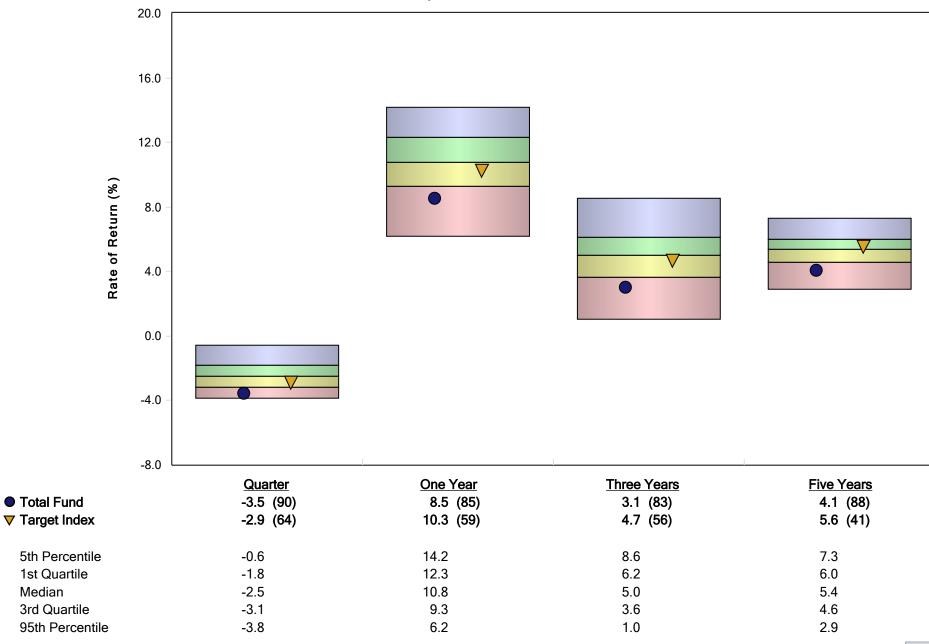
**1 Target Index as of Jan 1, 2020:** 28% Russell 1000 + 9% Russell 2500 + 15% MSCI ACWI + 5% FTSE Global Core Infrastructure 50/50 Index + 8% NCREIF-ODCE + 10% ML All US Convertible + 25% BC U.S Int. Govt/Credit Bond. Prior as of Mar '14: 30% Russell 1000 + 10% Russell 2500 + 15% MSCI ACWI + 5% Alerian MLP + 8% NCREIF-ODCE + 7% ML All US Convertible + 25% BC U.S Int. Govt/Credit Bond. Prior as of Jan 1, 2013: 32% Russell 1000 + 10% Russell 2500 + 15% MSCI EAFE + 8% NCREIF-ODCE + 10% ML All US Convertible + 25% BC U.S Int. Govt/Credit Bond. Prior as of Jan 1, 2013: 32% Russell 1000 + 10% Russell 2500 + 15% MSCI EAFE + 8% NCREIF-ODCE + 10% ML All US Convertible + 25% BC Aggregrate Bond. Prior as of Sept '12, 35% Russell 1000 + 10% Russell 2500 + 15% MSCI EAFE + 5% NCREIF-ODCE + 10% ML All US Convertible + 25% BC Aggregrate Bond. Prior as of Nov '11, 40% Russell 1000 + 10% Russell 2500 + 15% MSCI EAFE + 10% ML All US Convertible + 25% BC Aggregrate Bond. Prior as of Aug '09 50% Russell 3000 + 15% MSCI EAFE + 35% Barclays Aggregate; prior 50% Russell 3000 + 15% MSCI EAFE + 35% ML Govt/Corp Bond Index.

2 Fixed Income Benchmark: As of Mar 1, 2014:100% Barclay's U.S. Int. Gov/Credit Bond Index. Prior as of Aug '09: 100% Barclay's Aggregate Bond Index; prior was 100% ML Govt/Corp Bond Index.

## Pensacola General Pension and Retirement Fund Manager Quartile Rankings September 30, 2023

	Quarter Ending Sep-2023 ROR - Rank	Quarter Ending Jun-2023 ROR - Rank	Quarter Ending Mar-2023 ROR - Rank	Quarter Ending Dec-2022 ROR - Rank
DRZ Large Cap Value (SMA)	-2.7 (65)	1.4 (92)	-0.3 (77)	13.4 (38)
Fiduciary Large Cap Value (SMA)	-2.3 (53)	5.6 (29)	4.1 (20)	12.1 (61)
Vulcan Large Cap Value (SMA)	-4.1 (87)	10.0 (6)	14.0 (2)	8.4 (93)
Polen Large Cap Growth (SMA)	-3.2 (46)	9.8 (71)	14.2 (33)	0.5 (84)
Sawgrass Diversified Large Cap Growth (SMA)	-0.4 (4)	9.8 (70)	7.2 (84)	6.6 (26)
TS&W SMID Value (SMA)	-1.9 (27)	5.0 (41)	0.8 (86)	10.0 (66)
Frontier SMID Growth (SMA)	-4.5 (12)	5.4 (53)	9.0 (39)	15.8 (3)
AB Discovery Growth (MF)	-6.5 (61)	6.0 (39)	7.5 (34)	3.8 (67)
Cohen & Steers Global Infrastructure Fund (CIT)	-9.0 (62)	0.2 (46)	0.9 (96)	8.6 (86)
Lazard Global Listed Infrastructure Portfolio (MF)	-5.5 (7)	2.2 (15)	4.8 (26)	9.9 (47)
Advent Convertibles Securities (SMA)	-4.7 (90)	5.2 (1)	3.3 (28)	4.3 (24)
SSI Convertibles Securities (SMA)	-4.0 (85)	2.9 (42)	1.3 (83)	2.1 (71)
Am Funds EuroPacific Growth R6 (MF)	-6.2 (30)	2.3 (61)	10.0 (39)	13.9 (63)
Clearbridge International Growth Fund (MF)	-8.0 (76)	1.9 (84)	10.6 (35)	15.6 (38)
GH&A Fixed Income Intermediate (SMA)	-2.9 (97)	-1.1 (98)	3.2 (4)	1.9 (20)
ntegrity Core Intermediate Govt/Cr (SMA)	-0.9 (45)	-0.5 (65)	2.3 (69)	1.3 (74)
Shares TIPS Bond (ETF)	-2.6 (77)	-1.4 (66)	3.6 (24)	2.0 (63)

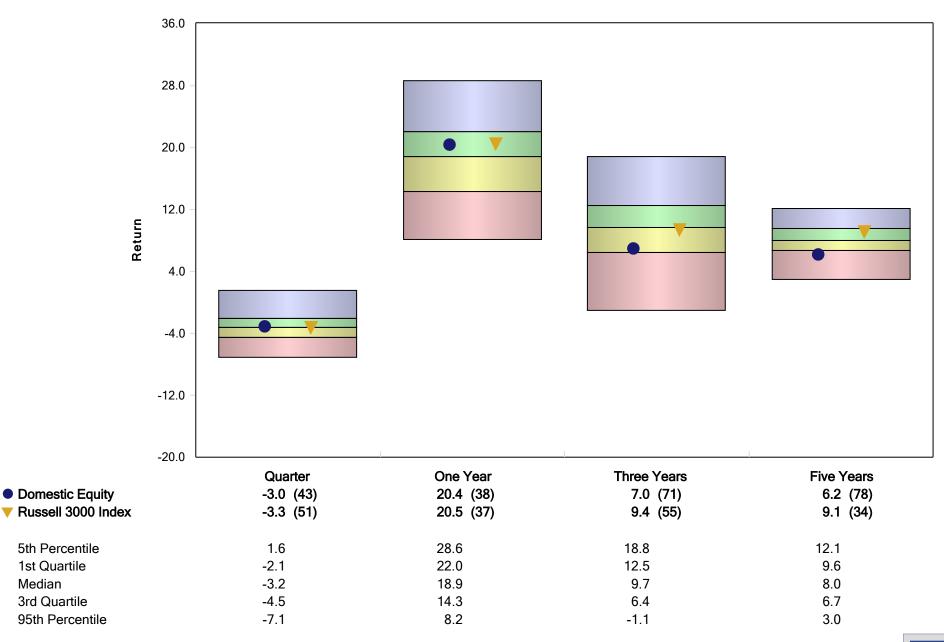
## Pensacola General Pension and Retirement Fund Peer Universe Quartile Ranking September 30, 2023



Parentheses contain percentile rankings.

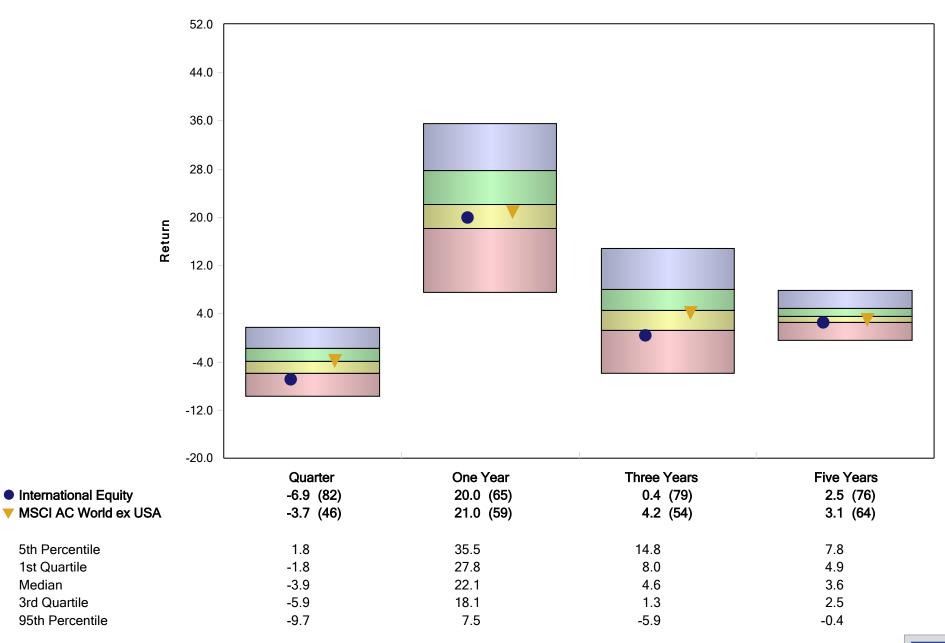
Calculation based on quarterly data.

