# CITY OF POMPANO BEACH GENERAL EMPLOYEES' RETIREMENT SYSTEM

# **INVESTMENT PERFORMANCE ANALYSIS**

**THIRD QUARTER 2012** 

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# **INVESTMENT PERFORMANCE ANALYSIS**

# **SEPTEMBER 30, 2012**

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# CITY OF POMPANO BEACH GENERAL EMPLOYEES' RETIREMENT SYSTEM

Quarter Ending September 30, 2012

### I. MARKET ENVIRONMENT

Index	Third Quarter	1 Year	3 Year
Standard & Poor's 500 Index	6.4%	30.2%	13.2%
MSCI EAFE Index (Net)	6.9%	13.8%	2.1%
NCREIF Index	2.3%	11.0%	10.9%
CSFB Hedge Index	2.1%	3.0%	2.8%
Barclays U.S. Aggregate	1.6%	5.2%	6.2%
91 Day Treasury Bills	0.0%	0.1%	0.1%
Consumer Price Index	0.8%	2.0%	2.3%

The third quarter of 2012 found stocks back in rally mode, with most equity markets yielding smart gains in spite of multiple headwinds. The U.S. economy continues to underperform in its recovery from the recent recession; real GDP grew at a weak 1.3% annual rate during the second quarter, a notable slowdown from fourth quarter 2011's 4.1% and first quarter 2012's 2.0%. Job growth through the end of the third quarter could not bring the official U.S. unemployment rate below its quarter-end 8.1% rate. Despite some commodities price volatility, the Consumer Price Index only rose 0.8% in the third quarter.

- **Equities:** The U.S. stock market rallied with the S&P 500 posting a 6.4% return in the third quarter. Large-cap stocks outperformed small-cap, but micro-cap stocks outdistanced larger issues (Wilshire US Large Cap, 6.3%; Wilshire US Small Cap, 5.2%; Wilshire US Micro Cap, 7.3%). As befits a rally, growth-oriented stocks outperformed value-oriented equity (Wilshire US Large Growth, 6.3%; Wilshire US Large Value, 6.2%; Wilshire US Small Growth, 5.2%; Wilshire US Small Value, 5.1%). The market's third quarter rally was broad based, with all economic sectors advancing. Utilities, the worst performing sector, posted a 0.6% total return for the quarter. The Energy sector was the best performer in the third quarter, up 10.0%, but remains a laggard year-to-date, up only 6.7% versus 16.0% for the broader stock market.
- **Fixed Income:** With the Federal Reserve holding fast on low interest rates and buying mortgage-backed paper to spur the job market, bond investors accelerated their move into riskier asset spaces, snapping up higher-yielding corporate paper whether investment-grade or "junk". The stock markets' rally in the third quarter nudged Treasury yields higher until mid-September, when news of QE3 (quantitative easing) drove yields back down. At the end of the third quarter, the yield on two-year Treasuries had fallen to 0.2%, while the bellwether ten-year Treasury yield ticked down to 1.7%. The yield on thirty-year Treasuries, on the other hand, actually rose to 2.8%.
- Alternatives: With a basket of concerns facing investors around the globe, assets continued to pour into the perceived safety of alternative strategies. At the end of 3Q12, hedge fund capital increased by another \$80 billion, bringing total assets within the industry to a record \$2.19 trillion *(The Hedge Fund Journal).* U.S. institutional investors have also turned to real asset allocations including real estate, infrastructure, and commodities. Real assets are often viewed as less sensitive to rising interest rates than bonds and as a potential hedge against future inflation. The California Teacher's Retirement System (CALSTERS) just committed \$150 million into local infrastructure and made its first of 4 investments in October 2012. CALSTERS representatives claim their support of local projects will put 600 more Californians to work and that the investment reflects their commitment to the California economy (*P&I Online.*)



Wilshire Public Plan Sponsor Universe	WILSHIRE
Number of Plans	170
Median Size	\$85.2 Million
Total Assets	\$498.1 Billion
Total Plans over \$1 Billion	30
Total Plans between \$100 - \$1,000 Million	49
Total Plans between \$20 Million - \$100 Million	60
Total Plans under \$20 Million	31

### **About Wilshire Associates**

The Wilshire Cooperative is collaboration between Wilshire Associates and more than 60 independent investment consulting firms. Wilshire provides advanced performance measurement and attribution reporting systems to participating firms while Cooperative members provide asset and performance data for their sponsor clients. These are then pooled into peer groups for comparative purposes. Today, the Wilshire Cooperative is the standard utilized by over 1300 plan sponsors with assets over \$743 billion dollars.

### **Our Universe Comparisons**

As a Wilshire affiliate, we are granted access to large and diverse peer comparisons, including total fund, portfolio-level, and stylebased universes. The Wilshire Public Fund Universe (above) includes the actual, live results of over 170 public pension systems across the country. These are real public funds who face similar investment restrictions and guidelines to your own. These peer-topeer performance comparisons are critical to the evaluation process.

### **Our Reporting**

Unique to Southeastern Advisory Services is our customized reporting platform. We have the ability to accurately calculate performance against virtually any benchmark, comparison or metric. These industry-leading tools include sophisticated attribution analyses and holdings-based style and characteristic analysis. Our goal is to deliver a clear, easily-understood picture of performance that fairly assesses the effectiveness of your investment policy, strategy and managers. Each performance report is fully-customized based on your input. We welcome your requests and suggestions.



