

Appraisal Report

IAM Demo Portfolio 3

04/04/17

Type/Security	Symbol	Quantity	Unit Cost	Total Cost	Market Price	Market Value	% of Port.	Unrealized Gain/Loss	% G/L	Estimated Income	Est. Yield
<u>Money Market Funds</u>											
Portfolio Cash	MMF1	33,409.64000	1.000	33,409.64		33,409.64	8.79	0.00	0.0	0	0.0
				33,409.64		33,409.64	8.79	0.00	0.0	0	0.0
<u>Exchange Traded Funds</u>											
Ishares MidCap Idx	IJH	300.00000	106.800	32,040.00	169.550	50,865.00	13.38	18,825.00	58.8	792	1.6
Ishares SmallCap Idx	IJR	800.00000	40.931	32,745.00	67.890	54,312.00	14.28	21,567.00	65.9	680	1.3
V'Guard Ftse Emg	VWO	800.00000	38.666	30,933.00	39.780	31,824.00	8.37	891.00	2.9	728	2.3
				95,718.00		137,001.00	36.03	41,283.00	43.1	2,200	1.6
<u>Mutual Funds</u>											
Dodge & Cox Stock F	DODGX	207.67620	127.732	26,526.99	190.480	39,558.17	10.40	13,031.18	49.1	606	1.5
Loomis Sayles Fds I B	LSBRX	1,200.00000	14.221	17,065.30	13.850	16,620.00	4.37	-445.30	-2.6	348	2.1
V'Guard Sh-Tm Trsy	VFISX	1,000.00000	9.893	9,893.20	10.640	10,640.00	2.80	746.80	7.6	90	0.8
V'Guard Wellington	VWELX	800.00000	38.106	30,485.00	40.240	32,192.00	8.47	1,707.00	5.6	760	2.4
				83,970.49		99,010.17	26.04	15,039.68	17.9	1,804	1.8
<u>Common Stocks</u>											
Aflac	AFL	197.23570	40.384	7,965.23	72.130	14,226.64	3.74	6,261.41	78.6	339	2.4
Community Bank	CBU	250.00000	21.231	5,307.65	53.760	13,440.00	3.53	8,132.35	153.2	320	2.4
Exxon	XOM	163.83860	65.398	10,714.73	81.531	13,357.99	3.51	2,643.26	24.7	492	3.7
Facebook Inc.	FB	75.00000	115.120	8,634.00	140.910	10,568.25	2.78	1,934.25	22.4	0	0.0
General Electric	GE	605.37725	22.530	13,639.23	29.772	18,023.32	4.74	4,384.09	32.1	581	3.2
Target Corp.	TGT	300.00000	57.533	17,260.00	54.330	16,299.00	4.29	-961.00	-5.6	720	4.4
Walgreen Boots	WBA	300.00000	23.000	6,900.00	82.995	24,898.50	6.55	17,998.50	260.9	450	1.8
				70,420.84		110,813.70	29.14	40,392.86	57.4	2,902	2.6
		Totals:		283,518.97		380,234.51		96,715.54	34.1	6,906	1.8

Income / Dividend Received
IAM Demo Portfolio 3
Date Range - 01/01/2016 Thru 12/31/2016

04/04/17

Type/Security	Taxable		Nontaxable		Gain Distributions		Other Income	Total
	Interest	Dividends	Interest	Dividends	Short-Term	Long-Term		
Money Market Funds								
MMF1		22.10						22.10
		<u>22.10</u>						<u>22.10</u>
Exchange Traded Funds								
IJH			631.80					631.80
IJR			666.40					666.40
XLK			255.15					255.15
VWO			758.70					758.70
			<u>2,312.05</u>					<u>2,312.05</u>
Mutual Funds								
DODGX			2,249.48					2,249.48
LSBRX			542.00					542.00
VFISX			216.50					216.50
VWELX			508.70					508.70
			<u>3,516.68</u>					<u>3,516.68</u>
Common Stocks								
AFL			320.16					320.16
CBU			464.75					464.75
XOM			472.86					472.86
GE			547.13					547.13
WBA			441.00					441.00
			<u>2,245.90</u>					<u>2,245.90</u>
		<u>22.10</u>	<u>8,074.63</u>					<u>8,096.73</u>

Sold Securities
IAM Demo Portfolio 3
Date Range - 01/01/2017 Thru 03/31/2017

04/04/17

Security	Acquisition Date	Sale Date	Years Held	Quantity	Unit Cost	Total Cost	Unit Price	Sale Proceeds	Realized Gain/Loss	% G/L	Annl. % GL
<u>Short Term Activity:</u>											
Intel Corporation	12/05/16	01/03/17	0.079	200.00000	34.415	6,883.00	36.350	7,270.00	387.00	5.62	99.1
<u>Total Short Term Activity:</u>						<u>6,883.00</u>		<u>7,270.00</u>	<u>387.00</u>	<u>5.62</u>	
<u>Long Term Activity:</u>											
V'Guard Ftse Emg	03/14/13	01/03/17	3.811	100.00000	42.000	4,200.00	35.960	3,596.00	-604.00	-14.38	-4.0
V'Guard Sh-Tm Trsy	04/14/10	01/03/17	6.729	250.00000	9.893	2,473.30	15.620	3,905.00	1,431.70	57.89	7.0
V'Guard Sh-Tm Trsy	02/25/14	01/03/17	2.858	250.00000	10.700	2,675.00	15.620	3,905.00	1,230.00	45.98	14.2
Subtotal for 2 positions				500.00000		5,148.30		7,810.00	2,661.70	51.70	
Community Bank	02/14/08	02/21/17	9.027	75.00000	21.231	1,592.30	59.850	4,488.75	2,896.45	181.90	12.2
Technology Select Sector S	01/09/15	03/01/17	2.142	300.00000	41.400	12,420.00	53.077	15,923.00	3,503.00	28.20	12.3
<u>Total Long Term Activity:</u>						<u>23,360.60</u>		<u>31,817.75</u>	<u>8,457.15</u>	<u>36.20</u>	
<u>Total Net Activity</u>						<u>30,243.60</u>		<u>39,087.75</u>	<u>8,844.15</u>	<u>29.24</u>	