## Pensacola General Pension and Retirement Fund Peer Universe Quartile Ranking - Domestic Equity September 30, 2023



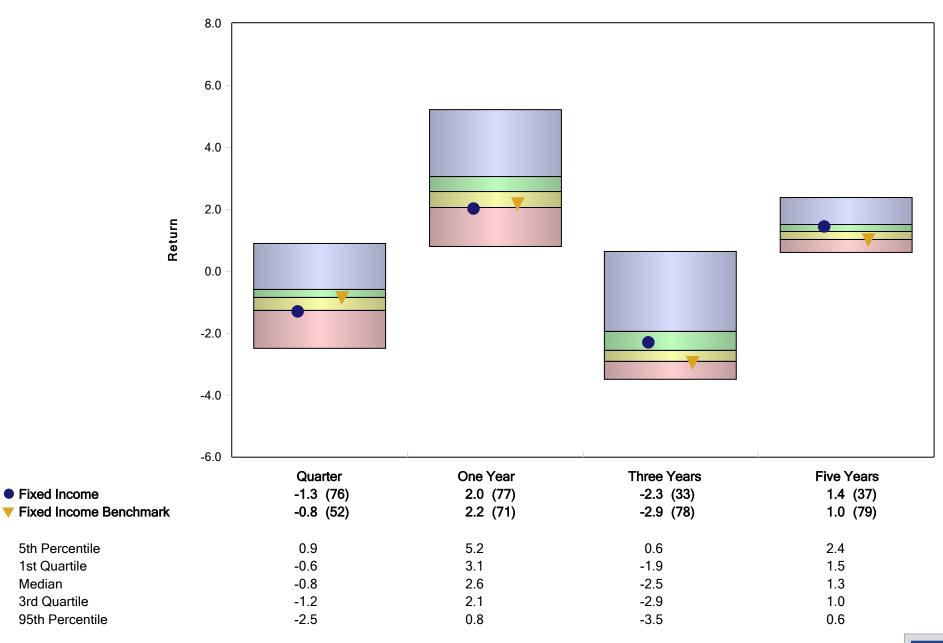
Parentheses contain percentile rankings. Calculation based on monthly data.

## Pensacola General Pension and Retirement Fund Peer Universe Quartile Ranking - International Equity September 30, 2023



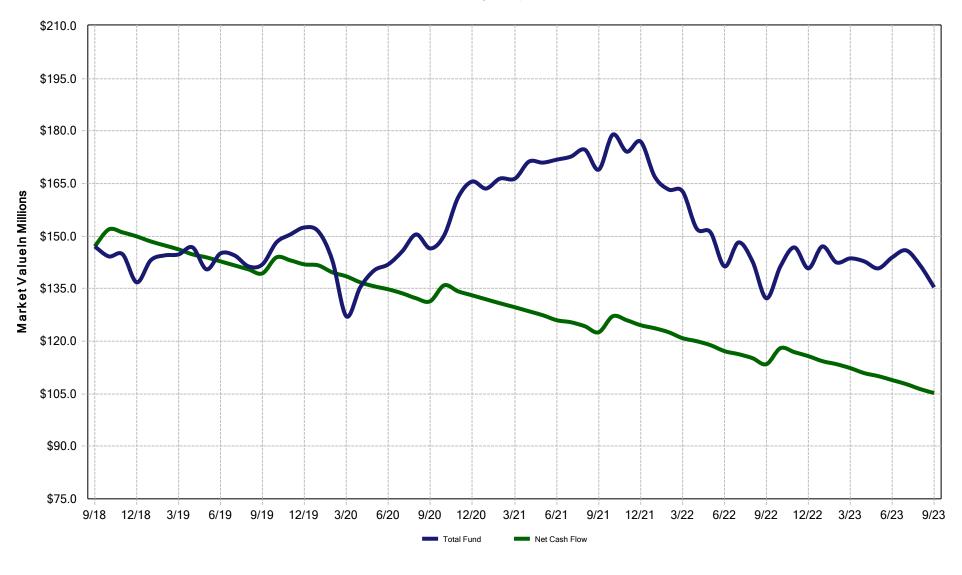
Parentheses contain percentile rankings. Calculation based on monthly data.

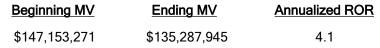
## Pensacola General Pension and Retirement Fund Peer Universe Quartile Ranking - Fixed Income September 30, 2023



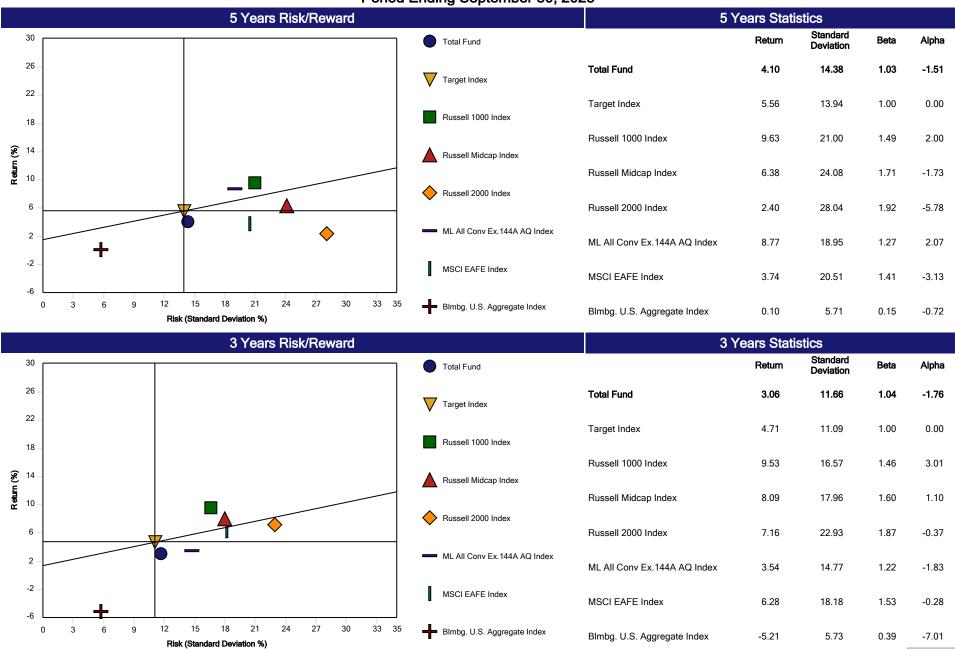
Parentheses contain percentile rankings. Calculation based on monthly data.

Pensacola General Pension and Retirement Fund Growth of Investments October 1, 2018 Through September 30, 2023