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### III. **PORTFOLIO GROWTH- PERIOD ENDED SEPTEMBER 30, 2012**



Period Ending	Beginning Value \$(000)	Net Cash Flow	Net Gain/Loss	Ending Value \$(000)	Quarterly Return	Fiscal Yr Return
Sep-07	123,385	-32	2,874	126,227	2.4%	<mark>16.3%</mark>
Dec-07	126,227	104	-1,534	124,797	-1.2%	
Mar-08	124,797	1	-6,647	118,150	-5.3%	
Jun-08	118,150	-12	-1,468	116,671	-1.2%	
Sep-08	116,671	-210	-10,276	106,185	-8.8%	<mark>-15.8%</mark>
Dec-08	106,185	-1,328	-17,143	87,713	-16.3%	
Mar-09	87,713	-84	-5,993	81,636	-6.8%	
Jun-09	81,636	12	7,153	88,801	8.8%	
Sep-09	88,801	-212	9,915	98,504	11.6%	<mark>-5.3%</mark>
Dec-09	98,504	-475	2,523	100,552	2.6%	
Mar-10	100,552	-219	3,343	103,676	3.4%	
Jun-10	103,676	-456	-6,139	97,081	-5.6%	
Sep-10	97,081	32	7,418	104,530	7.3%	<mark>7.5%</mark>
Dec-10	104,530	-377	6,867	111,021	6.8%	
Mar-11	111,021	-548	4,484	114,956	3.9%	
Jun-11	114,956	-181	1,757	116,532	1.6%	
Sep-11	116,532	-19	-11,114	105,400	-9.2%	<mark>2.5%</mark>
Dec-11	105,400	-994	6,805	111,211	6.5%	
Mar-12	111,211	-148	8,883	119,946	8.0%	
Jun-12	119,946	-420	-2,715	116,812	-2.1%	
Sep-12	116,812	0	4,691	121,503	4.2%	<mark>17.5%</mark>
Total	126,227	-5,534	811	121,503	3.9%	
<b>Absolute Ret</b>	urn Objective:					<b>8.0%</b>



### IV. ALLOCATION OF ASSETS



Historical Asset Allocation





Manager	Dom. Equity	Intl Equity	<b>Real Estate</b>	Infrastructure	Fixed Inc	Cash
DePrince, Race, and Zollo	97.7%	0.0%	0.0%	0.0%	0.0%	2.3%
Rhumbline	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Stralem Large Cap	96.8%	0.0%	0.0%	0.0%	0.0%	3.2%
Munder Capital	98.5%	0.0%	0.0%	0.0%	0.0%	1.5%
Atlanta Capital	97.3%	0.0%	0.0%	0.0%	0.0%	2.7%
EuroPacific Growth	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Oakmark International	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Openheimer Intl Growth	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
Principal U.S. Property	0.0%	0.0%	100.0%	0.0%	0.0%	0.0%
JP Morgan Infrastructure	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
JP Morgan Maritime	0.0%	0.0%	0.0%	100.0%	0.0%	0.0%
Richmond Capital	0.0%	0.0%	0.0%	0.0%	96.9%	3.1%
Total Fund	47.9%	12.4%	9.5%	9.9%	18.8%	1.5%



### V. MANAGER ALLOCATION AND CASH FLOWS- Quarter ending September 30, 2012



Manager	<b>Beginning Value</b>	% Alloc	Cash In	Cash Out	Gain/Loss	Ending Value	% Alloc
DePrince, Race, and Zollo	\$13,572,052	11.6%	\$0	\$0	\$875,571	\$14,447,623	11.9%
Rhumbline	\$14,155,015	12.1%	\$0	\$0	\$889,371	\$15,044,386	12.4%
Stralem Large Cap	\$13,382,295	11.5%	\$0	\$0	\$664,877	\$14,047,172	11.6%
Munder Capital	\$7,500,084	6.4%	\$0	\$0	\$310,871	\$7,810,955	6.4%
Atlanta Capital	\$7,686,971	6.6%	\$0	\$0	\$333,899	\$8,020,870	6.6%
EuroPacific Growth Fund	\$4,790,503	4.1%	\$0	\$0	\$351,596	\$5,142,099	4.2%
Oakmark International	\$4,490,229	3.8%	\$0	\$0	\$367,077	\$4,857,306	4.0%
Oppenheimer Intl Growth	\$4,704,125	4.0%	\$0	\$0	\$382,732	\$5,086,857	4.2%
Principal U.S. Property	\$11,151,869	9.5%	\$0	\$0	\$350,629	\$11,502,498	9.5%
Richmond Capital Fixed	\$23,075,515	19.8%	\$0	\$0	\$456,079	\$23,531,594	19.4%
JP Morgan Infrastructure	\$12,215,218	10.5%	\$0	\$0	(\$273,557)	\$11,941,661	9.8%
JP Morgan Maritime	\$88,185	0.1%	\$0	\$0	(\$18,042)	\$70,143	0.1%
Total Fund	\$116,812,061	100%	\$0	\$0	\$4,691,103	\$121,503,164	100%
Receipts & Disbursements Acct.	\$2,646,796		\$1,017,645	(\$2,217,073)	\$25	\$1,447,393	
Total Fund + R&D Acct.	\$119,458,857		\$1,017,645	(\$2,217,073)	\$4,691,128	\$122,950,557	

For this report, all performance and asset allocation information for the Total Fund does not include the Receipts & Disbursements Account. The inception date for the JP Morgan Infrastructure account was November 20, 2008.

