# YOUR PENSION MATTERS
# 3/31/18
# End of 2nd Quarter – FY 2017 - 2018

by: Chief Paul O'Connell
Board Chairperson
**5/25/18**

*"There is nothing noble in being superior to your fellow man. True nobility is being superior to your former self."* **Ernest Hemingway**

**A sincere apology** from the event planners to those members who anticipated the ***Sgt. Chris Reyka Park*** dedication planned for April 29th. It was simply a planning oversight on our part as this ceremony conflicted with the Pompano Beach Seafood Festival. We all know that the festival events are all consuming. City officials recommended that we reschedule the dedication and we agreed. We will certainly let you know the new date and time.

**Social Security: Fidelity** published an excellent "nut shell" summary for each of you to consider as you approach **SS** eligibility. **PLEASE** remember as you read this…….. no two persons are the same. We each have different financial needs, wants and expectations. As you approach eligibility you should seek the advice of a financial expert to assess your very particular environment…..financial condition, age, personal longevity genes and current state of health. There are many "moving parts" in your decision of when to collect. Some information from **Fidelity** for you to consider:

*When it comes to Social Security, it can be tempting to take the money and run as soon as you're eligible—typically at age 62. After all, you've likely been paying into the system for all of your working life, and you're ready to receive your benefits. Plus, guaranteed monthly income is nice to have.*

- *If you claim Social Security at age 62, rather than waiting until your full retirement age (FRA), you can expect up to a 30% reduction in monthly benefits.*
- *For every year you delay past your FRA up to age 70, you get an 8% increase in your benefit. So, if you can afford it, waiting could be the better option.*
- *Health status, longevity, and retirement lifestyle are 3 variables that can play a role in your decision on when to claim your Social Security benefits.*

*Health status, longevity, and retirement lifestyle are 3 variables that can play a role in your decision on when to claim your Social Security benefits. You may not be able to predict the true impact of these variables, but you can rely on the simple fact that if you claim early versus later, you will likely have lower benefits from Social Security to help fund your retirement.*

*If you start taking Social Security at age 62, rather than waiting until your full retirement age (FRA), you can expect up to a 30% reduction in monthly benefits with lesser reductions as you approach FRA. Remember,* *FRA is no longer age 65. It now ranges from 66 to 67, depending on your date of birth. And your annual cost-of-living adjustment (COLA) is based on your benefit. So if you begin Social Security at 62, and start with reduced benefits, your COLA-adjusted benefit will be lower too.*

*Waiting to claim your Social Security benefit will result in a higher benefit. For every year you delay past your FRA, you get an 8% increase in your benefit. That could be at least a 24% higher monthly benefit if you delay claiming until age 70. But, make sure to evaluate your decision based on how much you've saved for retirement, your other sources of income in retirement, and your expectations for longevity.*

*While many people could benefit from waiting to age 70 to take Social Security payments, others may need this source of guaranteed income sooner to help pay their bills, or may anticipate that that may not live long enough to reap the rewards of delaying.*

*Your decision to take benefits early could outlive you. If you were to die before your spouse, they would be eligible to receive your monthly amount as a survivor benefit—if it's higher than their own amount. But if you take your benefits early, say at age 62 versus waiting until age 70, your spouse's survivor Social Security benefit could be up to 30% less for the remainder of their lifetime.*

**In the meantime: how is our Fund doing??**

That was the focus of our Symposium as the **Bull Market** celebrated its Ninth Anniversary (March 9, 2009 – March 8, 2018) during which the DJIA rose well over 100% & the S&P 500 rose well over 175% from the dark days of the Great Recession. The Tax Cut & Reform Bill of late 2017 was a "booster shot" for Wall Street in early 2018 until the wheels fell off the wagon when Mr. Trump imposed strong tariffs on Chinese imports. As of this writing, there has been a mixed response from the Chinese Government. The question continues to be what truly influences the markets: market fears or fundamental facts (earnings, interest rates, and economic data)? We learned that the markets remain prone to the volatility or "fear versus fundamentals" pattern we have experienced over the past few months; i.e. extreme volatility. That was the focus of our discussions at the **Twelfth Annual Pension Educational Symposium** a few weeks ago.