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Money Market Funds											
Portfolio Cash	MMF1	02/25/96	33,409.64000		33,409.64		33,409.64			0.0	21.12
Total Money Market Funds					33,409.64		33,409.64				
Exchange Traded Funds											
Ishares MidCap Idx	IJH	01/08/07	100.00000	81.000	8,100.00	169.550	16,955.00	8,855.00	109.32	7.5	10.24
Ishares MidCap Idx	IJH	06/20/11	40.00000	87.500	3,500.00	169.550	6,782.00	3,282.00	93.77	12.1	5.79
Ishares MidCap Idx	IJH	03/14/13	60.00000	114.000	6,840.00	169.550	10,173.00	3,333.00	48.73	10.3	4.06
Ishares MidCap Idx	IJH	02/25/14	100.00000	136.000	13,600.00	169.550	16,955.00	3,355.00	24.67	7.3	3.11
Subtotal: 4 positions			300.00000	106.800	32,040.00	169.550	50,865.00	18,825.00	58.75		6.03
Ishares SmallCap Idx	IJR	01/12/06	240.00000	29.285	7,028.40	67.890	16,293.60	9,265.20	131.83	7.8	11.23
Ishares SmallCap Idx	IJR	06/20/11	100.00000	35.000	3,500.00	67.890	6,789.00	3,289.00	93.97	12.1	5.79
Ishares SmallCap Idx	IJR	03/14/13	260.00000	43.610	11,338.60	67.890	17,651.40	6,312.80	55.68	11.5	4.06
Ishares SmallCap Idx	IJR	02/25/14	200.00000	54.390	10,878.00	67.890	13,578.00	2,700.00	24.82	7.4	3.11
Subtotal: 4 positions			800.00000	40.931	32,745.00	67.890	54,312.00	21,567.00	65.86		6.19
V'Guard Ftse Emg	VWO	01/04/10	300.00000	38.360	11,508.00	39.780	11,934.00	426.00	3.70	0.5	7.25
V'Guard Ftse Emg	VWO	02/25/14	500.00000	38.850	19,425.00	39.780	19,890.00	465.00	2.39	0.8	3.11
Subtotal: 2 positions			800.00000	38.666	30,933.00	39.780	31,824.00	891.00	2.88		4.66
Total Exchange Traded Funds					95,718.00		137,001.00	41,283.00	43.13		
Mutual Funds											
Dodge & Cox Stock Fn	DODGX	04/15/08	150.00000	122.000	18,300.00	190.480	28,572.00	10,272.00	56.13	5.1	8.98
Dodge & Cox Stock Fn	DODGX	12/05/11	25.00000	101.700	2,542.50	190.480	4,762.00	2,219.50	87.30	12.5	5.33
Dodge & Cox Stock Fn	DODGX	09/25/12*	1.01510	118.215	120.00	190.480	193.36	73.36	61.13	11.1	4.53
Dodge & Cox Stock Fn	DODGX	03/26/14*	1.17340	171.007	200.66	190.480	223.51	22.85	11.39	3.6	3.03
Dodge & Cox Stock Fn	DODGX	09/25/14*	0.49480	179.689	88.91	190.480	94.25	5.34	6.01	2.3	2.53
Dodge & Cox Stock Fn	DODGX	12/22/14*	2.90400	179.883	522.38	190.480	553.15	30.77	5.89	2.5	2.28
Dodge & Cox Stock Fn	DODGX	03/26/15*	2.27100	176.279	400.33	190.480	432.58	32.25	8.06	3.9	2.03

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Mutual Funds											
Dodge & Cox Stock Fn	DODGX	06/25/15*	0.67650	164.878	111.54	190.480	128.86	17.32	15.53	8.4	1.78
Dodge & Cox Stock Fn	DODGX	12/21/15*	7.43610	165.365	1,229.67	190.480	1,416.43	186.76	15.19	11.6	1.29
Dodge & Cox Stock Fn	DODGX	03/23/16*	4.86900	155.946	759.30	190.480	927.45	168.15	22.15	21.3	1.03
Dodge & Cox Stock Fn	DODGX	06/27/16*	0.77640	150.696	117.00	190.480	147.89	30.89	26.40	35.4	0.77
Dodge & Cox Stock Fn	DODGX	12/20/16*	7.32590	187.442	1,373.18	190.480	1,395.44	22.26	1.62	5.7	0.29
Dodge & Cox Stock Fn	DODGX	03/23/17*	3.73400	203.942	761.52	190.480	711.25	-50.27	-6.60	-85.3	0.03
Subtotal: 13 position			207.67620	127.732	26,526.99	190.480	39,558.17	13,031.18	49.12		7.32
Loomis Sayles Fds I Bo	LSBRX	04/14/10	700.00000	13.479	9,435.30	13.850	9,695.00	259.70	2.75	0.4	6.98
Loomis Sayles Fds I Bo	LSBRX	03/14/13	500.00000	15.260	7,630.00	13.850	6,925.00	-705.00	-9.24	-2.4	4.06
Subtotal: 2 positions			1,200.00000	14.221	17,065.30	13.850	16,620.00	-445.30	-2.61		5.76
V'Guard Sh-Tm Trsy	VFISX	04/14/10	1,000.00000	9.893	9,893.20	10.640	10,640.00	746.80	7.55	1.0	6.98
V'Guard Wellington	VWELX	01/06/14	400.00000	37.730	15,092.00	40.240	16,096.00	1,004.00	6.65	2.0	3.24
V'Guard Wellington	VWELX	02/25/14	300.00000	38.110	11,433.00	40.240	12,072.00	639.00	5.59	1.8	3.11
V'Guard Wellington	VWELX	02/08/17	100.00000	39.600	3,960.00	40.240	4,024.00	64.00	1.62	11.0	0.15
Subtotal: 3 positions			800.00000	38.106	30,485.00	40.240	32,192.00	1,707.00	5.60		2.81
Total Mutual Funds					83,970.49		99,010.17	15,039.68	17.91		
Common Stocks											
Aflac	AFL	08/15/05	125.00000	42.237	5,279.58	72.130	9,016.25	3,736.67	70.78	4.7	11.64
Aflac	AFL	02/15/06*	0.41010	47.549	19.50	72.130	29.58	10.08	51.69	3.8	11.14
Aflac	AFL	05/17/06*	0.41660	46.928	19.55	72.130	30.05	10.50	53.71	4.0	10.89
Aflac	AFL	08/23/06*	0.45440	43.156	19.61	72.130	32.78	13.17	67.16	5.0	10.62
Aflac	AFL	11/15/06*	0.54630	44.298	24.20	72.130	39.40	15.20	62.81	4.8	10.39
Aflac	AFL	02/14/07*	0.58410	48.074	28.08	72.130	42.13	14.05	50.04	4.1	10.14
Aflac	AFL	08/15/07*	0.54770	57.057	31.25	72.130	39.51	8.26	26.43	2.5	9.64
Aflac	AFL	11/14/07*	0.51600	60.775	31.36	72.130	37.22	5.86	18.69	1.8	9.39
Aflac	AFL	02/15/08*	0.58300	63.190	36.84	72.130	42.05	5.21	14.14	1.5	9.14