The inception date for the Oakmark International Fund was February 29, 2012.

The inception date for the Oppenheimer Intl Growth Fund was February 29, 2012.

The inception date for the Atlanta Capital account was May 6, 2012.



# VI. <u>TOTAL FUND PERFORMANCE COMPARISONS</u>

Manager/Index/Unive <i>r</i> se	Quarter	1 Year	3 Year	5 Year
Total Fund - Gross of Fees	4.2%	17.5%	9.0%	0.8%
Total Fund - Net of Fees	4.1%	16.9%	8.4%	0.3%
Target Index	4.3%	17.1%	9.4%	2.6%
vs. Total Public Fund Sponsors	81	48	53	83
<b>Total Domestic Equities</b>	<b>5.6%</b>	<b>28.2%</b>	<b>12.1%</b>	<b>-0.1%</b>
80% Russell 1000/ 20% Russell 2000	6.1%	30.4%	13.3%	1.5%
vs. Equity Returns of Public Funds	83	60	57	65
<b>Total International Equities</b>	<b>7.9%</b>	<b>16.0%</b>	<b>3.0%</b>	<b>-2.3%</b>
MSCI EAFE Index (Net)	6.9%	13.8%	2.1%	-5.2%
vs. Intl Equity Returns of Public Funds	25	66	50	32
Total Real Estate	<b>3.1</b> %	11.9%	11.9%	<b>-2.4</b> %
NCREIF ODCE Fund Index	2.8%	11.6%	12.2%	-1.1%
NCREIF Property Index	2.3%	11.0%	10.9%	2.3%
vs. Real Estate Returns of Total Funds	29	53	45	60
Total Infrastructure	-0.3%	3.5%	3.0%	n/a
CPI + 3.0%	1.6%	5.0%	5.3%	n/a
<b>Total Fixed Income</b>	<b>2.1%</b>	<b>6.6%</b>	<b>7.3%</b>	<b>7.6%</b>
Barclays U.S. Aggregate	1.6%	5.2%	6.2%	6.5%
vs. Fixed Inc Returns of Public Funds	73	64	52	30

Current Target Index: 30% Russell 1000 /10% Russell 2500/25% Barclays US Aggregate/15% MSCI EAFE (Net)/10% NCREIF/10% CPI+3%. Prior to January 1, 2012: 30% Russell 1000 /10% Russell 2000/20% Barclays US Aggregate/15% MSCI EAFE (Net)/10% NCREIF/15% CPI+4%. Prior to 4008, the Target Index was comprised of 40% Russell 1000 /10% Russell 2000/30% Barclays US Aggregate/10% MSCI EAFE (Net)/10% NCREIF. Prior to September 2007 the Target Index was comprised of 40% Russell 1000/10% Russell 2000/30% ML Govt/Corp Master/10% MSCI EAFE (Net)/10% NCREIF.

### VII. EQUITY MANAGER COMPARISON

Manager/Index/Universe	Quarter	1 Year	3 Year	5 Year
DePrince, Race, and Zollo	6.5%	<b>26.9</b> %	<b>12.4%</b>	1.3%
Russell 1000 Value	6.5%	30.9%	11.8%	-0.9%
vs. Large Value Equity Portfolios	43	58	28	19
Rhumbline	6.3%	<b>29.9%</b>	13.2%	1.4%
Russell 1000	6.3%	30.1%	13.3%	1.2%
vs. Large Neutral Equity Portfolios	58	54	43	38
Stralem Large Cap	5.0%	<b>22.5%</b>	n/a	n/a
Russell 1000 Growth	6.1%	39.2%	n/a	n/a
vs. Large Growth Equity Portfolios	82	89	n/a	n/a
Munder Capital	4.1%	<b>26.3</b> %	15.9%	1.9%
Russell MidCap Growth	5.3%	26.7%	14.7%	2.5%
vs. Midcap Growth Equity Portfolios	80	60	32	61
Atlanta Capital (incept 5/6/12)	4.3%	n/a	n/a	n/a
Russell 2500	5.6%	n/a	n/a	n/a
vs. SMID Equity Portfolios	77	n/a	n/a	n/a



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# Equity Portfolio Summary: Total Fund\*

	Portfolio	80% R1000/20% R2000
Total Number Of Securities	206	2,979
Equity Market Value	73,346,943	
Average Capitalization \$(000)	43,089,292	86,711,214
Median Capitalization \$(000)		
Equity Segment Yield	1.7	2.0
Equity Segment P/E - Average	12.5	19.5
Equity Segment P/E - Median		
Equity Segment Beta	0.9	1.1
Price/Book Ratio	1.8	2.2
Debt/Equity Ratio	40.3	46.5
Five Year Earnings Growth	3.9	7.0
	3.2	3.8

Ten Largest Holdings	Market Value	% of Portfolio	Quarterly Return
Exxon Mobil Corp	832,195	1.9%	7.6%
Nextera Energy Inc	632,970	1.5%	3.1%
General Elec Co	617,712	1.4%	9.8%
Chevron Corp	606,112	1.4%	11.4%
Dow Chem Co	602,368	1.4%	-7.1%
Cisco Sys Inc	599,426	1.4%	11.7%
Microsoft Corp	559,864	1.3%	-2.0%
At&T Inc	550,420	1.3%	7.0%
Abbott Labs	548,480	1.3%	7.2%
Pfizer Inc	544,215	1.3%	9.0%