F**or the year through March 30th** the S&P 500 was down 0.76%; the DJIA was down 1.96% and the EAFE index, the broad measure of international markets, was down 1.41%. As a reminder, our Fund is diversified over **15 different managers**:

**FOUR US EQUITY FUNDS:**

**Large Cap Value:** Blackrock

**Mid Cap Value**:** ~~RBC Global Asset Management~~

**Large Cap Growth:** Sands Capital Management, LLC

**Mid Cap Growth:** Wells Capital Management

****At our April meeting, the Board replaced RBC (Royal Bank of Canada) with *Nuance Investments* (located in Kansas City) as our new Mid Cap Value manager.**

**TWO FIXED INCOME FUNDS:**

| | |
|---|---|
| **Bonds**: | BNY Mellon Asset Management NA (Standish)<br>Incore Capital Management (formerly Munder Capital) |

**TWO INTERNATIONAL FUNDS:**

| | |
|---|---|
| **International Value:** | Lazard Asset Management |
| **International Growth:** | Renaissance Investment Management |

**SEVEN ALTERNATIVE INVESTMENT FUNDS:**

| | |
|---|---|
| **Fund of Fund Hedge Funds:** | Ironwood Capital Management<br>Pine Grove Associates, Inc. |
| **Core Real Estate:** | Invesco |
| **Private Equity:** | Blackstone Tactical Opportunities Fund, LP<br>Goldman Sachs Asset Management<br>Neuberger Berman Alternatives Advisers, LLC (two funds) |
| **MLP:** | Brookfield (Center Coast) |

Those of you who were lucky enough to attend our 12th Annual Symposium received critical information directly from the market experts; the people who invest millions of dollars on a daily basis. In fact, our keynote speaker was John Molinari of First Trust. Mr. Molinari was extremely informative and forward looking with the forecast from First Trust. He spoke about the continued "slow growth" mixed in with increased volatility and these two themes paint the picture for 2018.

For those of you who could not attend, here is a nutshell view from our money managers and their collective vision of how we performed during the last year, where we stand now and what to expect during the remainder of the 2018.

The **2nd Quarter** of the Fund's current fiscal year (January 1 – March 30th) certainly suffered from the "Trump Effect of a Different Kind" as the market rose to new heights and then suffered some intense drops when Mr. Trump imposed significant tariffs on Chinese imports. In fact, the S&P 500 & the Dow suffered its first quarterly loss since 2015. It truly was like a roller coaster ride!! Our Fund did survive the ride "in the black." The Fund had an overall positive return of + $1.7 million. At the end of the 2nd Quarter the Fund sat at $235 million. The volatility was intense and that was why and is why the Board of Trustees continues to have a diversified portfolio in our Fund. Attached you will find an investment results summary from the Quarter ending March 31, 2018.

The **current Quarter**, which spans April 1st through June 30th, has been much the same story. Uncertainty in the marketplace continues to be a headwind on the world economy as the roller coaster ride continues. As the Board of Trustees listened to our line-up of money managers, the theme for the investment future was pretty much unanimous; slow growth is in our future with significant increase in volatility. As I am sure you have read in many places; past results may not necessarily reflect the future returns. *Put another was; the future is not guaranteed*

**Of special note**: The Board decided to terminate its relationship with our Mid Cap Value manager RBC. At our April meeting the Board hired Nuance (please refer to the meeting minutes for the discussion and selection). In addition, the Board secured a reduction in fees from five (5) of our money managers. The total saved as a result of these reductions was estimated at over $120,000!! **We thank our Consultant, Charlie Mulfinger for his work in securing these savings.**

**As a reminder the Board places the quarterly investment reports on its website under a separate link. Click on Investments/Guidelines and Performance Reports.** We do this in an effort to be completely transparent in what we do and how we do it. However, the best way to keep up to date is to attend the quarterly meetings during which our Consultant gives a full report of where each manager stands (next one is August 20th.) Even better, come to the 2019 Symposium and you can hear from managers themselves!

**Mark your calendars for next year**. Please join us if you can for our **Thirteenth Annual Pension Educational Symposium May 2 - 4, 2019!!**

**Finally,** if your son or daughter is graduating from High School, congratulations! If he or she will be attending Broward College please consider applying for a scholarship with the Pension Board staff. Remember, this scholarship program is sponsored by our Legal Team, ***Sugarman & Susskind*** and is available (regardless of age) to the spouses, children and grandchildren of our members; retired or active.