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Common Stocks											
Aflac	AFL	05/19/08*	0.55880	66.160	36.97	72.130	40.31	3.34	9.03	1.0	8.88
Aflac	AFL	08/18/08*	0.63160	58.756	37.11	72.130	45.56	8.45	22.77	2.4	8.63
Aflac	AFL	11/17/08*	1.46100	33.710	49.25	72.130	105.38	56.13	113.97	9.5	8.38
Aflac	AFL	02/13/09*	21.81000	2.654	57.88	72.130	1,573.16	1,515.28	2,617.97	50.0	8.14
Aflac	AFL	05/18/09*	1.86800	34.251	63.98	72.130	134.74	70.76	110.60	9.9	7.88
Aflac	AFL	08/17/09*	1.54100	41.862	64.51	72.130	111.15	46.64	72.30	7.4	7.64
Aflac	AFL	11/16/09*	1.49700	43.380	64.94	72.130	107.98	43.04	66.28	7.1	7.39
Aflac	AFL	02/11/10*	1.38600	47.157	65.36	72.130	99.97	34.61	52.95	6.1	7.15
Aflac	AFL	05/17/10*	1.51500	43.399	65.75	72.130	109.28	43.53	66.21	7.7	6.89
Aflac	AFL	08/16/10*	1.57150	47.458	74.58	72.130	113.35	38.77	51.98	6.5	6.64
Aflac	AFL	11/15/10*	1.31300	54.379	71.40	72.130	94.71	23.31	32.65	4.5	6.39
Aflac	AFL	02/11/11*	1.21900	58.868	71.76	72.130	87.93	16.17	22.53	3.4	6.15
Aflac	AFL	05/16/11*	1.47700	48.835	72.13	72.130	106.54	34.41	47.71	6.8	5.89
Aflac	AFL	08/15/11*	2.09680	34.610	72.57	72.130	151.24	78.67	108.41	13.9	5.64
Aflac	AFL	11/14/11*	1.91800	41.981	80.52	72.130	138.35	57.83	71.82	10.6	5.39
Aflac	AFL	02/13/12*	1.68400	48.011	80.85	72.130	121.47	40.62	50.24	8.2	5.14
Aflac	AFL	06/19/12*	2.07300	38.775	80.38	72.130	149.53	69.15	86.03	13.8	4.79
Aflac	AFL	08/13/12*	1.77100	46.132	81.70	72.130	127.74	46.04	56.35	10.1	4.64
Aflac	AFL	11/09/12*	1.65300	53.146	87.85	72.130	119.23	31.38	35.72	7.2	4.40
Aflac	AFL	02/13/13*	1.78800	49.541	88.58	72.130	128.97	40.39	45.60	9.5	4.14
Aflac	AFL	08/19/13*	1.04650	60.162	62.96	72.130	75.48	12.52	19.89	5.1	3.63
Aflac	AFL	11/18/13*	1.00500	66.617	66.95	72.130	72.49	5.54	8.27	2.4	3.38
Aflac	AFL	02/14/14*	1.08050	62.304	67.32	72.130	77.94	10.62	15.78	4.8	3.14
Aflac	AFL	05/19/14*	1.10500	61.276	67.71	72.130	79.70	11.99	17.71	5.8	2.88
Aflac	AFL	08/18/14*	1.17800	57.886	68.19	72.130	84.97	16.78	24.61	8.7	2.63
Aflac	AFL	11/17/14*	1.18300	61.090	72.27	72.130	85.33	13.06	18.07	7.2	2.38
Aflac	AFL	02/12/15*	1.17680	61.803	72.73	72.130	84.88	12.15	16.71	7.5	2.14
Aflac	AFL	05/18/15*	1.18100	61.964	73.18	72.130	85.19	12.01	16.41	8.4	1.88
Aflac	AFL	08/17/15*	1.24900	58.847	73.50	72.130	90.09	16.59	22.57	13.3	1.63
Aflac	AFL	11/16/15*	1.18700	65.661	77.94	72.130	85.62	7.68	9.85	7.0	1.38
Aflac	AFL	02/11/16*	1.37200	57.310	78.63	72.130	98.96	20.33	25.86	22.2	1.15

Security Basis - Tax Lots

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Common Stocks											
Aflac	AFL	05/16/16*	1.15370	68.458	78.98	72.130	83.22	4.24	5.37	6.1	0.88
Aflac	AFL	08/22/16*	1.08570	72.884	79.13	72.130	78.31	-0.82	-1.04	-1.7	0.62
Aflac	AFL	11/14/16*	1.15430	72.269	83.42	72.130	83.26	-0.16	-0.19	-0.5	0.39
Aflac	AFL	02/13/17*	1.18730	70.985	84.28	72.130	85.64	1.36	1.61	12.1	0.14
Subtotal: 44 position			197.23570	40.384	7,965.23	72.130	14,226.64	6,261.41	78.61		9.56
Community Bank	CBU	02/14/08	250.00000	21.231	5,307.65	53.760	13,440.00	8,132.35	153.22	10.7	9.14
Exxon	XOM	01/09/04	11.92465	40.250	479.97	81.531	972.23	492.26	102.56	5.5	13.24
Exxon	XOM	02/09/04*	1.88389	40.730	76.73	81.531	153.60	76.87	100.18	5.4	13.16
Exxon	XOM	05/11/04*	1.98300	42.052	83.39	81.531	161.68	78.29	93.88	5.3	12.91
Exxon	XOM	08/11/04*	1.86800	44.920	83.91	81.531	152.30	68.39	81.50	4.8	12.65
Exxon	XOM	11/09/04*	1.67420	50.424	84.42	81.531	136.50	52.08	61.69	3.9	12.41
Exxon	XOM	02/08/05*	1.51256	56.110	84.87	81.531	123.32	38.45	45.30	3.1	12.16
Exxon	XOM	05/11/05*	1.16500	53.734	62.60	81.531	94.98	32.38	51.73	3.6	11.91
Exxon	XOM	08/10/05*	1.03000	61.097	62.93	81.531	83.98	21.05	33.45	2.5	11.66
Exxon	XOM	11/08/05*	1.04500	60.507	63.23	81.531	85.20	21.97	34.75	2.6	11.41
Exxon	XOM	02/08/06*	1.45900	60.548	88.34	81.531	118.95	30.61	34.65	2.7	11.16
Exxon	XOM	05/10/06*	1.45800	60.912	88.81	81.531	118.87	30.06	33.85	2.7	10.91
Exxon	XOM	08/10/06*	1.33000	67.128	89.28	81.531	108.44	19.16	21.46	1.8	10.66
Exxon	XOM	11/09/06*	1.22700	73.105	89.70	81.531	100.04	10.34	11.53	1.1	10.41
Exxon	XOM	02/07/07*	0.65200	73.405	47.86	81.531	53.16	5.30	11.07	1.0	10.16
Exxon	XOM	05/10/07*	0.64650	81.315	52.57	81.531	52.71	0.14	0.27	0.0	9.91
Exxon	XOM	08/09/07*	0.56700	93.122	52.80	81.531	46.23	-6.57	-12.44	-1.4	9.66
Exxon	XOM	11/07/07*	0.61000	86.885	53.00	81.531	49.73	-3.27	-6.17	-0.7	9.41
Exxon	XOM	02/07/08*	0.62330	85.368	53.21	81.531	50.82	-2.39	-4.49	-0.5	9.16
Exxon	XOM	05/09/08*	0.65890	92.670	61.06	81.531	53.72	-7.34	-12.02	-1.4	8.91
Exxon	XOM	08/11/08*	0.78900	77.731	61.33	81.531	64.33	3.00	4.89	0.6	8.65
Exxon	XOM	11/07/08*	0.83600	73.684	61.60	81.531	68.16	6.56	10.65	1.2	8.41
Exxon	XOM	02/06/09*	0.45500	74.681	33.98	81.531	37.10	3.12	9.18	1.1	8.16
Exxon	XOM	05/11/09*	0.52200	68.716	35.87	81.531	42.56	6.69	18.65	2.2	7.90
Exxon	XOM	08/11/09*	0.51600	69.942	36.09	81.531	42.07	5.98	16.57	2.0	7.65