Ten Best Performers	Quarterly Return	Ten Worst Performers	Quarterly Return
Lyondellbasell Indus	29.3%	Monster Beverage Cor	-23.9%
Terex Corp New	26.6%	Gentex Corp	-18.0%
Acuity Brands Inc	24.6%	Treehouse Foods Inc	-15.7%
Walgreen Co	24.1%	Guess Inc	-15.7%
Marathon Pete Corp	22.4%	Intel Corp	-14.2%
Fortune Brands Home	21.3%	Skyworks Solutions I	-13.9%
Eaton Corp	20.3%	Hunt J B Trans Svcs	-12.5%
Atwood Oceanics Inc	20.1%	Norfolk Southern Cor	-10.7%
Oil Sts Intl Inc	20.0%	Intuitive Surgical I	-10.5%
Stanley Black & Deck	19.4%	Safeway Inc	-10.4%

\*Does not include Rhumbline as they are invested in a commingled account.



8

### Equity Portfolio Characteristics





# **Equity Style Map (Current Quarter)**



	Growth-Value	Size		
Atlanta Capital	45.8	2.0	Total Fund	
DePrince Race Zollo	-81.3	53.5	Russell 2000	
Munder Capital	86.5	21.6	Russell 3000	
Rhumbline	-0.6	94.0	Russell 1000 Growth	
Stralem Large Cap	-49.3	117.7	Russell 1000 Value	

### VIII. INTERNATIONAL EQUITY PERFORMANCE COMPARISONS

Manager/Index/Universe	Quarter	1 Year	3 Year	5 Year
EuroPacific Growth	7.3%	18.9%	3.8%	-1.8%
MSCI EAFE (Net)	6.9%	13.8%	2.1%	-5.2%
vs. International Equity Mutual Funds	28	22	37	17
Oakmark International	<b>8.2</b> %	n/a	n/a	n/a
MSCI EAFE (Net)	6.9%	n/a	n/a	n/a
vs. International Equity Mutual Funds	15	n/a	n/a	n/a
<b>Oppenheimer International Growth</b>	<b>8.1</b> %	n/a	n/a	n/a
MSCI EAFE (Net)	6.9%	n/a	n/a	n/a
vs. International Equity Mutual Funds	16	n/a	n/a	n/a



# American Funds EuroPacific Gr R6

Performance	<b>e</b> 09-30	-2012			
Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2010	0.81	-11.95	16.93	5.76	9.76
2011	3.58	1.05	-20.81	4.59	-13.31
2012	12.38	-6.13	7.34	_	13.24
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Load-adj Mthly	18.44				11.91
Std 09-30-2012	18.44				11.91
Total Return	18.44	3.70	-1.99	10.40	11.91
+/- Std Index	4.68	1.58	3.25	2.20	
+/- Cat Index	3.96	0.53	2.13	0.56	
% Rank Cat	23	30	8	8	—
No. in Cat	823	734	593	331	
7-day Yield	—				

#### Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and ten-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-421-4225 or visit www.americanfunds.com

Sales Charges	
Front-End Load %	NA
Deferred Load %	NA
Fund Expenses	
Management Fees %	0.42
12b1 Expense %	NA
Prospectus Gross Exp Ratio %	0.50

<b>Risk and Return</b>	Profile		
	3 Yr	5 Yr	10 Yr
	734 funds	593 funds	331 funds
MorningstarRating <sup>™</sup>	4☆	5☆	5☆
Morningstar Risk	-Avg	-Avg	-Avg
Morningstar Return	+Avg	High	+Avg
	3 Yr	5 Yr	10 Yr
Standard Deviation	19.01	22.50	17.86
Mean	3.70	-1.99	10.40
Sharpe Ratio	0.28	0.00	0.55
MPT Statistics	Standard Index	MSCI ACWLE	Best Fit Index
Alpha	1.62		0.59
Beta	0.95		0.96
R-Squared	95.77		97.89
12-Month Yield	1.85	%	
30-day SEC Yield	1.88		
Potential Cap Gains E	хр 10.0	0% Assets	
Operations			
Family:	Ame	erican Funds	



<b>Portfolio Analysis</b>	06-30-2012				
Composition %	Long 9	% Sho	rt%	Net %	
Cash U.S. Stocks Non-U.S. Stocks Bonds Other	10. 0. 87. 0. 2.	1 5 3 1	0.0 0.0 0.0 0.0 0.0 0.0	10.0 0.1 87.5 0.3 2.1	
Total Equity Style	Portfolio	Port	0.0 Rel	100.0 Rel	
Value Blend Growth	Statistics P/E Ratio TTM P/C Ratio TTM P/B Ratio TTM Geo Avg Mkt Cap \$mil	Avg 11.1 8.3 1.6 30102	Index 0.95 1.29 1.26 1.03	Cat 0.99 1.14 1.07 1.27	

Fixe	d-Income S	tyle		
Ltd	Mod Ext		Avg Eff Duration	
		High	Avg Eff Maturity	
		1 Med	Avg Credit Quality	
			Avg Wtd Coupon	
		Low	Avg Wtd Price	99.95
Crea	dit Analysis	NA		Bond %
AAA	A			
AA				
A				
BBB	}			
BB				
В				
Belo	ow B			
NR/	NA			_