**To All: Enjoy your summer and in the meantime, stay safe and stay in touch!**

**SUMMARY OF RELEVANT FACTS**
**Pompano Beach Police & Firefighters' Retirement System**
**As of March 31, 2018**

| Distribution of Assets: | | |
|---|---|---|
| Equity | | |
| -Large Cap. Value | $29,255,714 | |
| -Large Cap. Growth | $31,436,132 | |
| -Mid Cap. Value | $11,853,347 | |
| -Small/Mid Cap. Growth | $12,341,491 | |
| -International Value | $18,023,343 | |
| -International Growth | $17,999,278 | |
| Total Equity | | $120,909,305 |
| Fixed Income | | $52,578,624 |
| Private Real Estate | | $19,404,804 |
| Fund of Hedge Funds | | $21,848,760 |
| Master Limited Partnerships | | $9,803,365 |
| Private Equity | | $9,314,281 |
| Cash (Non-Managed Account) | | $1,229,375 |
| Total Portfolio | | $235,088,514 |

| Distribution by Percentages: | Policy | Current |
|---|---|---|
| Equity Breakdown | | |
| -Large Cap. Value | 12.50% | 12.44% |
| -Large Cap. Growth | 12.50% | 13.37% |
| -Mid Cap. Value | 5.00% | 5.04% |
| -Small/Mid Cap. Growth | 5.00% | 5.25% |
| -International Value | 7.50% | 7.67% |
| -International Growth | 7.50% | 7.66% |
| Total Equity | 50.00% | 51.43% |
| Fixed Income | 22.50% | 22.37% |
| Private Real Estate | 7.50% | 8.25% |
| Fund of Hedge Funds | 10.00% | 9.29% |
| Master Limited Partnerships | 5.00% | 4.17% |
| Private Equity | 5.00% | 3.96% |
| Cash (Non-Managed Account) | 0.00% | 0.52% |
| Total Portfolio | 100.00% | 100.00% |

**Other Important Facts:**

| | |
|---|---|
| Total Portfolio | $235,088,514 |
| Total Gain or (Loss) - Gross of Fees | $1,723,349 |

| BLACKROCK | | |
|---|---|---|
| Total Assets | 100.00% | $29,255,714 |
| Equity | 95.46% | $27,926,830 |
| Cash | 4.54% | $1,328,883 |
| Fees | | ($18,882) |
| Gain or (Loss) | | ($551,111) |

| SANDS CAPITAL MANAGEMENT | | |
|---|---|---|
| Total Assets | 100.00% | $31,436,132 |
| Equity | 98.74% | $31,040,695 |
| Cash | 1.26% | $395,437 |
| Fees | | ($44,676) |
| Gain or (Loss) | | $3,066,614 |

| RBC GLOBAL | | |
|---|---|---|
| Total Assets | 100.00% | $11,853,347 |
| Equity | 96.61% | $11,451,787 |
| Cash | 3.39% | $401,560 |
| Fees | | ($9,641) |
| Gain or (Loss) | | ($53,140) |

| WELLS | | |
|---|---|---|
| Total Assets | 100.00% | $12,341,491 |
| Equity | 96.76% | $11,941,663 |
| Cash | 3.24% | $399,828 |
| Fees | | ($26,681) |
| Gain or (Loss) | | $460,091 |

| LAZARD (International Value) | | |
|---|---|---|
| Total Assets | 100.00% | $18,023,343 |
| Equity | 97.51% | $17,575,359 |
| Cash | 2.49% | $447,984 |
| Fees | | ($21,712) |
| Gain or (Loss) | | $41,969 |

| RENAISSANCE (International Growth) | | |
|---|---|---|
| Total Assets | 100.00% | $17,999,278 |
| Equity | 98.93% | $17,805,826 |
| Cash | 1.07% | $193,453 |
| Fees | | ($27,838) |
| Gain or (Loss) | | $128,361 |

| STANDISH MELLON | | |
|---|---|---|
| Total Assets | 100.00% | $26,236,551 |
| Fixed | 97.69% | $25,630,693 |
| Cash | 2.31% | $605,858 |
| Fees | | ($15,283) |
| Gain or (Loss) | | ($359,660) |