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Common Stocks											
Exxon	XOM	11/09/09*	0.20380	74.828	15.25	81.531	16.62	1.37	8.98	1.2	7.41
Exxon	XOM	02/08/10*	0.56500	64.407	36.39	81.531	46.07	9.68	26.60	3.3	7.16
Exxon	XOM	03/12/10	95.00000	64.000	6,080.00	81.531	7,745.45	1,665.45	27.39	3.5	7.07
Exxon	XOM	05/11/10*	1.53300	60.848	93.28	81.531	124.99	31.71	33.99	4.3	6.90
Exxon	XOM	08/11/10*	1.59400	58.996	94.04	81.531	129.96	35.92	38.20	5.0	6.65
Exxon	XOM	11/09/10*	1.33250	70.994	94.60	81.531	108.64	14.04	14.84	2.2	6.41
Exxon	XOM	02/08/11*	1.12160	84.995	95.33	81.531	91.45	-3.88	-4.07	-0.7	6.16
Exxon	XOM	05/11/11*	1.26940	80.668	102.40	81.531	103.50	1.10	1.07	0.2	5.90
Exxon	XOM	08/10/11*	1.47500	69.803	102.96	81.531	120.26	17.30	16.80	2.8	5.65
Exxon	XOM	11/08/11*	1.14950	77.903	89.55	81.531	93.72	4.17	4.66	0.8	5.41
Exxon	XOM	02/07/12*	1.05220	85.621	90.09	81.531	85.79	-4.30	-4.77	-0.9	5.16
Exxon	XOM	08/09/12*	1.24380	88.487	110.06	81.531	101.41	-8.65	-7.86	-1.7	4.65
Exxon	XOM	02/07/13*	1.23600	89.353	110.44	81.531	100.77	-9.67	-8.76	-2.2	4.16
Exxon	XOM	05/09/13*	1.01920	89.757	91.48	81.531	83.10	-8.38	-9.16	-2.4	3.91
Exxon	XOM	08/09/13*	1.01540	90.723	92.12	81.531	82.79	-9.33	-10.13	-2.9	3.65
Exxon	XOM	11/07/13*	1.00300	92.722	93.00	81.531	81.78	-11.22	-12.06	-3.7	3.41
Exxon	XOM	02/06/14*	0.99290	94.078	93.41	81.531	80.95	-12.46	-13.34	-4.4	3.16
Exxon	XOM	05/09/14*	1.01350	101.598	102.97	81.531	82.63	-20.34	-19.75	-7.3	2.91
Exxon	XOM	12/11/14*	1.12300	92.520	103.90	81.531	91.56	-12.34	-11.88	-5.3	2.32
Exxon	XOM	02/06/15*	1.14150	91.502	104.45	81.531	93.07	-11.38	-10.90	-5.2	2.16
Exxon	XOM	05/11/15*	1.29700	85.844	111.34	81.531	105.75	-5.59	-5.02	-2.7	1.90
Exxon	XOM	08/11/15*	1.57100	71.502	112.33	81.531	128.09	15.76	14.03	8.3	1.65
Exxon	XOM	11/09/15*	1.45200	78.120	113.43	81.531	118.38	4.95	4.36	3.1	1.40
Exxon	XOM	02/09/16*	1.41290	81.039	114.50	81.531	115.20	0.70	0.61	0.5	1.15
Exxon	XOM	05/11/16*	1.33830	88.672	118.67	81.531	109.11	-9.56	-8.06	-8.9	0.90
Exxon	XOM	08/10/16*	1.34900	88.725	119.69	81.531	109.99	-9.70	-8.10	-12.2	0.65
Exxon	XOM	11/08/16*	1.40700	85.288	120.00	81.531	114.71	-5.29	-4.41	-10.5	0.40
Exxon	XOM	02/08/17*	1.49110	81.483	121.50	81.531	121.57	0.07	0.06	0.4	0.15
Subtotal: 52 position			163.83860	65.398	10,714.73	81.531	13,357.99	2,643.26	24.67		7.42
Facebook Inc.	FB	12/01/16	75.00000	115.120	8,634.00	140.910	10,568.25	1,934.25	22.40	80.4	0.34