Stocks % Rel Std Index

7.3 54.9

37.8

Regional Exposure

Americas

Greater Europe Greater Asia

8 778	823	829	817	826	No. of Funds in Cat
Share Chg since 03-31-2012	Share Amount	314 Total S 94 Total F 24% Turnov	ixed-Ind		% Net Assets
	22 mil	Novo Nordi	sk A/S		3.40
$\Theta$	2 mil	Samsung E	ectron	ics Co Ltd	2.27
	34 mil	Novartis AG	ì		2.02
$\Theta$	45 mil	SOFTBANK	Corp		1.77
Θ	59 mil	America M	ovil, S.	A.B. de C.V	. 1.64
Θ	25 mil	Nestle SA			1.59
Ð	1 bil	FHLMC 1			
Ð	1 bil	FNMA			
$\Theta$	19 mil	Bayer AG			1.46
$\Theta$	17 mil	Anheuser-B	usch l	nbev SA	1.38
Θ	25 mil	British Ame	rican 1	obacco PLO	1.35
Ð	414 mil	Taiwan Ser	nicond	uctor Manu	fact 1.20
Ð	92 mil	Prudential F	LC		1.14
Ð	30 mil	Honda Mot	or Co L	td	1.11
Ð	72 mil	Housing De	velopn	nent Financ	e C 0.89

Sect	or Weightings	Stocks %	Rel Std Index
Դ	Cyclical	36.6	
÷	Basic Materials	5.8	_
<b>A</b>	Consumer Cyclical	13.4	_
,	Financial Services	16.4	_
Æ	Real Estate	1.0	
w	Sensitive	37.1	
•	Communication Services	8.6	_
0	Energy	6.9	_
¢	Industrials	10.9	_
	Technology	10.6	_
<b>→</b>	Defensive	26.3	—
	Consumer Defensive	12.0	_
	Healthcare	12.4	_
Ç	Utilities	1.9	
Ç	Utilities	1.9	

Minimum IRA Purchase: \$0 Objective: Foreign Stock Family an Funds Knowles/Lee/Grace/Lyckeus/Thomseicker: RERGX Manager: Min Auto Investment Plan: \$0 12.3 Years Minimum Intitial Purchase: \$0 Purchase Constraints: A/ Tenure:



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# **Oakmark International I**

Performance	<b>e</b> 09-30	-2012			
Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2010	5.70	-10.73	14.41	7.65	16.22
2011	2.27	2.12	-20.42	3.41	-14.07
2012	16.80	-10.14	8.17		13.54
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Load-adj Mthly	17.40	5.77	-0.11	10.75	9.80
Std 09-30-2012	17.40		-0.11	10.75	9.80
Total Return	17.40	5.77	-0.11	10.75	9.80
+/- Std Index	3.64	3.65	5.13	2.55	—
+/- Cat Index	2.92	2.60	4.01	0.91	
% Rank Cat	33	7	2	5	—
No. in Cat	823	734	593	331	
7-day Yield	—				

#### Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and ten-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-625-6275 or visit www.oakmark.com

Fees and Expenses	
Sales Charges Front-End Load %	NA
Deferred Load %	NA
Fund Expenses	
Management Fees %	0.90
12b1 Expense %	NA
Prospectus Gross Exp Ratio %	1.06

<b>Risk and Return P</b>	Profile		
	3 Yr	5 Yr	10 Yr
	734 funds	593 funds	331 funds
MorningstarRating™	4★	5★	5★
Morningstar Risk	Avg	+ Avg	Avg
Morningstar Return	High	High	High
	3 Yr	5 Yr	10 Yr
Standard Deviation	19.86	24.80	19.49
Mean	5.77	-0.11	10.75
Sharpe Ratio	0.38	0.10	0.53
MPT Statistics St	andard Index		Best Fit Index EAFE Ndtr_D
Alpha	3.65		3.65
Beta	0.98		0.98
R-Squared	93.49		93.49
12-Month Yield	_		
30-day SEC Yield			
Potential Cap Gains Exp	) —		
Operations			
Family:	Oakma	rk	

Taylor/Herro

11.9 Years



Portfolio Analysis	06-30-2012					
Composition %	Long 9	% Sho	rt%	Net %	Share Chg	
Cash U.S. Stocks Non-U.S. Stocks Bonds Other Total	3. 1. 95. 0. 0. 100.	2 ( 3 ( 0 (	0.0 0.0 0.0 0.0 0.0 0.0 0.0	3.5 1.2 95.3 0.0 0.0 100.0	since 03-31-2012	
Equity Style Value Blend Growth	Portfolio Statistics	Port Avg	Rel Index	Rel Cat	• •	5
Large Mid Small	P/E Ratio TTM P/C Ratio TTM P/B Ratio TTM Geo Avg Mkt Cap \$mil	6.5 7.3 1.0 16910	0.55 1.13 0.74 0.58	0.58 1.00 0.63 0.71	• • • • •	1

439

Ticker:

Minimum Intitial Purchase:

482

504

551

608

657

Bond %

743

778

823

829

817

826

No. of Funds in Cat

High Med Low	Avg Eff Duration Avg Eff Maturity Avg Credit Quality Avg Wtd Coupon Avg Wtd Price
Credit Analysis NA	

AAA	
AA	
A	
BBB	—
BB	
В	
Below B	
NR/NA	

Regional Exposure	Stocks %	Rel Std Index
Americas	3.5	
Greater Europe	71.6	
Greater Asia	24.9	_
Obiective:	Foreign Stock	