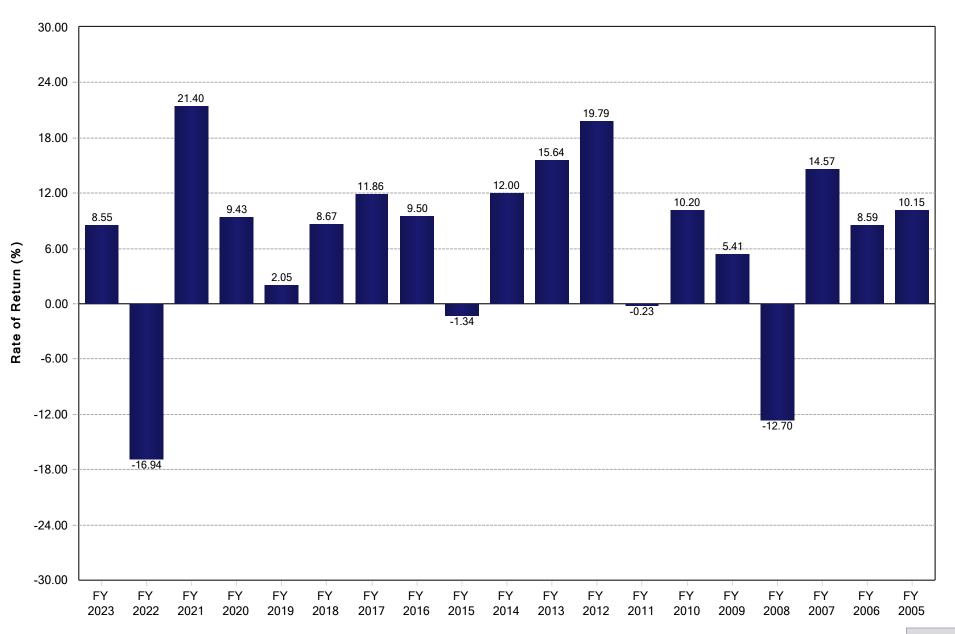




## Pensacola General Pension and Retirement Fund Capital Market Line Period Ending September 30, 2023

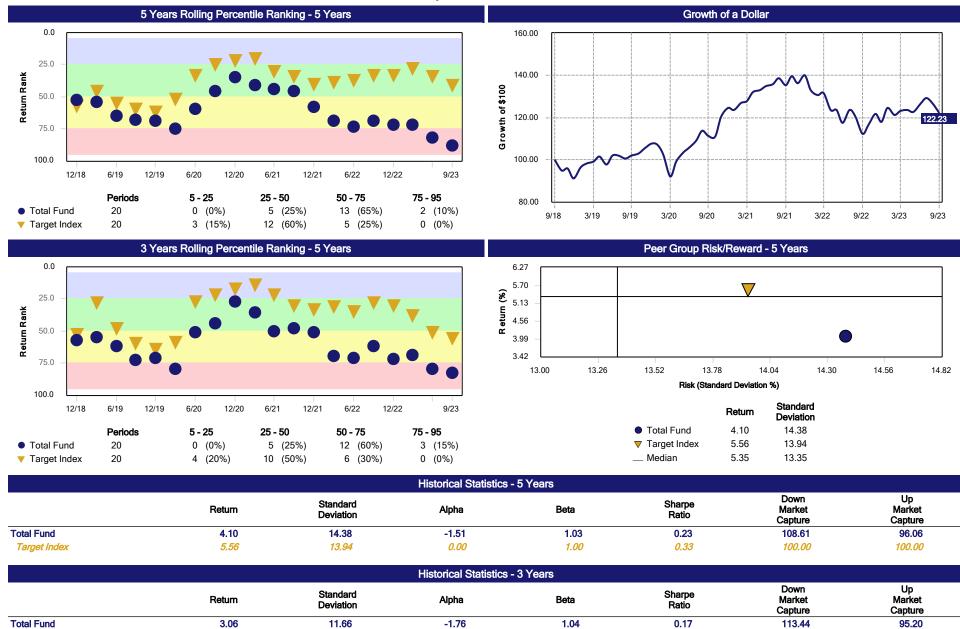


## Pensacola General Pension and Retirement Fund Fiscal Year Rates of Return September 30, 2023



## Pensacola General Pension and Retirement Fund Total Fund

September 30, 2023



100.00

1.00

0.32

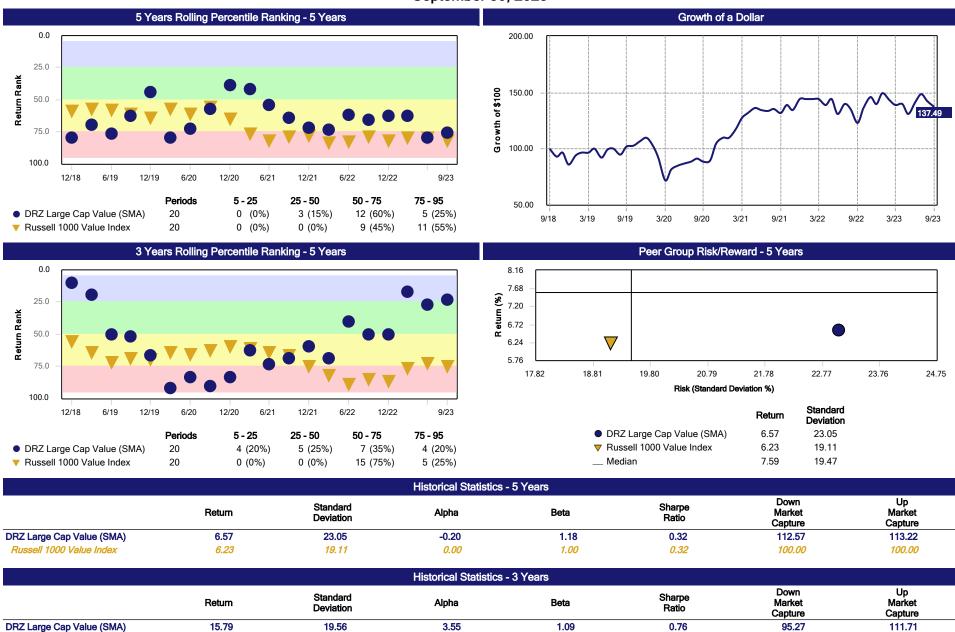
100.00

0.00

Target Index

4.71

## Pensacola General Pension and Retirement Fund DRZ Large Cap Value (SMA) September 30, 2023



100.00

1.00

0.59

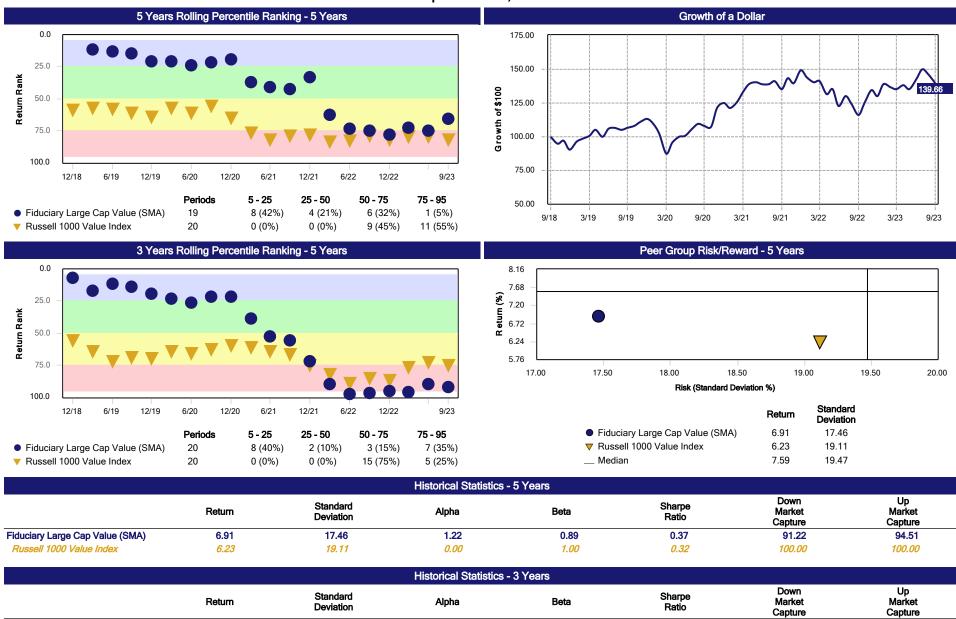
100.00

0.00

Russell 1000 Value Index

11.05

#### Pensacola General Pension and Retirement Fund Fiduciary Large Cap Value (SMA) September 30, 2023



95.44

100.00

0.95

1.00

0.48

0.59

103.14

100.00

-1.44

0.00

Fiduciary Large Cap Value (SMA)