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Common Stocks											
General Electric	GE	02/19/09	0.29430	9.378	2.76	29.772	8.76	6.00	217.39	15.3	8.13
General Electric	GE	06/18/09*	2.17280	11.750	25.53	29.772	64.69	39.16	153.39	12.7	7.80
General Electric	GE	09/17/09*	1.57300	16.370	25.75	29.772	46.83	21.08	81.86	8.2	7.55
General Electric	GE	12/23/09*	1.71200	15.129	25.90	29.772	50.97	25.07	96.80	9.7	7.28
General Electric	GE	02/25/10*	1.15600	16.073	18.58	29.772	34.42	15.84	85.25	9.1	7.11
General Electric	GE	09/16/10*	1.34680	16.662	22.44	29.772	40.10	17.66	78.70	9.3	6.55
General Electric	GE	12/22/10*	1.46100	18.042	26.36	29.772	43.50	17.14	65.02	8.3	6.29
General Electric	GE	02/24/11*	1.26950	20.922	26.56	29.772	37.80	11.24	42.32	5.9	6.11
General Electric	GE	05/24/11	300.00000	20.223	6,066.99	29.772	8,931.60	2,864.61	47.22	6.8	5.87
General Electric	GE	06/15/11*	4.09800	17.972	73.65	29.772	122.01	48.36	65.66	9.1	5.81
General Electric	GE	09/15/11*	4.58970	16.180	74.26	29.772	136.64	62.38	84.00	11.6	5.56
General Electric	GE	12/22/11*	4.65995	18.230	84.95	29.772	138.74	53.79	63.32	9.7	5.29
General Electric	GE	02/17/12*	4.45300	19.241	85.68	29.772	132.57	46.89	54.73	8.9	5.13
General Electric	GE	06/21/12*	2.92710	20.840	61.00	29.772	87.15	26.15	42.87	7.7	4.79
General Electric	GE	09/20/12*	2.73510	22.500	61.54	29.772	81.43	19.89	32.32	6.4	4.54
General Electric	GE	12/20/12*	3.30300	20.990	69.33	29.772	98.34	29.01	41.84	8.5	4.29
General Electric	GE	02/19/13*	2.79500	22.909	64.03	29.772	83.21	19.18	29.95	6.6	4.12
General Electric	GE	09/12/13*	2.68300	24.268	65.11	29.772	79.88	14.77	22.68	5.9	3.56
General Electric	GE	12/13/13*	2.71300	27.833	75.51	29.772	80.77	5.26	6.97	2.1	3.31
General Electric	GE	02/20/14*	5.14520	25.482	131.11	29.772	153.18	22.07	16.83	5.1	3.12
General Electric	GE	02/25/14	200.00000	25.300	5,060.00	29.772	5,954.40	894.40	17.68	5.4	3.11
General Electric	GE	06/19/14*	5.00260	26.430	132.22	29.772	148.94	16.72	12.65	4.3	2.79
General Electric	GE	09/18/14*	5.21400	25.573	133.34	29.772	155.23	21.89	16.42	6.1	2.55
General Electric	GE	12/19/14*	5.76900	24.372	140.60	29.772	171.75	31.15	22.16	9.1	2.29
General Electric	GE	02/19/15*	5.10200	25.563	130.42	29.772	151.90	21.48	16.47	7.4	2.12
General Electric	GE	06/18/15*	4.90100	26.852	131.60	29.772	145.91	14.31	10.87	5.9	1.80
General Electric	GE	09/17/15*	5.32600	24.921	132.73	29.772	158.57	25.84	19.47	12.2	1.55
General Electric	GE	03/25/16*	4.57900	29.233	133.86	29.772	136.33	2.47	1.85	1.8	1.03
General Electric	GE	06/16/16*	4.52100	29.679	134.18	29.772	134.60	0.42	0.31	0.4	0.80
General Electric	GE	09/15/16*	4.57920	29.710	136.05	29.772	136.33	0.28	0.21	0.4	0.55
General Electric	GE	12/22/16*	4.49500	31.822	143.04	29.772	133.83	-9.21	-6.44	-20.8	0.28

Security Basis - Tax Lots

04/04/17

IAM Demo Portfolio 3

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
Common Stocks											
General Electric	GE	03/20/17*	4.80100	30.025	144.15	29.772	142.94	-1.21	-0.84	-17.5	0.04
Subtotal: 32 position			605.37725	22.530	13,639.23	29.772	18,023.32	4,384.09	32.14		4.50
Target Corp.	TGT	03/01/17	300.00000	57.533	17,260.00	54.330	16,299.00	-961.00	-5.57	-45.0	0.09
Walgreen Boots	WBA	03/01/09	300.00000	23.000	6,900.00	82.995	24,898.50	17,998.50	260.85	17.2	8.10
Total Common Stocks							70,420.84	110,813.70	40,392.86	57.36	
<u>Totals:</u>							283,518.97	380,234.51	96,715.54	34.11	