OAKIX

\$1,000

Share Chg	Share	52 Total Stocks	% Net
since 03-31-2012	Amount	0 Total Fixed-Income 45% Turnover Ratio	Assets
$igodoldsymbol{igodoldsymbol{\Theta}}$	82 mil	Daiwa Securities Co., Ltd.	3.65
Ð	16 mil	Credit Suisse Group	3.50
$\odot$	7 mil	BNP Paribas	3.40
$\oplus$	7 mil	Toyota Motor Corp	3.36
Ð	6 mil	Daimler AG	3.29
•	561 mil	Lloyds Banking Group PLC	3.27
$igodoldsymbol{igodoldsymbol{\Theta}}$	14 mil	Koninklijke Philips Electroni	3.23
$\odot$	183 mil	Intesa Sanpaolo SpA	3.11
Ð	6 mil	Adecco SA	3.10
Ð	6 mil	Canon, Inc.	2.63
•	2 mil	Allianz SE	2.62
Ð	6 mil	Honda Motor Co Ltd	2.53
$igodoldsymbol{igodoldsymbol{\Theta}}$	32 mil	Banco Santander SA	2.50
$\odot$	10 mil	Omron Corp.	2.49
$\oplus$	2 mil	Kühne & Nagel International A	2.43

Secto	or Weightings	Stocks %	Rel Std Index
Դ	Cyclical	58.3	
	Basic Materials	9.5	
æ	Consumer Cyclical	20.4	
цů.	Financial Services	28.4	
ŵ	Real Estate	0.0	
~	Sensitive	30.1	
	Communication Services	0.0	
0	Energy	0.0	
¢	Industrials	19.9	
	Technology	10.2	
<b>→</b>	Defensive	11.6	
	Consumer Defensive	8.4	
	Healthcare	3.2	
	Utilities	0.0	

\$1,000 Minimum IRA Purchase: \$500 Min Auto Investment Plan: Purchase Constraints: T/

12

Manager:

Tenure:

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# **Oppenheimer International Growth Y**

Performance	<b>e</b> 09-30	-2012			
Quarterly Returns	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total %
2010	3.97	-11.14	16.08	7.56	15.35
2011	3.37	3.99	-17.77	4.86	-7.31
2012	13.56	-6.69	8.14	_	14.58
Trailing Returns	1 Yr	3 Yr	5 Yr	10 Yr	Incept
Load-adj Mthly	20.15	7.99	-0.66		6.37
Std 09-30-2012	20.15		-0.66		6.37
Total Return	20.15	7.99	-0.66	12.41	6.37
+/- Std Index	6.39	5.87	4.58	4.21	
+/- Cat Index	5.34	3.67	3.57	4.59	
% Rank Cat	22	18	11	2	—
No. in Cat	246	218	173	98	
7-day Yield	—				

#### Performance Disclosure

The Overall Morningstar Rating is based on risk-adjusted returns, derived from a weighted average of the three-, five-, and ten-year (if applicable) Morningstar metrics.

The performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate thus an investor's shares, when redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than return data quoted herein. For performance data current to the most recent month-end, please call 800-225-5677 or visit www.oppenheimerfunds.com

Fees and Expenses	
Sales Charges	
Front-End Load %	NA
Deferred Load %	NA
Fund Expenses	
Management Fees %	0.69
12b1 Expense %	NA
Prospectus Gross Exp Ratio %	0.91

<b>Risk and Return I</b>	Profile		
	3 Yr	5 Yr	10 Yı
	218 funds	173 funds	98 funds
MorningstarRating™	4★	5★	5☆
Morningstar Risk	Avg	-Avg	Avg
Morningstar Return	+ Avg	High	High
	3 Yr	5 Yr	10 Yr
Standard Deviation	19.11	22.67	19.26
Mean	7.99	-0.66	12.41
Sharpe Ratio	0.49	0.06	0.62
MPT Statistics S	tandard Index		Best Fit Index
		MSC	I EAFE Gr TR
Alpha	5.71		3.56
Beta	0.95		0.98
R-Squared	94.91		96.48
12-Month Yield			
30-day SEC Yield			
Potential Cap Gains Exp	p 15.00	% Assets	
Operations			
Family:	Opper	nheimerFunds	

Dunphy/Evans

8.5 Years

Manager

Tenure:



Share

Amount

48 mil

10 mil

2 mil

7 mil

14 mil

24 mil

1 mil

6 mil

4 mil

12 mil

11 mil

2 mil

2 mil

532.581

797,395

Sector Weightings

Cyclical

Basic Materials

Consumer Cyclical

**Financial Services** 

Communication Services

Real Estate

Sensitive

Energy

Industrials

Technology

Defensive

¶.