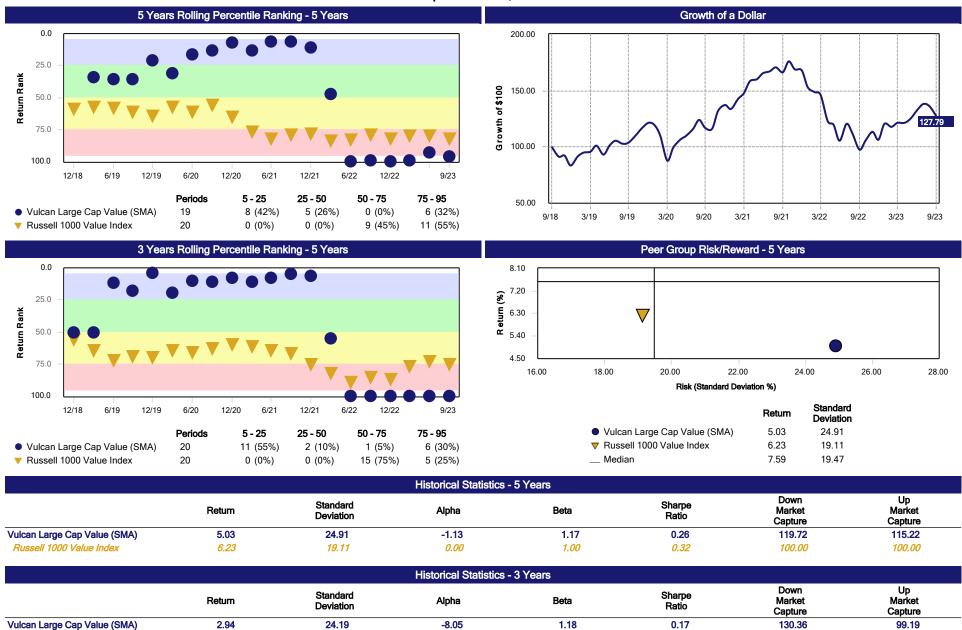
Russell 1000 Value Index

8.87

11.05

17.05

## Pensacola General Pension and Retirement Fund Vulcan Large Cap Value (SMA) September 30, 2023



100.00

1.00

0.59

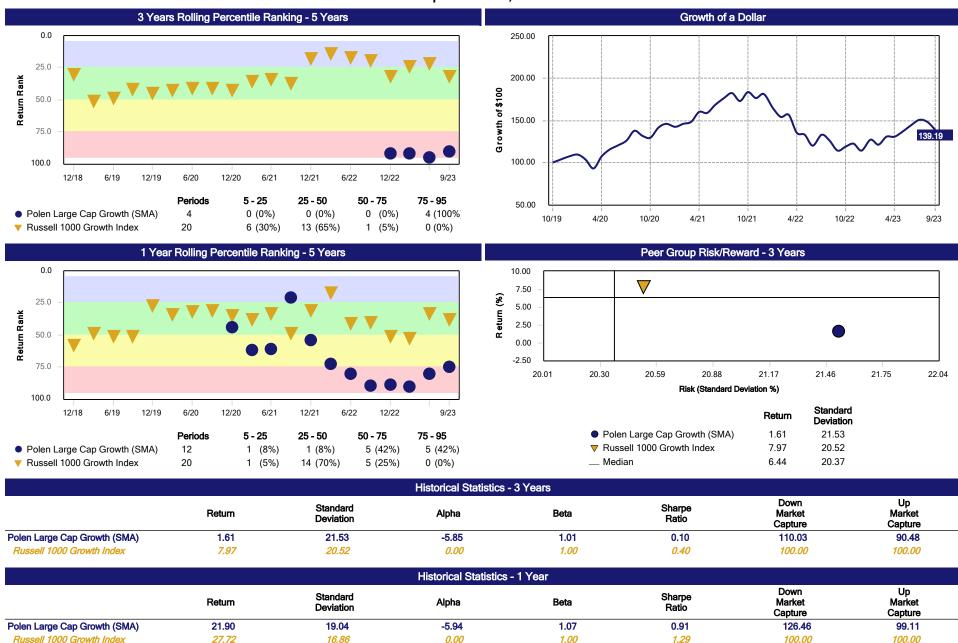
100.00

0.00

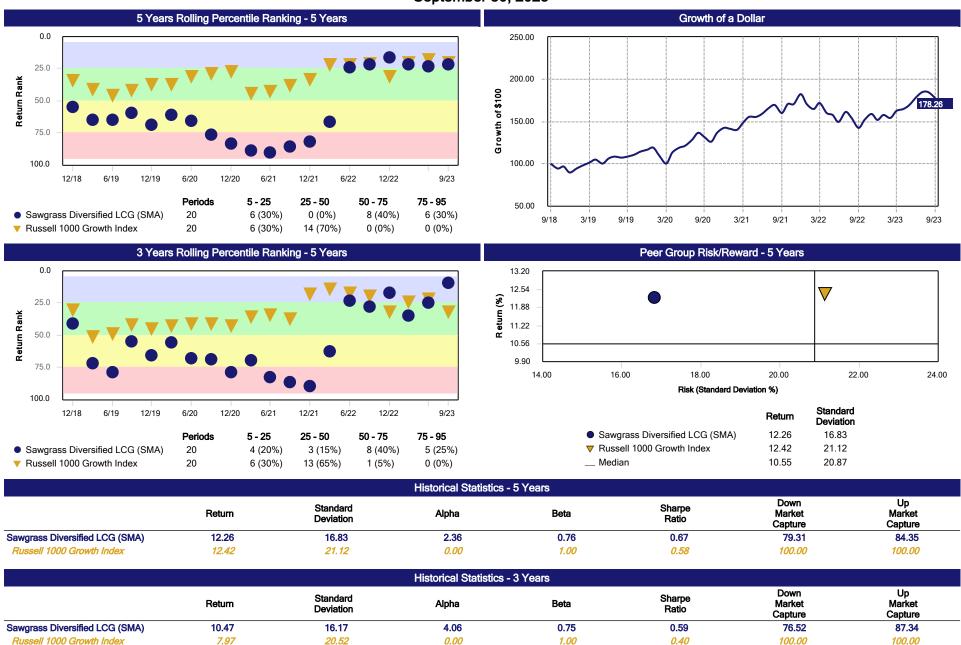
Russell 1000 Value Index

11.05

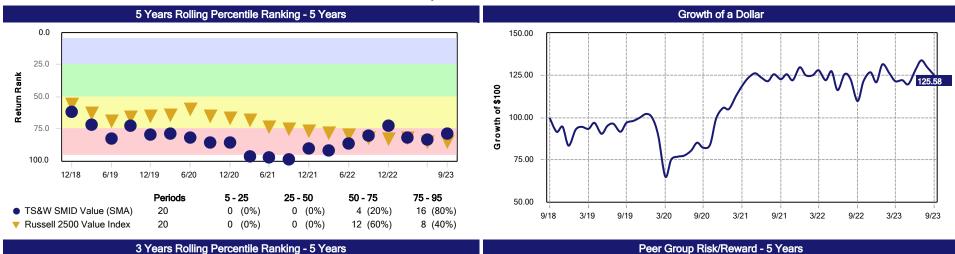
#### Pensacola General Pension and Retirement Fund Polen Large Cap Growth (SMA) September 30, 2023

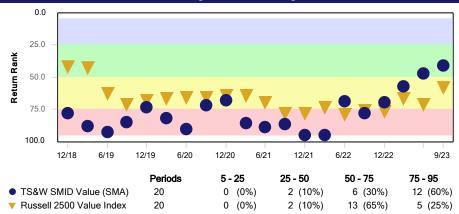


#### Pensacola General Pension and Retirement Fund Sawgrass Diversified LCG (SMA) September 30, 2023



## Pensacola General Pension and Retirement Fund TS&W SMID Value (SMA) September 30, 2023





 7.65
 6.80

 5.95
 5.95

 5.10
 5.10

 4.25
 0

 3.40
 23.60
 23.80
 24.00
 24.20
 24.40

 Risk (Standard Deviation %)

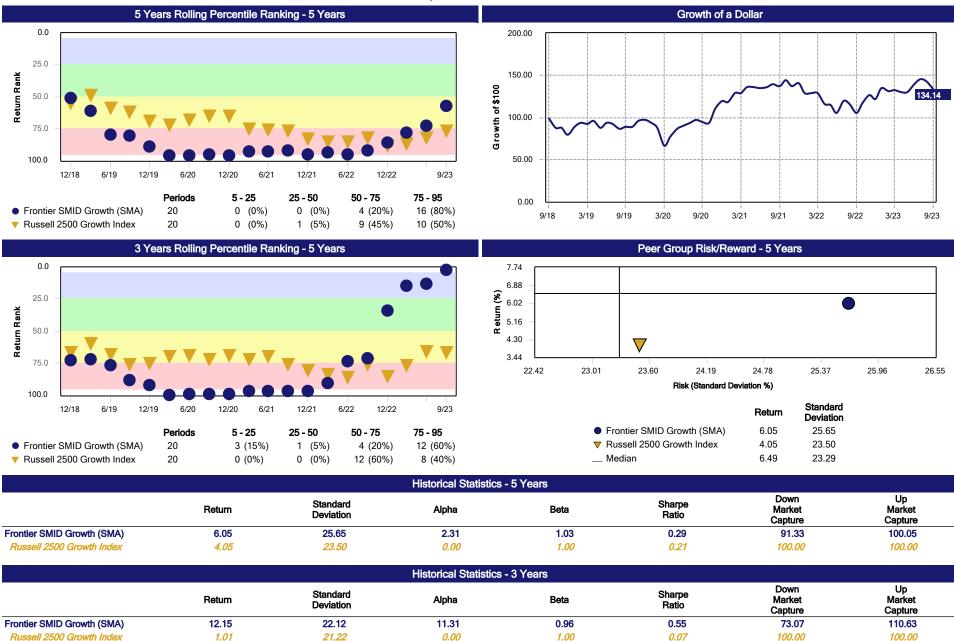
	Return	Standard Deviation
<ul> <li>TS&amp;W SMID Value (SMA)</li> </ul>	4.66	23.70
▼ Russell 2500 Value Index	3.99	24.12
Median	6.40	23.74

Historical Statistics - 5 Years

	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
TS&W SMID Value (SMA)	4.66	23.70	0.81	0.97	0.24	91.17	94.43
Russell 2500 Value Index	<i>3.99</i>	24.12	0.00	1.00	0.22	100.00	100.00

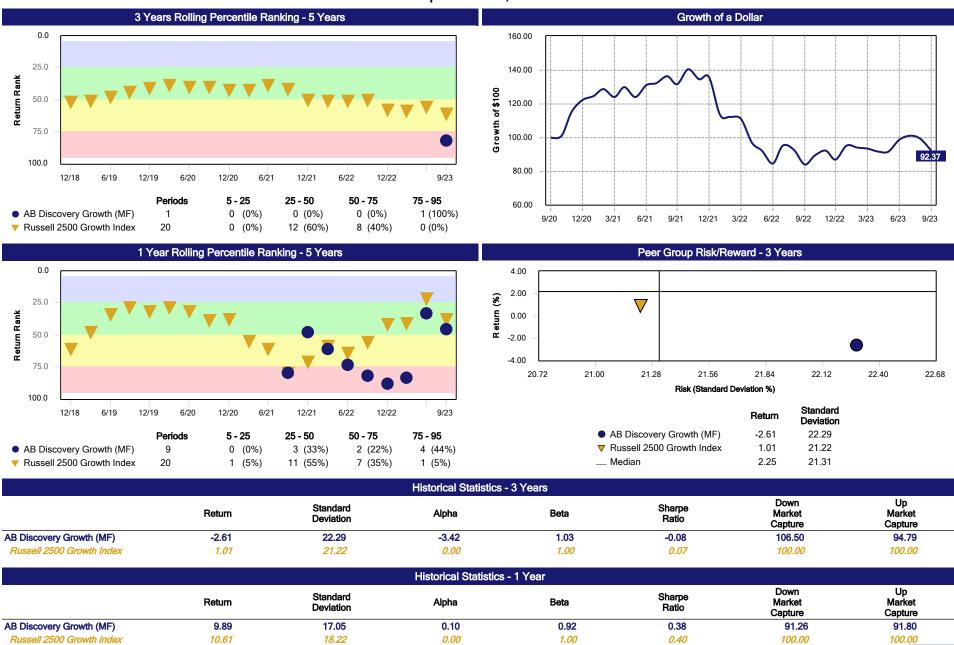
Historical Statistics - 3 Years							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
TS&W SMID Value (SMA)	15.16	19.54	2.93	0.89	0.73	81.43	91.63
Russell 2500 Value Index	<i>13.32</i>	21.56	0.00	1.00	0.61	100.00	100.00