Portfolio Holdings

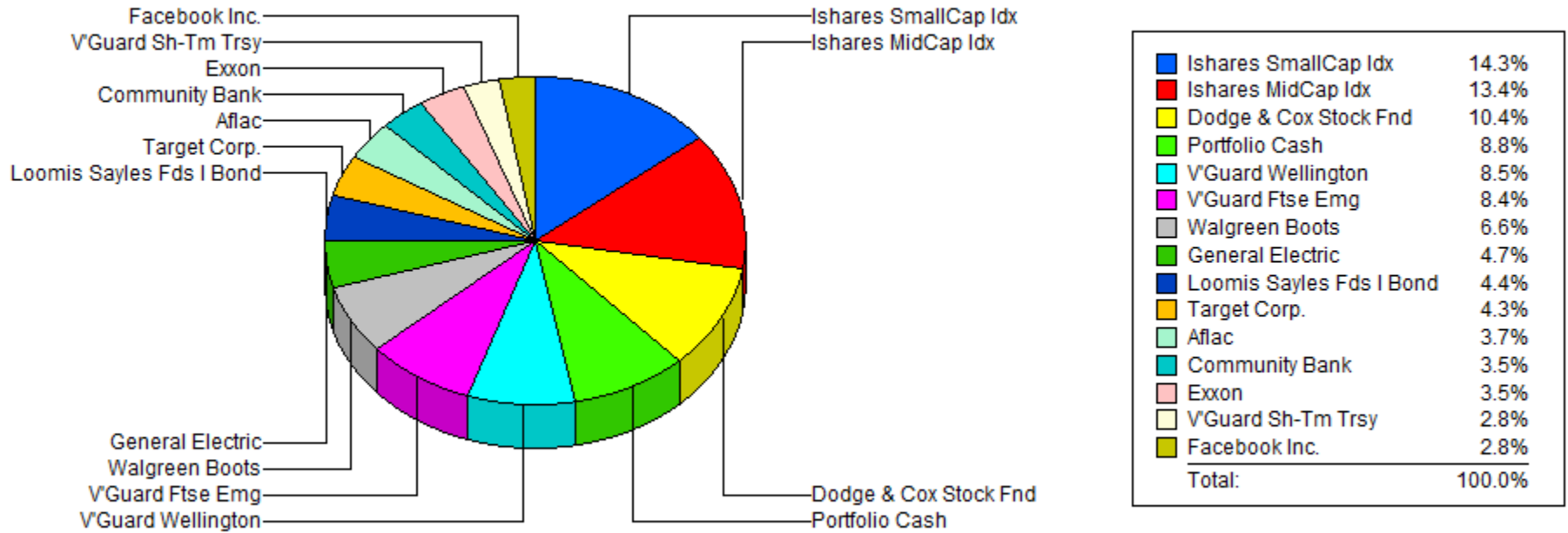
IAM Demo Portfolio 3

04/04/17

Type/Security	Quantity	Unit Cost	Total Cost	Market Price	Market Value	% of Port.	Unrealized Gain/Loss	% G/L	Estimated Income	Est. Yield	P/E
Ishares SmallCap Id	800.00000	40.931	32,745.00	67.890	54,312.00	14.28	21,567.00	65.9	680.00	1.3	
Ishares MidCap Idx	300.00000	106.800	32,040.00	169.550	50,865.00	13.38	18,825.00	58.8	792.00	1.6	
Dodge & Cox Stock F	207.67620	127.732	26,526.99	190.480	39,558.17	10.40	13,031.18	49.1	606.41	1.5	
Portfolio Cash	33,409.64000		33,409.64		33,409.64	8.79	0.00	0.0	0.00	0.0	
V'Guard Wellington	800.00000	38.106	30,485.00	40.240	32,192.00	8.47	1,707.00	5.6	760.00	2.4	
V'Guard Ftse Emg	800.00000	38.666	30,933.00	39.780	31,824.00	8.37	891.00	2.9	728.00	2.3	
Walgreen Boots	300.00000	23.000	6,900.00	82.995	24,898.50	6.55	17,998.50	260.8	450.00	1.8	22.0
General Electric	605.37725	22.530	13,639.23	29.772	18,023.32	4.74	4,384.09	32.1	581.16	3.2	33.5
Loomis Sayles Fds I B	1,200.00000	14.221	17,065.30	13.850	16,620.00	4.37	-445.30	-2.6	348.00	2.1	
Target Corp.	300.00000	57.533	17,260.00	54.330	16,299.00	4.29	-961.00	-5.6	720.00	4.4	11.5
Aflac	197.23570	40.384	7,965.23	72.130	14,226.64	3.74	6,261.41	78.6	339.25	2.4	11.2
Community Bank	250.00000	21.231	5,307.65	53.760	13,440.00	3.53	8,132.35	153.2	320.00	2.4	23.2
Exxon	163.83860	65.398	10,714.73	81.531	13,357.99	3.51	2,643.26	24.7	491.55	3.7	43.4
V'Guard Sh-Tm Trsy	1,000.00000	9.893	9,893.20	10.640	10,640.00	2.80	746.80	7.5	90.00	0.8	
Facebook Inc.	75.00000	115.120	8,634.00	140.910	10,568.25	2.78	1,934.25	22.4	0.00	0.0	40.4
Totals:			283,518.97		380,234.51		96,715.54	34.1	6,906.37	1.8	25.4

Portfolio Holdings IAM Demo Portfolio 3

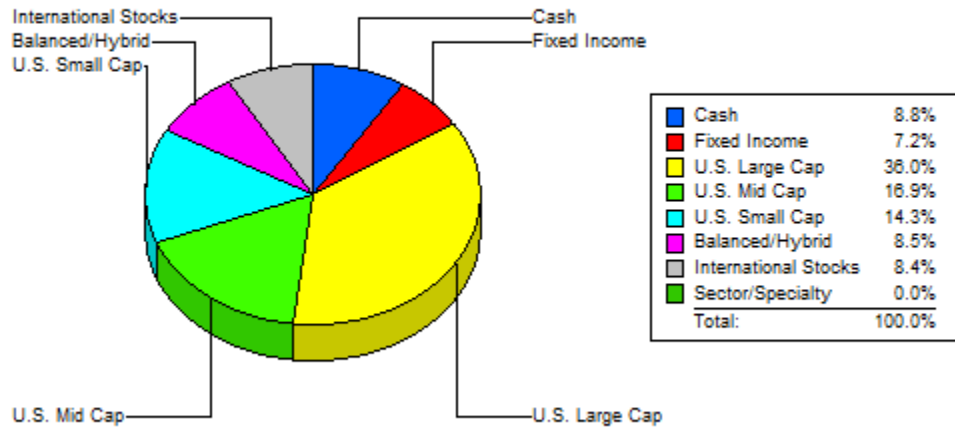
Percent of Portfolio



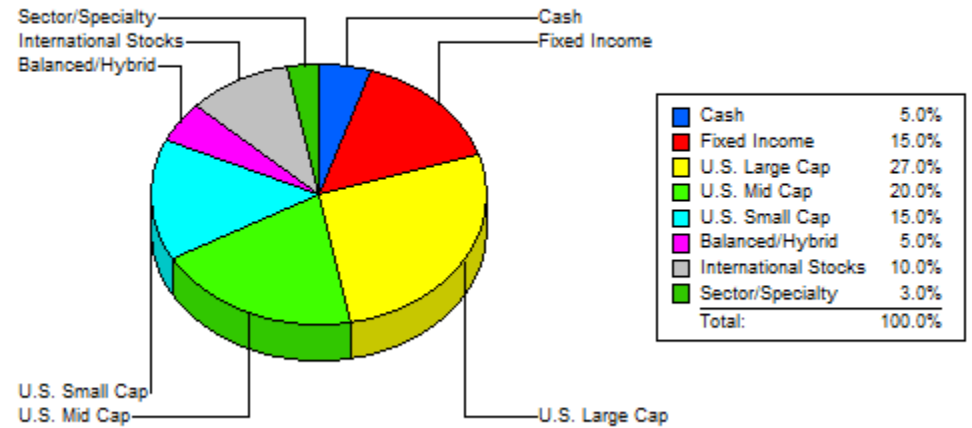
Allocation Rebalancing Level 1 by Asset Class IAM Demo Portfolio 3

Asset Class	Current Allocation %	Target Allocation %	Rebalancing Allocation %	Current Market Value	Target Market Value	Rebalancing Amount
Cash	8.79	5.00	-3.79	33,409.64	19,011.73	-14,397.91
Fixed Income	7.17	15.00	7.83	27,260.00	57,035.18	29,775.18
U.S. Large Cap	36.01	27.00	-9.01	136,931.87	102,663.32	-34,268.55
U.S. Mid Cap	16.91	20.00	3.09	64,305.00	76,046.90	11,741.90
U.S. Small Cap	14.28	15.00	0.72	54,312.00	57,035.18	2,723.18
Balanced/Hybrid	8.47	5.00	-3.47	32,192.00	19,011.73	-13,180.27
International Stocks	8.37	10.00	1.63	31,824.00	38,023.45	6,199.45
Sector/Specialty	0.00	3.00	3.00	0.00	11,407.04	11,407.04
Grand Total				380,234.51		