| INCORE/VICTORY (FORMERLY MUNDER) | | |
|---|---|---|
| Total Assets | 100.00% | $26,342,072 |
| Fixed | 99.52% | $26,215,899 |
| Cash | 0.48% | $126,174 |
| Fees | | ($12,319) |
| Gain or (Loss) | | ($280,786) |

| INVESCO (Private Real Estate) | | |
|---|---|---|
| Private Real Estate | 100.00% | $16,404,804 |
| Fees | | ($45,485) |
| Gain or (Loss) | | $433,175 |

| OFFICE BUILDING | | |
|---|---|---|
| Total Assets | 100.00% | $3,000,000 |
| Gain or (Loss) | | $21,250 |

| Ironwood Fund of Hedge Fund | | |
|---|---|---|
| Fund of Hedge Fund | 100.00% | $11,465,320 |
| Gain or (Loss) | | $131,128 |

| MAIN ACCOUNT (NON-MANAGED) | | |
|---|---|---|
| Cash | 100.00% | $1,229,375 |
| Gain or (Loss) | | $8,433 |

| Pine Grove Fund of Hedge Fund | | |
|---|---|---|
| Fund of Hedge Fund | 100.00% | $10,383,440 |
| Gain or (Loss) | | $127,964 |

| Center Coast Master Limited Partnerships | | |
|---|---|---|
| Fund of Hedge Fund | 100.00% | $9,803,365 |
| Gain or (Loss) | | ($1,450,938) |

| NB CROSSROADS (PRIVATE EQUITY) #1 | | |
|---|---|---|
| Total Assets | 100.00% | $3,406,602 |
| Gain or (Loss) | | $0 |

| NB CROSSROADS (PRIVATE EQUITY) #2 | | |
|---|---|---|
| Fund of Hedge Fund | 100.00% | $2,242,840 |
| Gain or (Loss) | | $0 |

| BLACKSTONE (PRIVATE EQUITY) | | |
|---|---|---|
| Total Assets | 100.00% | $2,181,821 |
| Gain or (Loss) | | $0 |

| GOLDMAN SACHS (PRIVATE EQUITY) | | |
|---|---|---|
| Total Assets | 100.00% | $1,483,018 |
| Gain or (Loss) | | $0 |