120 Total Stocks

19% Turnover Ratio

BT Group PLC

Experian PLC

William Hill PLC

Sap AG

Bunzl PLC

Grifols SA

Filtrona PLC

CSL Limited

Brenntag AG

Roche Holding AG

Shoppers Drug Mart

0 Total Fixed-Income

James Hardie Industries SE DR

Industria De Diseno Textil SA

Ericsson Telephone Company

Aalberts Industries NV

<b>Portfolio Analysis</b>	08-31-2012			
Composition %	Long %	Short%	Net %	Share Chg
Cash U.S. Stocks Non-U.S. Stocks	2.8 1.6 95.6		2.8 1.6 95.6	since 07-31-2012
Bonds Other Total	0.0 0.0 100.0		0.0 0.0 100.0	<b>(</b>
Equity Style Value Blend Growth	Portfolio Statistics	Port Re Avg Index		
Large Mid Small	P/E Ratio TTM P/C Ratio TTM P/B Ratio TTM Geo Avg Mkt Cap \$mil	<ul> <li>8.4 0.71</li> <li>8.9 1.38</li> <li>2.8 2.12</li> <li>9392 0.32</li> </ul>	0.95	

come Style		
High Med Low	Avg Eff Duration Avg Eff Maturity Avg Credit Quality Avg Wtd Coupon Avg Wtd Price	 
nalysis NA		

Fixed-Inc

Ltd Mod

Ticker:

Minimum Intitial Purchase:

Credit Analysis NA	Bond %
AAA	
AA	_
A	
BBB	—
BB	_
В	_
Below B	
NR/NA	

#### Consumer Defensive Regional Exposure Stocks % Rel Std Index Healthcare Americas 4.9 Ç Utilities 80.5 Greater Europe Greater Asia 14.6 Objective: Foreign Stock

OIGYX

\$0

Minimum IRA Purchase:	\$0
Min Auto Investment Plan:	\$0
Purchase Constraints:	T/

Page 3 of 8

% Net

Assets

2.67

2.54

2 01

1 88

1.81

176

1.68

1.68 1.60

1.59

157

1.56

1.53

Rel Std Index

Stocks %

25.0

6.0

15.0

3.9

0.0

51.3

5.6

5.0

27.0

13.7

23.7

14.0

9.7

0.0

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# IX. <u>REAL ESTATE PERFORMANCE COMPARISONS</u>

Manager/Index/Universe	Quarter	1 Year	3 Year	5 Year
Principal U.S. Property	3.1%	11.9%	11.9%	<b>-2.4</b> %
NCREIF ODCE Fund Index	2.8%	11.6%	12.2%	-1.1%
NCREIF Property Index	2.3%	11.0%	10.9%	2.3%
vs. Real Estate Portfolios	36	50	43	60

# X. FIXED INCOME/ABSOLUTE RETURN PERFORMANCE COMPARISONS

Manager/Index/Universe	Quarter	1 Year	3 Year	5 Year
Richmond Capital	2.0%	<b>6.3</b> %	7.1%	7.4%
Barclays US Aggregate	1.6%	5.2%	6.2%	6.5%
vs. Core Fixed Income Portfolios	56	59	54	31
JP Morgan Infrastructure	-0.2%	5.8%	3.2%	n/a
CPI + 3.0%	1.6%	5.0%	5.3%	n/a
JP Morgan Maritime	n/a	n/a	n/a	n/a
CPI + 3.0%	1.6%	5.0%	5.3%	n/a

The inception date for the JP Morgan Infrastructure account was November 20, 2008.

SEAS will begin reporting performance for JPM Maritime as performance is available from JPM for reconciliation.



### **Fixed Income Portfolio Characteristics**



# XI. POLICY COMPLIANCE - For Discussion Only

### A. Investment Guidelines: Total Fund

Goal	1 Year	3 Years	5 Years
Exceed Target Index	$\checkmark$	×	×
Rank Above 50th Percentile in Public Fund Universe	$\checkmark$	53 <sup>rd</sup>	83 <sup>rd</sup>
Earn Average Annual Return of 8.0%	$\checkmark$	$\checkmark$	×
Standard Deviation Relative to Target Index	N/A	>	>

Guideline	Total Fund
Equity securities limited to less than 70% of Total Fund market value	60.3%
Investment in foreign company stock limited to 25% of value of Total Fund	12.4%
Investment in real estate limited to 15% of value of Total Fund	9.5%
Equity securities with Market Cap of less than \$5 billion limited to 25% of market value of Total Fund	$\checkmark$
Fixed Income portfolio average credit quality of "A" or better	$\checkmark$
Fixed Income portfolio duration should be $<$ 135% of the market index duration	$\checkmark$
< 5% of fixed income portfolio (at cost) shall be invested in single corp. issuer	$\checkmark$

## B. Investment Guidelines: DePrince, Race, and Zollo (DRZ)

DePrince, Race, and Zollo Goal	3 Years	5 Years
Exceed Russell 1000 Value performance	$\checkmark$	$\checkmark$
Rank Above 50 <sup>th</sup> Percentile in Large Cap Value Portfolio Universe	$\checkmark$	$\checkmark$
Standard Deviation Relative to Russell 1000 Value	>	>

Guideline	Total Fund
Equity securities: $<\!5\%$ equity portfolio cost/market value per single issuer	$\checkmark$
Cash securities may not exceed 25% (at market) of portfolio	$\checkmark$

### C. Investment Guidelines: Rhumbline

Rhumbline Goal	3 Years	5 Years
Match Russell 1000 performance	$\checkmark$	$\checkmark$
Rank Above 50 <sup>th</sup> Percentile in Large Cap Neutral Universe	$\checkmark$	$\checkmark$
Standard Deviation Relative to Russell 1000	<	=



# D. Investment Guidelines: Stralem Large Cap

Stralem Large Cap Goal	3 Years	5 Years
Exceed Russell 1000 Growth performance	N/A	N/A
Rank Above 50 <sup>th</sup> Percentile in Large Cap Growth Universe	N/A	N/A
Standard Deviation Relative to Russell 1000 Growth	N/A	N/A