Current Allocation



Target Allocation



Allocation Rebalancing Level 1 by Asset Class

IAM Demo Portfolio 3

04/04/17

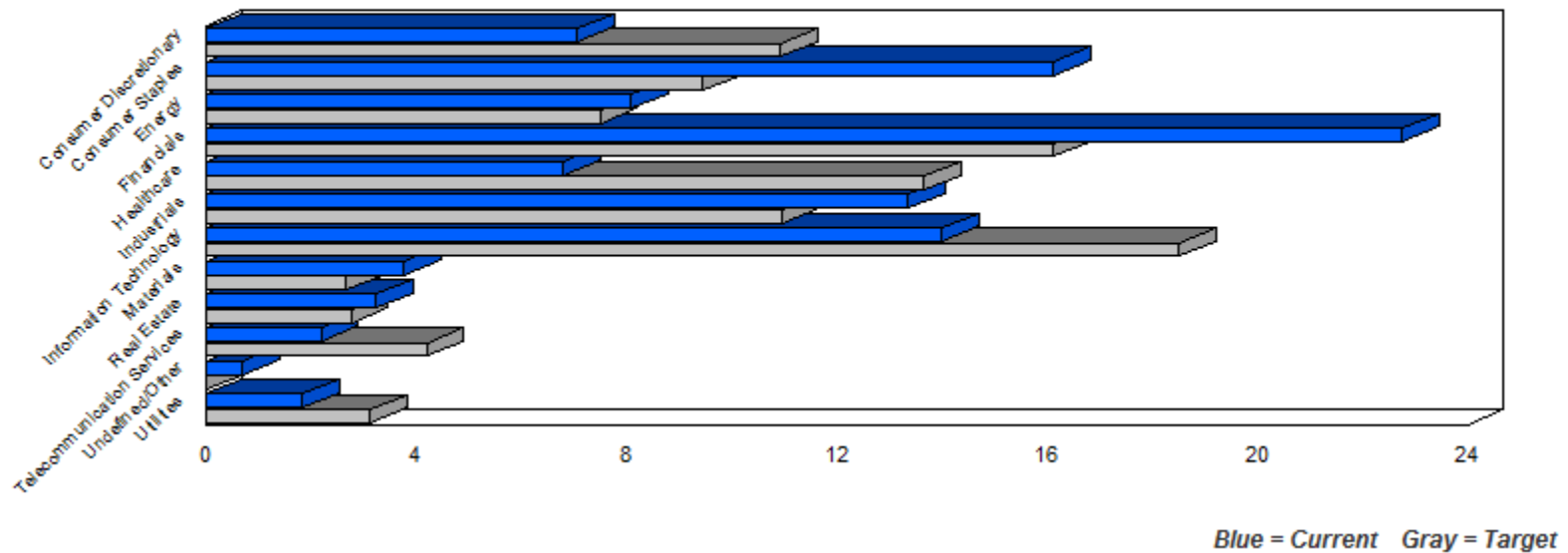
Asset Class	Security Name		Market Value	Percent Of Class	Current Allocation %	Target Allocation %	Rebalancing Allocation %
Cash	Portfolio Cash	1.000	33,409.64	100.00			
	Totals for Cash		33,409.64		8.79	5.00	-3.79
Fixed Income	Loomis Sayles Fds I Bond Fund	13.850	16,620.00	60.97			
	V'Guard Sh-Tm Trsy	10.640	10,640.00	39.03			
	Totals for Fixed Income		27,260.00		7.17	15.00	7.83
U.S. Large Cap	Aflac	72.130	14,226.64	10.39			
	Dodge & Cox Stock Fnd	190.480	39,558.17	28.89			
	Exxon	81.531	13,357.99	9.76			
	Facebook Inc.	140.910	10,568.25	7.72			
	General Electric	29.772	18,023.32	13.16			
	Target Corp.	54.330	16,299.00	11.90			
	Walgreen Boots	82.995	24,898.50	18.18			
	Totals for U.S. Large Cap		136,931.87		36.01	27.00	-9.01
U.S. Mid Cap	Community Bank	53.760	13,440.00	20.90			
	Ishares MidCap Idx	169.550	50,865.00	79.10			
	Totals for U.S. Mid Cap		64,305.00		16.91	20.00	3.09
U.S. Small Cap	Ishares SmallCap Idx	67.890	54,312.00	100.00			
	Totals for U.S. Small Cap		54,312.00		14.28	15.00	0.72
Balanced/Hybrid	V'Guard Wellington	40.240	32,192.00	100.00			
	Totals for Balanced/Hybrid		32,192.00		8.47	5.00	-3.47
International Stocks	V'Guard Ftse Emg	39.780	31,824.00	100.00			
	Totals for International Stocks		31,824.00		8.37	10.00	1.63
Sector/Specialty	No Securities Found	0.000	0.00	0.00			
	Totals for Sector/Specialty		0.00		0.00	3.00	3.00
	Grand Total		380,234.51				

Allocation Rebalancing Level 2 by Stock Sector

IAM Demo Portfolio 3

Sector	Current Allocation %	Target Allocation %	Rebalancing Allocation %	Current Market Value	Target Market Value	Rebalancing Amount
Consumer Discretionary	7.06	10.93	3.87	21,686.92	33,576.43	11,889.51
Consumer Staples	16.12	9.45	-6.67	49,522.04	29,029.94	-20,492.10
Energy	8.11	7.51	-0.60	24,920.02	23,070.36	-1,849.66
Financials	22.77	16.15	-6.62	69,963.47	49,612.02	-20,351.45
Healthcare	6.81	13.68	6.87	20,909.00	42,024.30	21,115.30
Industrials	13.37	10.98	-2.39	41,060.53	33,730.03	-7,330.50
Information Technology	14.02	18.51	4.49	43,080.44	56,861.83	13,781.39
Materials	3.76	2.67	-1.09	11,538.36	8,202.11	-3,336.25
Real Estate	3.23	2.77	-0.46	9,913.32	8,509.31	-1,404.01
Telecommunication Services	2.20	4.21	2.01	6,750.97	12,932.92	6,181.95
Utilities	1.85	3.14	1.29	5,695.62	9,645.93	3,950.31
Undefined/Other	0.70	0.00	-0.70	2,154.48	0.00	-2,154.48
Grand Total				307,195.17		