## Pensacola General Pension and Retirement Fund Frontier SMID Growth (SMA) September 30, 2023

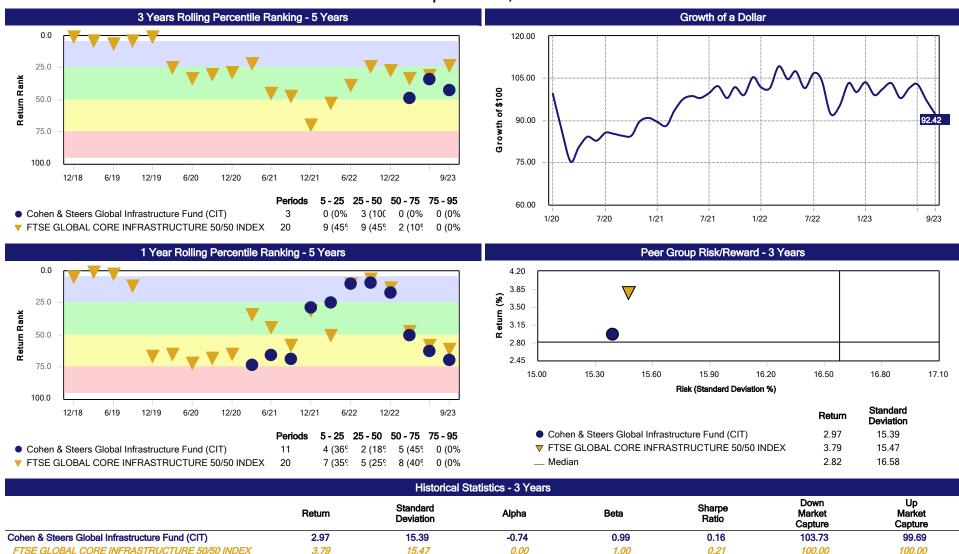


## BCA

## Pensacola General Pension and Retirement Fund AB Discovery Growth (MF) September 30, 2023

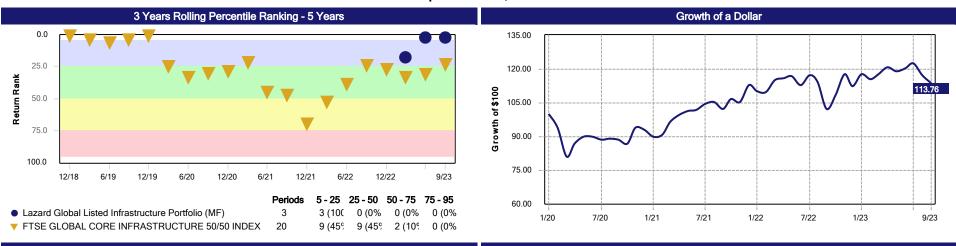


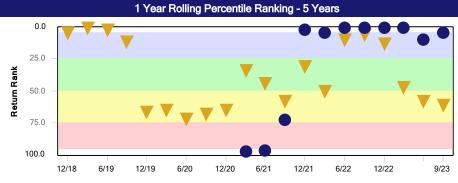
## Pensacola General Pension and Retirement Fund Cohen & Steers Global Infrastructure Fund (CIT) September 30, 2023



Historical Statistics - 1 Year							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
Cohen & Steers Global Infrastructure Fund (CIT)	0.07	15.23	-1.27	1.04	-0.21	106.66	101.17
FTSE GLOBAL CORE INFRASTRUCTURE 50/50 INDEX	1.36	14.48	0.00	1.00	-0.14	100.00	100.00

## Pensacola General Pension and Retirement Fund Lazard Global Listed Infrastructure Portfolio (MF) September 30, 2023

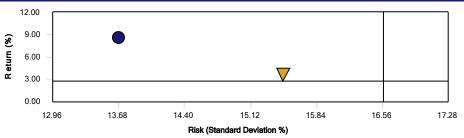




	Periods	5 - 25	25 - 50	50 - 75	75 - 95
Lazard Global Listed Infrastructure Portfolio (MF)	11	8 (73º	0 (0%	1 (9%	2 (18%
FTSE GLOBAL CORE INFRASTRUCTURE 50/50 INDEX	20	7 (35%	5 (25%	8 (40°	0 (0%

▼

Peer Group Risk/Reward - 3 Years



	Return	Standard Deviation
<ul> <li>Lazard Global Listed Infrastructure Portfolio (MF)</li> </ul>	8.69	13.68
▼ FTSE GLOBAL CORE INFRASTRUCTURE 50/50 INDEX	3.79	15.47
Median	2.82	16.58

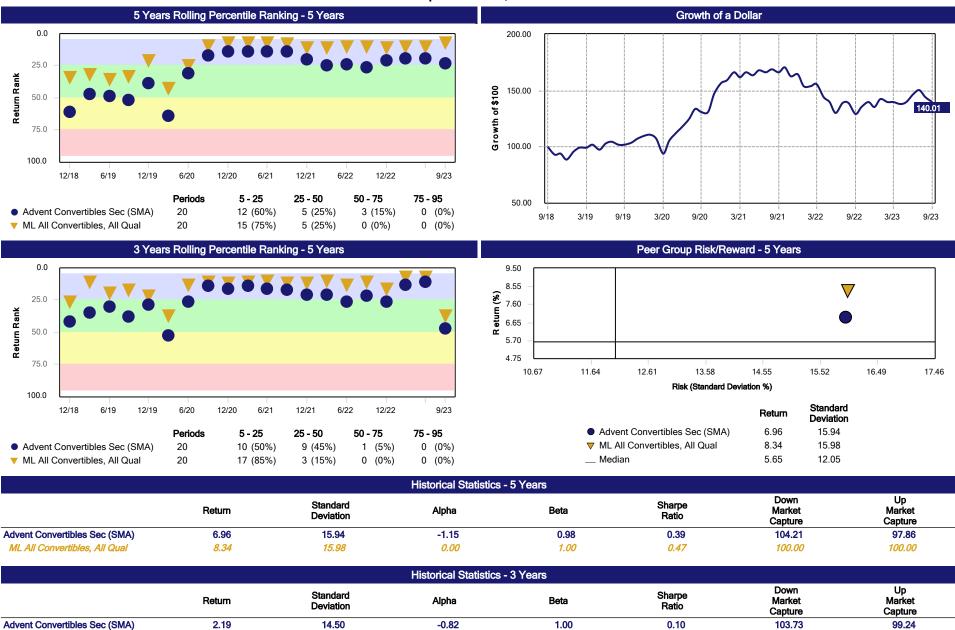
Historical Statistics - 3 Years							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
Lazard Global Listed Infrastructure Portfolio (MF)	8.69	13.68	5.43	0.81	0.55	68.21	92.23
FTSE GLOBAL CORE INFRASTRUCTURE 50/50 INDEX	<i>3.79</i>	15.47	0.00	1.00	0.21	100.00	100.00

Historical Statistics - 1 Year							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
Lazard Global Listed Infrastructure Portfolio (MF)	11.20	13.53	9.97	0.84	0.52	68.19	109.23
FTSE GLOBAL CORE INFRASTRUCTURE 50/50 INDEX	<i>1.36</i>	14.48	0.00	1.00	-0.14	100.00	100.00

## Pensacola General Pension and Retirement Fund

Advent Convertibles Sec (SMA)

September 30, 2023



100.00

1.00

0.16

100.00

0.00

ML All Convertibles, All Qual

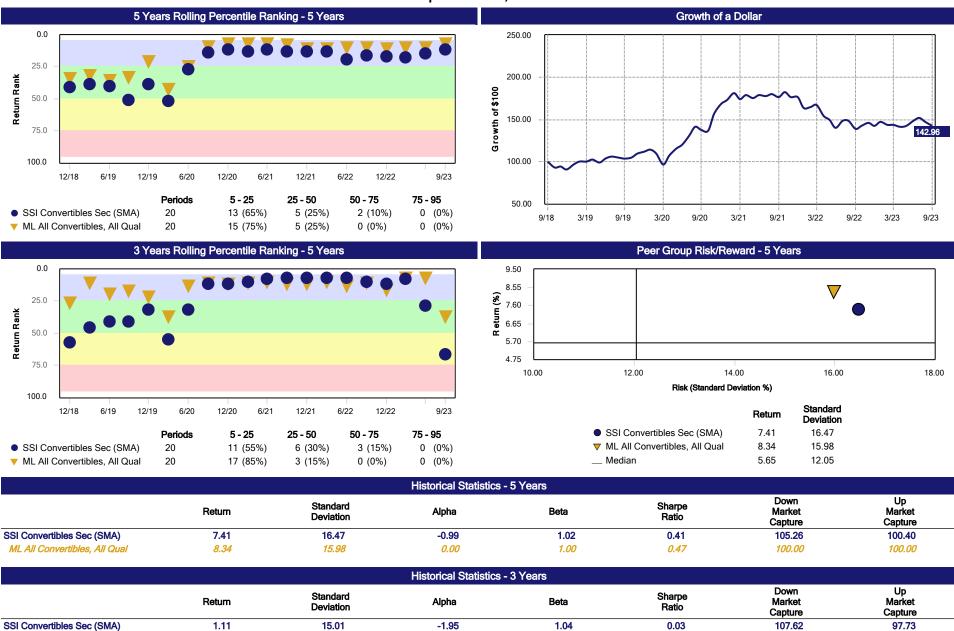
3.06

14.25

# Pensacola General Pension and Retirement Fund

SSI Convertibles Sec (SMA)