**BREAKDOWN OF RETURNS**
**Pompano Beach Police & Firefighters' Retirement System**
**As of March 31, 2018**

**TRADITIONAL INVESTMENTS**

| | Your Returns | | | | |
|---|---|---|---|---|---|
| **BLACKROCK** *Large Cap. Value* | Gross | Net | Russ 1000 Value | PSN Money Mgrs. | S&P 500 |
| Quarter | (1.94) | (2.00) | (2.83) | (2.32) | (0.76) |
| 1 year | 11.28 | 10.79 | 6.95 | 9.60 | 13.99 |
| 3 year | 9.97 | 9.39 | 7.87 | 8.63 | 10.78 |
| 5 year | 10.55 | 9.91 | 10.78 | 11.28 | 13.31 |
| Since 1/31/2013 | 11.08 | 10.47 | 11.56 | NA | 13.96 |
| **SANDS CAPITAL** *Large Cap. Growth* | | | Russ 1000 Growth | PSN Money Mgrs. | |
| Quarter | 9.73 | 9.58 | 1.42 | 1.33 | |
| 1 year | 30.84 | 30.11 | 21.26 | 18.57 | |
| 3 year | 12.87 | 12.22 | 12.90 | 10.70 | |
| 5 year | 16.23 | 15.54 | 15.54 | 14.00 | |
| Since 5/31/2003 | 12.97 | 12.32 | 10.11 | NA | |
| **RBC GLOBAL** *Mid Cap. Value* | | | Russ Mid Value | PSN Money Mgrs. | |
| Quarter | (0.44) | (0.52) | (2.50) | (1.98) | |
| 1 year | 0.61 | 0.30 | 6.50 | 9.33 | |
| 3 year | 3.35 | 2.80 | 7.22 | 8.35 | |
| 5 year | 10.38 | 9.82 | 11.10 | 11.77 | |
| Since 1/31/2009 | 15.47 | 14.81 | 17.00 | NA | |
| **WELLS** *Small/Mid Cap. Growth* | | | Russ 2500 Growth | PSN Money Mgrs. | |
| Quarter | 3.41 | 3.20 | 2.38 | 2.95 | |
| 1 year | 22.51 | 21.46 | 19.92 | 19.53 | |
| 3 year | 11.06 | 10.06 | 9.10 | 9.88 | |
| 5 year | 13.76 | 12.75 | 13.36 | 13.38 | |
| Since 1/31/2009 | 19.53 | 18.50 | 18.29 | NA | |
| **LAZARD** *International Value* | | | MSCI AC Wrld x US | | |
| Quarter | 0.06 | (0.06) | (1.18) | | |
| 1 year | 18.48 | 17.90 | 16.53 | | |
| 3 year | 7.24 | 6.70 | 6.18 | | |
| 5 year | 6.87 | 6.34 | 5.89 | | |
| Since 1/31/2013 | 6.39 | 5.88 | 5.51 | | |
| **RENAISSANCE** *International Growth* | | | MSCI AC Wrld x US | | |
| Quarter | 0.47 | 0.33 | (1.18) | | |
| 1 year | 16.62 | 15.91 | 16.53 | | |
| 3 year | 6.27 | 5.58 | 6.18 | | |
| 5 year | 9.01 | 8.31 | 5.89 | | |
| Since 1/31/2009 | 11.23 | 10.54 | 9.96 | | |
| **STANDISH MELLON** *Fixed Income* | | | BC Aggregate | BC Int. Aggregate | BC Int. Gov/Credit |
| Quarter | (1.45) | (1.45) | (1.46) | (1.05) | (0.98) |
| 1 year | 1.55 | 1.32 | 1.20 | 0.51 | 0.35 |
| 3 year | 1.19 | 0.91 | 1.20 | 1.01 | 0.94 |
| 5 year | 1.88 | 1.56 | 1.82 | 1.45 | 1.25 |
| Since 4/30/2003 | 4.04 | 3.71 | 3.91 | 3.57 | 3.36 |
| **INCORE/VICTORY (Munder)** *Fixed Income* | | | BC Aggregate | BC Int. Aggregate | BC Int. Gov/Credit |
| Quarter | (1.14) | (1.19) | (1.46) | (1.05) | (0.98) |
| 1 year | 1.88 | 1.68 | 1.20 | 0.51 | 0.35 |
| 3 year | 1.44 | 1.29 | 1.20 | 1.01 | 0.94 |
| 5 year | 2.09 | 1.97 | 1.82 | 1.45 | 1.25 |
| Since 9/30/2002 | 4.35 | 4.13 | 4.01 | 3.66 | 3.50 |