Guideline	Total Fund
Equity securities: $<5\%$ equity portfolio cost/market value per single issuer	$\checkmark$
Cash securities may not exceed 25% (at market) of portfolio	$\checkmark$

## E. Investment Guidelines: Munder Capital

Munder Capital Goal	3 Years	5 Years
Exceed Russell Midcap Growth performance	$\checkmark$	×
Rank Above 50th Percentile in Mid Cap Growth Universe	$\checkmark$	61 <sup>st</sup>
Standard Deviation Relative to Russell Midcap Growth	<	<

Guideline	Total Fund
Equity securities: $<$ 5% equity portfolio cost/market value per single issuer	$\checkmark$
Cash securities may not exceed 25% (at market) of portfolio	$\checkmark$

# F. Investment Guidelines: Atlanta Capital

Atlanta Capital Goal	3 Years	5 Years
Exceed Russell 2500 performance	N/A	N/A
Rank Above 50 <sup>th</sup> Percentile in SMID Cap Universe	N/A	N/A
Standard Deviation Relative to Russell 2500	N/A	N/A

Guideline	Total Fund
Equity securities: $<$ 5% equity portfolio cost value per single issuer	$\checkmark$
Cash securities may not exceed 25% (at market) of portfolio	$\checkmark$



## G. Investment Guidelines: EuroPacific Growth

EuroPacific Growth Goal	3 Years	5 Years
Exceed MSCI EAFE (Net) performance	$\checkmark$	$\checkmark$
Rank Above 50th Percentile in Intl Equity Fund Universe	$\checkmark$	$\checkmark$
Standard Deviation Relative to MSCI EAFE (Net)	>	<

# H. Investment Guidelines: Oakmark International

Oakmark International Goal	3 Years	5 Years
Exceed MSCI EAFE (Net) performance	N/A	N/A
Rank Above 50th Percentile in Intl Equity Fund Universe	N/A	N/A
Standard Deviation Relative to MSCI EAFE (Net)	N/A	N/A

## I. Investment Guidelines: Oppenheimer International Growth

Oppenheimer International Growth Goal	3 Years	5 Years
Exceed MSCI EAFE (Net) performance	N/A	N/A
Rank Above 50th Percentile in Intl Equity Fund Universe	N/A	N/A
Standard Deviation Relative to MSCI EAFE (Net)	N/A	N/A

### J. Investment Guidelines: Principal U.S. Property Separate Account

Principal U.S. Property Goal	3 Years	5 Years
Exceed NCRIEF ODCE Index performance	×	×
Rank Above 50th Percentile in Real Estate Portfolio Universe	$\checkmark$	60 <sup>th</sup>
Standard Deviation Relative to NCRIEF ODCE Index	>	>



### K. Investment Guidelines: Richmond Capital

Richmond Capital Goal	3 Years	5 Years
Exceed Barclays Aggregate Index performance	$\checkmark$	$\checkmark$
Rank Above 50th Percentile in Core Fixed Income Universe	54 <sup>th</sup>	$\checkmark$
Standard Deviation Relative to Barclays Aggregate	<	>

Guideline	Total Fund
Fixed Income portfolio average credit quality of "A" or better	$\checkmark$
Fixed Inc. portfolio duration should be $<$ 135% of the index duration	$\checkmark$
< 5% of fixed income portfolio (at cost) shall be invested in single corp issuer	$\checkmark$

### L. Manager Status

Manager	Status	Effective Date
DePrince, Race, and Zollo	Good Standing	
Rhumbline	Good Standing	
Stralem Large Cap	Good Standing	
Munder Capital	Good Standing	
Atlanta Capital	Good Standing	
EuroPacific Growth	Good Standing	
Oakmark International	Good Standing	
Oppenheimer International Growth	Good Standing	
Principal U.S. Property	Good Standing	
Richmond Capital	Good Standing	
JP Morgan Infrastructure	Good Standing	

## XII. COMMISSION RECAPTURE SUMMARY

Period	Commissions Paid	Commissions Received through Recapture/Rebates
402011	\$6,373	\$955
102012	\$11,380	\$691
202012	\$14,035	\$1,114
302012	\$3,690	\$349
Fiscal YTD 2012	\$35,479	\$3,108

Source for commissions paid: Salem Trust custodial statements



### XII. HISTORICAL EARNINGS ANALYSIS

Fiscal Year	Fiscal Year Earnings	Fiscal Year Return
2003	\$10,395,140	13.7%
2004	\$8,485,935	9.3%
2005	\$9,033,405	9.8%
2006	\$9,300,446	9.3%
2007	\$17,706,111	16.3%
2008	(\$19,925,235)	-15.8%
2009	(\$6,068,122)	-4.7%
2010	\$7,144,888	7.5%
2011	\$1,993,958	2.5%
FTYD 2012	\$17,665,210	17.5%
Since Inception	\$55,731,736	6.1%*

\*Annualized

### XIII. <u>Notes</u>

1) The prior investment consultant, Merrill Lynch Consulting Services, provided all performance and market value data for periods prior to December 31, 2006.

2) Performance data for The Plan is based on market value and transaction information provided in the Salem Trust accounting statements. The statements currently provided by Salem Trust are trade date statements.

3) Salem Trust reports the JP Morgan Infrastructure fund values via a "shadow entry" which causes this valuation to generally trail by one quarter. Because Salem Trust is the official record-keeper, SEAS uses only these statements for all performance reporting.