September 30, 2023



100.00

1.00

0.16

100.00

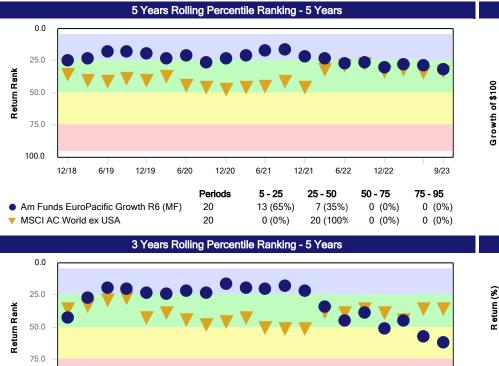
0.00

ML All Convertibles, All Qual

3.06

14.25

## Pensacola General Pension and Retirement Fund Am Funds EuroPacific Growth R6 (MF) September 30, 2023



100.0

12/18

MSCI AC World ex USA

6/19

Am Funds EuroPacific Growth R6 (MF)

6/20

12/19

12/20

Periods

20

20

6/21

5 - 25

11 (55%)

0 (0%)

12/21

25 - 50

6 (30%)

18 (90%)

6/22

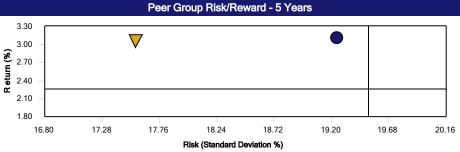
12/22

3 (15%)

2 (10%)

50 - 75

Growth of a Dollar 175.00 150.00 125.00 116.55 100.00 75.00 50.00 9/18 3/19 9/19 3/20 9/20 3/21 9/21 3/22 9/22 3/23 9/23



	Return	Standard Deviation
<ul> <li>Am Funds EuroPacific Growth R6 (MF)</li> </ul>	3.11	19.24
MSCI AC World ex USA	3.07	17.56
Median	2.26	19.51

Historical Statistics - 5 Years

9/23

75 - 95

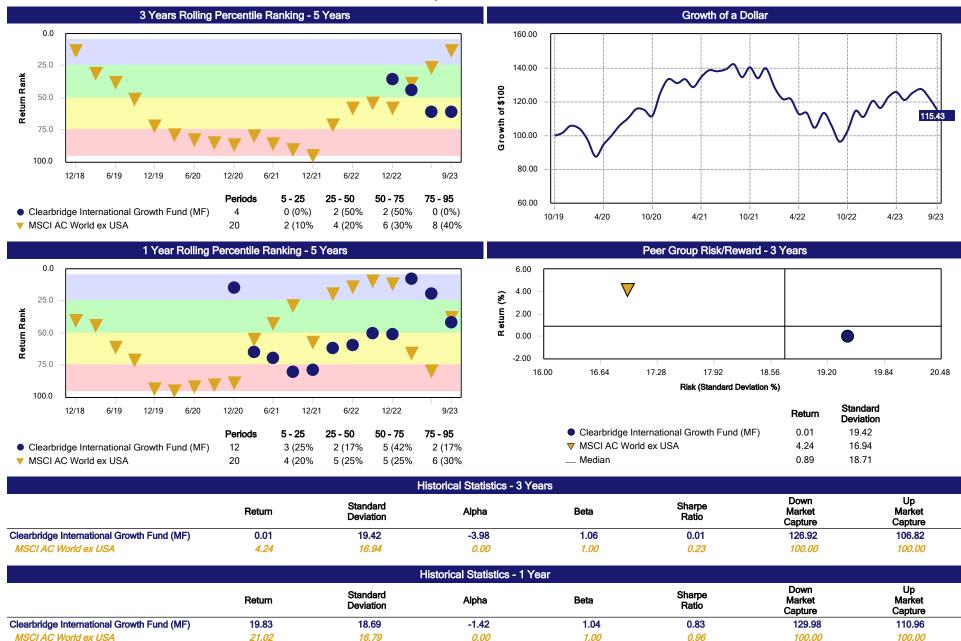
0 (0%)

0 (0%)

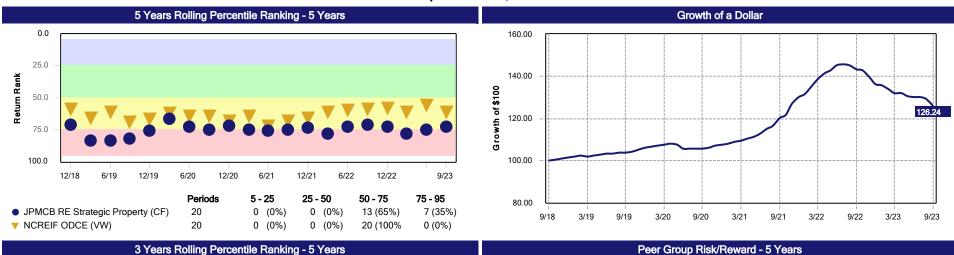
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
Am Funds EuroPacific Growth R6 (MF)	3.11	19.24	0.03	1.07	0.17	110.33	109.85
MSCI AC World ex USA	3.07	<i>17.56</i>	0.00	1.00	0.16	100.00	100.00

Historical Statistics - 3 Years							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
Am Funds EuroPacific Growth R6 (MF)	0.08	18.76	-4.10	1.07	0.01	119.95	101.10
MSCI AC World ex USA	4.24	<i>16.94</i>	0.00	1.00	0.23	100.00	100.00

## Pensacola General Pension and Retirement Fund Clearbridge International Growth Fund (MF) September 30, 2023



## Pensacola General Pension and Retirement Fund JPMCB RE Strategic Property (CF) September 30, 2023





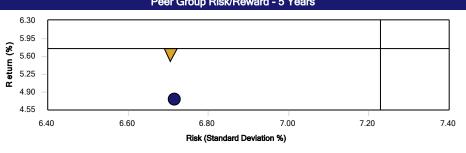
0 (0%)

2 (10%)

18 (90%)

20

VOREIF ODCE (VW)



	Return	Standard Deviation
<ul> <li>JPMCB RE Strategic Property (CF)</li> </ul>	4.77	6.72
NCREIF ODCE (VW)	5.63	6.70
Median	5.76	7.23

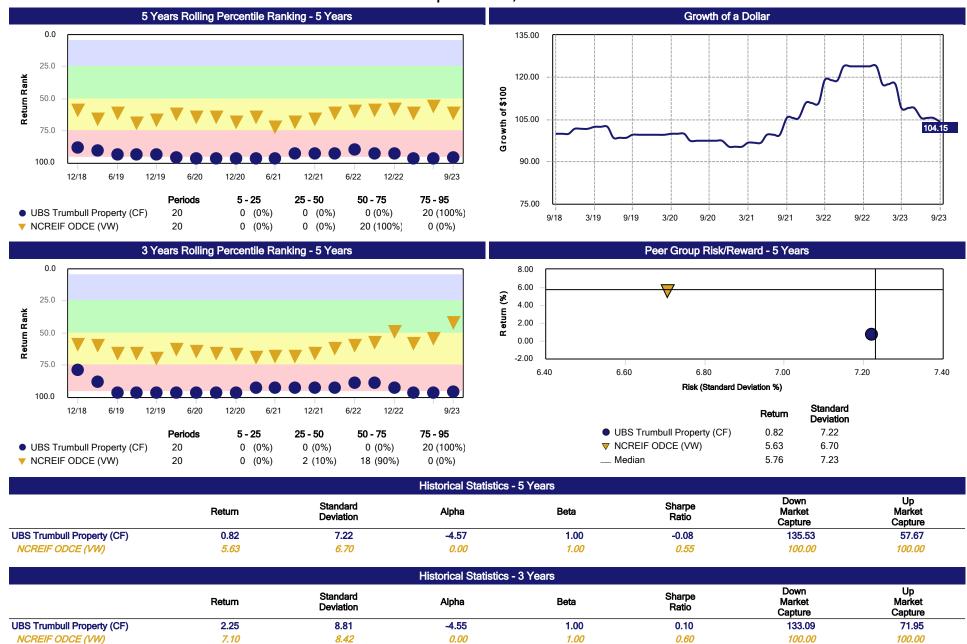
Historical Statistics - 5 Years

0 (0%)

	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
JPMCB RE Strategic Property (CF)	4.77	6.72	-0.71	0.98	0.44	102.13	91.08
NCREIF ODCE (VW)	<i>5.63</i>	6.70	0.00	1.00	0.55	100.00	100.00

Historical Statistics - 3 Years								
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture	
JPMCB RE Strategic Property (CF)	6.08	8.35	-0.79	0.97	0.50	98.77	91.05	
NCREIF ODCE (VW)	7.10	<i>8.42</i>	0.00	1.00	0.60	100.00	100.00	