**ALTERNATIVE INVESTMENTS**

| **INVESCO** *Private Real Estate* | Gross | Net | NCREIF | NCREIF ODCE | BC Aggregate |
|---|---|---|---|---|---|
| Quarter | 2.42 | 2.13 | 1.70 | 0.00 | (1.46) |
| 1 year | 8.31 | 7.11 | 7.13 | 5.74 | 1.20 |
| 3 year | 10.50 | 9.28 | 8.73 | 9.20 | 1.20 |
| 5 year | 11.63 | 10.41 | 10.00 | 10.94 | 1.82 |
| Since 7/31/2006 | 6.38 | 5.25 | 7.41 | 6.31 | 4.21 |
| **OFFICE BUILDING** *Private Real Estate* | | | 90-Day T-Bill | BC Aggregate | |
| Quarter | 0.71 | 0.71 | 0.35 | (1.46) | |
| 1 year | 4.34 | 4.34 | 1.07 | 1.20 | |
| 3 year | 4.20 | 4.20 | 0.49 | 1.20 | |
| 5 year | 7.93 | 7.93 | 0.31 | 1.82 | |
| Since 3/31/2007 | 0.50 | 0.43 | 0.64 | 3.99 | |
| **Ironwood** *Fund of Hedge Funds* | | | HFRI FOF Cons | BC Aggregate | |
| Quarter | 1.16 | 1.16 | 0.69 | (1.46) | |
| 1 year | 6.32 | 6.32 | 3.56 | 1.20 | |
| 3 year | 3.36 | 3.36 | 1.69 | 1.20 | |
| 5 year | 5.67 | 5.67 | 2.98 | 1.82 | |
| Since 7/31/2008 | 3.55 | 3.55 | 1.36 | 3.88 | |
| **Pine Grove** *Fund of Hedge Funds* | | | HFRI FOF Cons | BC Aggregate | |
| Quarter | 1.25 | 1.25 | 0.69 | (1.46) | |
| 1 year | 5.25 | 5.25 | 3.56 | 1.20 | |
| 3 year | 2.12 | 2.12 | 1.69 | 1.20 | |
| 5 year | 3.07 | 3.07 | 2.98 | 1.82 | |
| Since 9/30/2008 | 3.78 | 3.78 | 2.12 | 3.99 | |
| **Center Coast** *Master Limited Partnerships* | | | Alerian MLP | BC Aggregate | |
| Quarter | (12.89) | (13.00) | (11.12) | (1.46) | |
| 1 year | (20.98) | (21.37) | (20.07) | 1.20 | |
| 3 year | (11.64) | (12.04) | (11.25) | 1.20 | |
| Since 1/31/2015 | (11.18) | (11.57) | (11.34) | 1.58 | |
| **Neuberger Berman** *Private Equity #1* | Time-Wtd | Dollar-Wtd | S&P 500 / 90 Day T-Bill (Sept) | BC Aggregate | |
| Quarter | 0.00 | 0.00 | 0.35 | (1.46) | |
| 1 year | 8.90 | 9.11 | 8.38 | 1.20 | |
| 3 year | 9.79 | 9.60 | 8.94 | 1.20 | |
| 5 year | 12.38 | 12.43 | 12.18 | 1.82 | |
| Since 3/31/2010 | 3.92 | | 12.36 | 3.20 | |
| **Neuberger Berman** *Private Equity #2* | Time-Wtd | Dollar-Wtd | S&P 500 / 90 Day T-Bill (Sept) | BC Aggregate | |
| Quarter | 0.00 | 0.00 | 0.35 | (1.46) | |
| 1 year | 6.82 | 6.76 | 8.38 | 1.20 | |
| 3 year | 7.21 | 7.73 | 8.94 | 1.20 | |
| Since 7/31/2014 | 4.65 | | 9.70 | | |
| **Blackstone** *Private Equity* | Time-Wtd | Dollar-Wtd | S&P 500 / 90 Day T-Bill (Dec) | BC Aggregate | |
| Quarter | 0.00 | (0.46) | 0.35 | (1.46) | |
| 1 year | 12.24 | 10.57 | 15.26 | 1.20 | |
| 3 year | 9.76 | 7.91 | 11.20 | 1.20 | |
| Since 11/30/2013 | 10.36 | | 11.74 | | |
| **Goldman Sachs** *Private Equity* | Time-Wtd | Dollar-Wtd | S&P 500 / 90 Day T-Bill (Dec) | BC Aggregate | |
| Quarter | 0.00 | 0.00 | 0.35 | (1.46) | |
| 1 year | 5.47 | 6.11 | 15.26 | 1.20 | |
| 3 year | 7.71 | 7.81 | 11.20 | 1.20 | |
| Since 12/31/2013 | 6.90 | | 11.33 | | |

| TOTAL FUND<br>*Time-Weighted Return (TWR)* | | | Policy Index |
|---|---|---|---|
| Quarter | 0.59 | 0.48 | (1.01) |
| 1 year | 9.75 | 9.26 | 7.61 |
| 3 year | 5.72 | 5.22 | 5.27 |
| 5 year | 7.81 | 7.29 | 7.31 |
| Since 9/30/2002 | 7.71 | 7.22 | 7.49 |
| Since 6/30/1995 | 7.26 | | |

| TOTAL FUND<br>*Dollar-Weighted Net Return (IRR)* | | Actuarial Rate | CPI +3 |
|---|---|---|---|
| Quarter | 0.53 | 1.82 | 1.53 |
| 1 year | 9.34 | 7.50 | 5.65 |
| 3 year | 5.01 | 7.50 | 5.01 |
| 5 year | 7.34 | 7.50 | 4.49 |

**Note**

Per the Board's request, all performance results (including but not limited to rates of return, risk, measures, unit values, and dollar values) prior to September 30, 2002, were provided by GRS Asset Consulting Group, who was the previous consultant. The performance data is believed to be accurate, but there is no assurance. Graystone Consulting has not calculated or independently verified the accuracy of the returns or market values and is not responsible or liable for any mistake or miscalculations. Effective September 30, 2002, all valuations and rates of return are calculated by Graystone Consulting.