## Pensacola General Pension and Retirement Fund UBS Trumbull Property (CF) September 30, 2023



BCA

## Pensacola General Pension and Retirement Fund GH&A Fixed Income Interm (SMA) September 30, 2023



**Historical Statistics - 5 Years** 

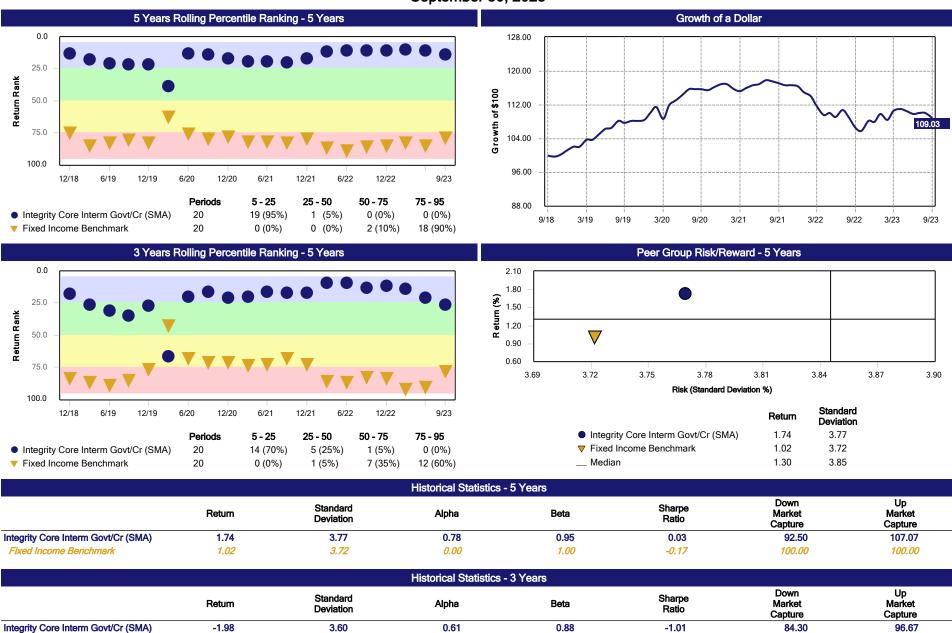
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
GH&A Fixed Income Interm (SMA)	0.61	4.40	-0.49	1.10	-0.23	113.34	103.80
Barclays Interm U.S. Gov/Credit Index	<i>1.02</i>	3.72	0.00	1.00	<i>-0.17</i>	100.00	100.00

Historical Statistics - 3 Years							
	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
GH&A Fixed Income Interm (SMA)	-3.00	5.02	0.47	1.17	-0.91	111.98	119.75
Barclays Interm U.S. Gov/Credit Index	<i>-2.93</i>	4.04	0.00	1.00	-1.14	100.00	100.00

## Pensacola General Pension and Retirement Fund

Integrity Core Interm Govt/Cr (SMA)

September 30, 2023



100.00

100.00

1.00

-1.14

0.00

-2.93

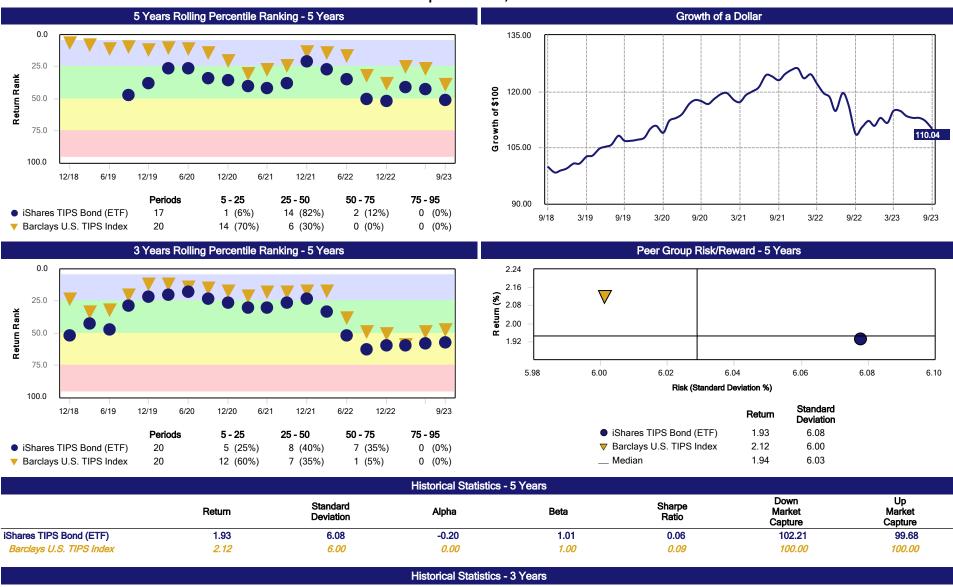
Fixed Income Benchmark

4.04

#### Pensacola General Pension and Retirement Fund iShares TIPS Bond (ETF)

Shares TIPS Bond (ET

September 30, 2023



	Return	Standard Deviation	Alpha	Beta	Sharpe Ratio	Down Market Capture	Up Market Capture
iShares TIPS Bond (ETF)	-2.15	6.85	-0.15	1.01	-0.52	102.62	101.07
Barclays U.S. TIPS Index	<i>-1.98</i>	6.76	0.00	1.00	-0.50	100.00	100.00

## Pensacola General Pension and Retirement Fund Total Fund Investment Performance Review September 30, 2023

The total Fund's three-year performance achieved the 7.0% actuarial assumption rate. The total Fund's three-year performance achieved the target index. The total Fund's three-year performance ranked in the top 50th percentile of a public pension funds universe. The total Fund's five-year performance achieved the 7.0% actuarial assumption rate. The total Fund's five-year performance achieved the target index. The total Fund's five-year performance ranked in the top 50th percentile of a public pension funds universe.

Total domestic equity three-year performance achieved the Russell 3000 Stock Index.

Total domestic equity three-year performance ranked in the top 50th percentile of a public pension funds universe. Total domestic equity five-year performance achieved the Russell 3000 Stock Index.

Total domestic equity five-year performance ranked in the top 50th percentile of a public pension funds universe.

DePrince, Race & Zollo (DRZ) large-cap value equity three-year performance achieved the Russell 1000 Value. DePrince, Race & Zollo (DRZ) large-cap value equity three-year performance ranked in the top 50th percentile. DePrince, Race & Zollo (DRZ) large-cap value equity five-year performance achieved the Russell 1000 Value. DePrince, Race & Zollo (DRZ) large-cap value equity five-year performance ranked in the top 50th percentile.

Fiduciary large-cap value equity three-year performance achieved the Russell 1000 Value Stock Index. Fiduciary large-cap value equity three-year performance ranked in the top 50th percentile. Fiduciary large-cap value equity five-year performance achieved the Russell 1000 Value Stock Index. Fiduciary large-cap value equity five-year performance ranked in the top 50th percentile.

Vulcan large-cap value equity three-year performance achieved the Russell 1000 Value Stock Index. Vulcan large-cap value equity three-year performance ranked in the top 50th percentile. Vulcan large-cap value equity five-year performance achieved the Russell 1000 Value Stock Index. Vulcan large-cap value equity five-year performance ranked in the top 50th percentile.

Polen large-cap growth equity three-year performance achieved the Russell 1000 Growth Stock Index. Polen large-cap growth equity three-year performance ranked in the top 50th percentile.

Yes	<u>No</u>
<u>Yes</u>	$\boxtimes$
	$\mathbb{X}$
$\boxtimes$	
	$\boxtimes \boxtimes \boxtimes$
	$\mathbb{X}$
	$\boxtimes$

## Pensacola General Pension and Retirement Fund Total Fund Investment Performance Review (continued) September 30, 2023

Sawgrass large-cap growth equity three-year performance achieved the Russell 1000 Growth. Sawgrass large-cap growth equity three-year performance ranked in the top 50th percentile. Sawgrass large-cap growth equity five-year performance achieved the Russell 1000 Growth. (Actual: +12.3% vs. +12.4%) Sawgrass large-cap growth equity five-year performance ranked in the top 50th percentile.	$\frac{\text{Yes}}{\boxtimes}$	
Thompson, Siegel & Walmsley SMID value equity three-year performance achieved the Russell 2500 Value. Thompson, Siegel & Walmsley SMID value equity three-year performance ranked in the top 50th percentile. Thompson, Siegel & Walmsley SMID value equity five-year performance achieved the Russell 2500 Value. Thompson, Siegel & Walmsley SMID value equity five-year performance ranked in the top 50th percentile.		
Frontier SMID growth equity three-year performance achieved the Russell 2500 Growth. Frontier SMID growth equity three-year performance ranked in the top 50th percentile. Frontier SMID growth equity five-year performance achieved the Russell 2500 Growth. Frontier SMID growth equity five-year performance ranked in the top 50th percentile. (Actual: 57th)		
Cohen & Steers Infrastructure three-year performance achieved the FTSE Global infrastructure 50/50 Index. Cohen & Steers Infrastructure three-year performance ranked in the top 50th percentile.		$\boxtimes$
Lazard Global Infrastructure three-year performance achieved the FTSE Global infrastructure 50/50 Index. Lazard Global Infrastructure three-year performance ranked in the top 50th percentile.	$\bowtie$	
Advent Convertibles three-year performance achieved the achieved the ML ALL US Converts index. (+2.2% vs. +3.1%) Advent Convertibles three-year performance ranked in the top 50th percentile. Advent Convertibles five-year performance achieved the achieved the ML ALL US Converts index. Advent Convertibles five-year performance ranked in the top 50th percentile.		
SSI Convertibles three-year performance achieved the achieved the ML ALL US Converts index. SSI Convertibles three-year performance ranked in the top 50th percentile. SSI Convertibles five-year performance achieved the achieved the ML ALL US Converts index. (+7.4% vs. +8.3%) SSI Convertibles five-year performance ranked in the top 50th percentile.		

## Pensacola General Pension and Retirement Fund Investment Performance Review (continued) September 30, 2023

	Yes
Total international equity three-year performance achieved the MSCI AC Wrld X US Index. Total international equity three-year performance ranked in the top 50th percentile. Total international equity five-year performance achieved the MSCI AC Wrld X US Index. (+2.5% vs. +3.1%) Total international equity five-year performance ranked in the top 50th percentile.	
American Euro Pacific international value equity three-year performance achieved the MSCI AC Wrld X US. American Euro Pacific international value equity three-year performance ranked in the top 50th percentile. American Euro Pacific international value equity five-year performance achieved the MSCI AC Wrld X US. American Euro Pacific international value equity five-year performance ranked in the top 50th percentile.	
Clearbridge international growth equity three-year performance achieved the MSCI AC Wrld X US. Clearbridge international growth equity three-year performance ranked in the top 50th percentile.	
JPMorgan Real Estate annualized three-year performance achieved the NCREIF ODCE. (+6.1% vs. +7.1%) JPMorgan Real Estate annualized five-year performance achieved the NCREIF ODCE. (+4.8% vs. +5.6%)	
UBS Turnbull Real Estate annualized three-year performance achieved the NCREIF ODCE. UBS Turnbull Real Estate annualized five-year performance achieved the NCREIF ODCE.	
The total Fixed Income annualized three-year performance achieved the Fixed Income benchmark. The total Fixed Income annualized three-year performance ranked in the top 50th percentile. The total Fixed Income annualized five-year performance achieved the Fixed Income benchmark. The total Fixed Income annualized five-year performance ranked in the top 50th percentile.	$\mathbb{X}$
Garcia Hamilton fixed income annualized three-year performance achieved the Fixed Income benchmark. (-3.0% vs2.9%) Garcia Hamilton fixed income annualized three-year performance ranked in the top 50th percentile. Garcia Hamilton fixed income annualized five-year performance achieved the Fixed Income benchmark. (+0.6% vs. +1.0%) Garcia Hamilton fixed income annualized five-year performance ranked in the top 50th percentile.	
Integrity fixed income annualized three-year performance achieved the Fixed Income benchmark. Integrity fixed income annualized three-year performance ranked in the top 50th percentile. Integrity fixed income annualized five-year performance achieved the Fixed Income benchmark. Integrity fixed income annualized five-year performance ranked in the top 50th percentile.	$\mathbb{X}$

 $\frac{No}{\boxtimes} \boxtimes \boxtimes \boxtimes \boxtimes$ 

 $\boxtimes$ 

 $\boxtimes$ 

 $\boxtimes$ 

 $\mathbb{X}$ 

## Pensacola General Pension and Retirement Fund Investment Performance Review (continued) September 30, 2023

iShares Tips annualized three-year performance achieved the Barclay's U.S. TIPS index benchmark. iShares Tips annualized three-year performance ranked in the top 50th percentile. (Actual: 57th) iShares Tips annualized five-year performance achieved the Barclay's U.S. TIPS index benchmark. iShares Tips annualized five-year performance ranked in the top 50th percentile. (Actual: 51st)





## Pensacola General Pension and Retirement Fund Glossary September 30, 2023

-ACCRUED INTEREST- Bond interest earned since the last interest payment, but not yet received.

-ALPHA- A linear regressive constant that measures expected return independent of Beta.

-ASSET ALLOCATION- The division of portfolio asset classes in order to achieve an expected investment objective.

-BALANCED UNIVERSES - Public Funds, Endowments & Foundations, Corporate peer groups, and PSN peer groups.

-BETA- A measure of portfolio sensitivity (volatility) in relation to the market, based upon past experience.

-BOND DURATION- A measure of portfolio sensitivity to interest rate risk.

-COMMINGLED FUND- An investment fund which is similar to a mutual fund in that investors are permitted to purchase and redeem units that represent ownership in a pool of securities.

-CONVERTIBLE BONDS - Hybrid securities' that offer equity returns during rising equity markets and improved down-market protection.

-CORE- An equal weighting in both growth and value stocks.

-CORRELATION COEFFICIENT- A measure of how two assets move together. The measure is bounded by +1 and -1; +1 means that the two assets move together positively, while a measure of -1 means that the assets are perfectly negatively correlated.

-GROWTH MANAGER- Generally invests in companies that have either experienced above-average growth rates and/or are expected to experience above-average growth rates in the future. Growth portfolios tend to have high price/earnings ratios and generally pay little to no dividends.

-INDEXES- Indexes are used as "independent representations of markets" (e.g., S&P 500).

-INFORMATION RATIO- Annualized excess return above the benchmark relative to the annualized tracking error.

-LARGE CAP- Generally, the term refers to a company that has a market capitalization that exceeds \$10 billion.

-MANAGER UNIVERSE- A collection of quarterly investment returns from various investment management firms that may be subdivided by style (e.g. growth, value, core).

-MID CAP- Generally, the term refers to a company that has a market capitalization between \$2 and \$10 billion.

-NCREIF - A quarterly time series composite total rate of return measure of investment performance of a large pool of individual commercial real estate properties acquired in the private market for investment purposes only.

-NCREIF ODCE - Open End Diversified Core Equity index which consists of historical and current returns from 26 open-end commingled funds pursuing core strategy. This index is capitalization weighted, time weighted and gross of fees.

-NET- Investment return accounts only for manager fees.

-PROTECTING FLORIDA INVESTMENT ACT (PFIA) - SBA publishes a list of prohibited investments (scrutinized companies).

-RATE OF RETURN- The percentage change in the value of an investment in a portfolio over a specified time period, excluding contributions.

-RISK MEASURES- Measures of the investment risk level, including beta, credit, duration, standard deviation, and others that are based on current and historical data.

-R-SQUARED- Measures how closely portfolio returns and those of the market are correlated, or how much variation in the portfolio returns may be explained by the market. An R2 of 40 means that 40% of the variation in a fund's price changes could be attributed to changes in the market index over the time period.

## Pensacola General Pension and Retirement Fund Glossary September 30, 2023

-SHARPE RATIO- The ratio of the rate of return earned above the risk-free rate to the standard deviation of the portfolio. It measures the number of units of return per unit of risk.

-SMALL CAP- Generally refers to a company with a market capitalization \$300 million to \$2 billion.

-STANDARD DEVIATION- Measure of the variability (dispersion) of historical returns around the mean. It measures how much exposure to volatility was experienced by the implementation of an investment strategy.

-SYSTEMATIC RISK- Measured by beta, it is the risk that cannot be diversified away (market risk).

-TIME WEIGHTED (TW) RETURN - A measure of the investments versus the investor. When there are no flows the TW & DOLLAR weighted (DW) returns are the same and vice versa.

-TRACKING ERROR- A measure of how closely a manager's performance tracks an index; it is the annualized standard deviation of the differences between the quarterly returns for the manager and the benchmark.

-TREYNOR RATIO- A measure of reward per unit of risk. (excess return divided by beta).

-UP AND DOWN-MARKET CAPTURE RATIO- Ratio that illustrates how a manager performed relative to the market during rising and declining market periods.

-VALUE MANAGER- Generally invests in companies that have low price-to-earnings and price-to-book ratios and/or above-average dividend yields.

## Pensacola General Pension and Retirement Fund Disclosure September 30, 2023

Advisory services are offered through or by Burgess Chambers and Associates, Inc., a registered SEC investment advisor.

Performance Reporting:

1. Changes in portfolio valuations due to capital gains or losses, dividends, interest, income and management fees are included in the calculation of returns. All calculations are made in accordance with generally accepted industry standards.

2. Transaction costs, such as commissions, are included in the purchase cost or deducted from the proceeds or sale of a security. Differences in transaction costs may affect comparisons.

3. Individual client returns may vary due to a variety of factors, including differences in investment objectives, asset allocating and timing of investment decisions.

4. Performance reports are generated from information supplied by the client, custodian, and/or investment managers. BCA relies upon the accuracy of this data when preparing reports.

5. The market indexes do not include transaction costs, and an investment in a product similar to the index would have lower performance dependent upon costs, fees, dividend reinvestments, and timing. Benchmarks and indexes are for comparison purposes only, and there is no assurance or guarantee that such performance will be achieved.

6. Performance information prepared by third party sources may differ from that shown by BCA. These differences may be due to different methods of analysis, different time periods being evaluated, different pricing sources for securities, treatment of accrued income, treatment of cash, and different accounting procedures.

7. Certain valuations, such as alternative assets, ETF, and mutual funds, are prepared based on information from third party sources, the accuracy of such information cannot be guaranteed by BCA. Such data may include estimates and maybe subject to revision.

8. BCA relies on third party vendors to supply tax cost and market values, In the event that cost values are not available, market values may be used as a substitute.

9. BCA has not reviewed the risks of individual security holdings.

10. BCA investment reports are not indicative of future results.

- 11. Performance rankings are time sensitive and subject to change.
- 12. Mutual Fund (MF), Collective Investment Trusts (CIT) and Exchange Traded Funds (ETF) are ranked in net of fee universes.

13. Separately Managed Account (SMA) and Commingled Fund (CF) returns are ranked in gross of fees universes.

14. Composite returns are ranked in universes that encompass both gross and net of fee returns.

15. Total Fund returns are ranked in a gross of fee universe.

16. Private investments may include performance fees in addition to a management fee. For the purpose of BCA's calculations, net returns take in consideration both performance and management fees, but gross returns include management fees only.

17. For a free copy of Part II (mailed w/i 5 bus. days from request receipt) of Burgess Chambers & Associates, Inc.'s most recent Form ADV which details pertinent business procedures, please contact: 315 East Robinson Street Suite #690, Orlando, Florida 32801, 407-644-0111, info@burgesschambers.com.

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