Allocation Comparison



Performance Report
IAM Demo Portfolio 3
IRR Period - 04/01/2016 Thru 03/31/2017

04/04/17

Type/Security	Beginning Market Value	Additions/ Withdrawals	Unrealized Appreciation for the period	Realized Appreciation for the period	Ending Market Value	Income Received	IRR For Period	Annualized IRR
Money Market Funds								
Portfolio Cash	26,593.19	6,816.45	0.00	0.00	33,409.64	22.10	0.08	0.08
Subtotal Money Market Funds	26,593.19	6,816.45	0.00	0.00	33,409.64	22.10		
Exchange Traded Funds								
Ishares MidCap Idx	43,257.00	0.00	8,109.00	0.00	51,366.00	792.00	20.72	20.72
Ishares SmallCap Idx	45,028.00	0.00	10,300.00	0.00	55,328.00	678.00	24.51	24.51
Technology Select Sector Spdr	13,308.00	-15,923.00	0.00	2,615.00	0.00	189.15	21.21*	23.32
V'Guard Ftse Emg	31,122.00	-3,596.00	4,112.00	138.00	31,776.00	815.50	16.94	16.94
Subtotal Exchange Traded Funds	132,715.00	-19,519.00	22,521.00	2,753.00	138,470.00	2,474.65		
Mutual Funds								
Dodge & Cox Stock Fnd	30,778.20	2,251.70	6,420.27	0.00	39,450.17	2,251.70	28.18	28.18
Loomis Sayles Fds I Bond Fund	15,744.00	0.00	888.00	0.00	16,632.00	566.60	9.35	9.35
V'Guard Sh-Tm Trsy	16,140.00	-7,810.00	-120.00	2,430.00	10,640.00	247.50	17.90	17.90
V'Guard Wellington	26,082.00	3,960.00	2,086.00	0.00	32,128.00	512.10	9.85	9.85
Subtotal Mutual Funds	88,744.20	-1,598.30	9,274.27	2,430.00	98,850.17	3,577.90		
Common Stocks								
Aflac	12,164.22	325.81	1,793.78	0.00	14,283.81	325.81	17.42	17.42
Community Bank	12,418.25	-4,488.75	4,192.50	1,623.00	13,745.00	308.75	51.56	51.56
Exxon	13,228.38	479.86	-271.84	0.00	13,436.40	479.86	1.57	1.57
Facebook Inc.	0.00	8,634.00	2,019.75	0.00	10,653.75	0.00	23.39*	88.53
General Electric	18,660.13	557.42	-1,177.31	0.00	18,040.24	557.42	-3.32	-3.32
Intel Corporation	0.00	-387.00	0.00	387.00	0.00	0.00	5.62*	94.55
Target Corp.	0.00	17,260.00	-703.00	0.00	16,557.00	0.00	-4.07*	-38.71
Walgreen Boots	25,272.00	0.00	-357.00	0.00	24,915.00	445.50	0.35	0.35
Subtotal Common Stocks	81,742.98	22,381.34	5,496.88	2,010.00	111,631.20	2,117.34		
Total for Portfolio(s)	329,795.37	8,080.49	37,292.15	7,193.00	382,361.01	8,191.99	15.97	15.97

Performance Report
IAM Demo Portfolio 3
IRR Period - 04/01/2016 Thru 03/31/2017

04/04/17

Type/Security	Beginning Market Value	Additions/ Withdrawals	Unrealized Appreciation for the period	Realized Appreciation for the period	Ending Market Value	Income Received	IRR For Period	Annualized IRR
Performance Comparison								
Dow Jones Ind. Ave	17,685.09		2,978.13		20,663.22		16.84	16.84
S&P 500	2,059.74		302.98		2,362.72		14.71	14.71
NASDAQ	4,869.85		1,041.89		5,911.74		21.39	21.39
Portfolio(s) Performance	329,795.37	8,080.49	37,292.15	7,193.00	382,361.01	8,191.99	15.97	15.97

Portfolio Summary

IAM Demo Portfolio 3

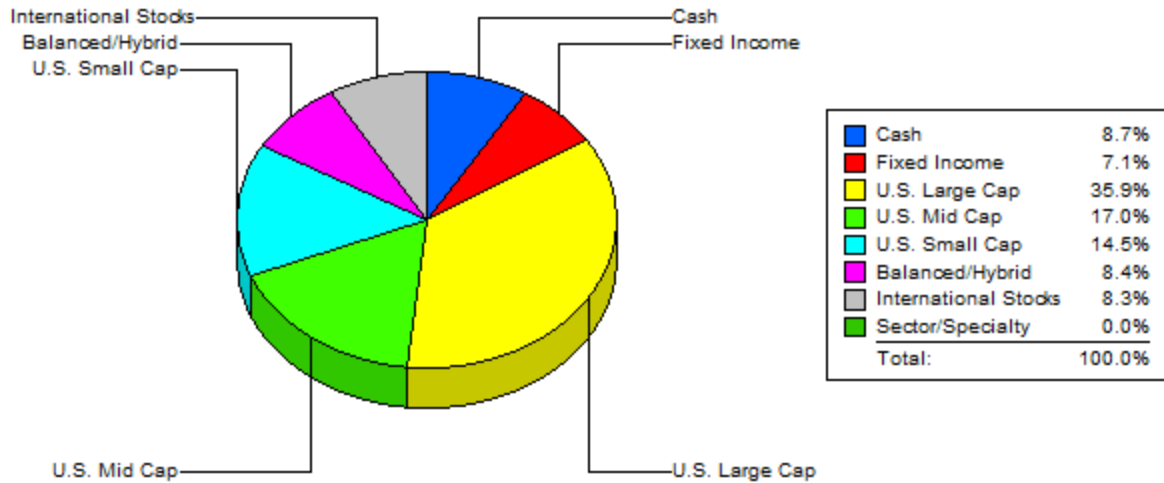
IRR Period - 04/01/2016 Thru 03/31/2017

04/04/17

Portfolio Beginning Market Value	329,795.37
Additions to Portfolio	83,905.24
Withdrawals from Portfolio	-75,824.75
Realized Appreciation for Period	7,193.00
Unrealized Appreciation for Period	37,292.15
Exercised / Assigned Options	0.00
Portfolio Ending Market Value	382,361.01

<u>Income Received</u>	
Dividend Income Received	8,169.89
Interest Income Received	22.10
Other Income Received	0.00
	8,191.99
<u>Capital Gain Distributions</u>	
Short-Term Received	0.00
Long-Term Received	0.00
	0.00
<u>Appreciation for Period</u>	
Short-Term Appreciation	387.00
Long-Term Appreciation	6,806.00
	7,193.00
Return Of Capital Received	0.00
Expenses/Service Charges	0.00
Transfers Delivered	0.00
Transfers Received	0.00

Current Allocation

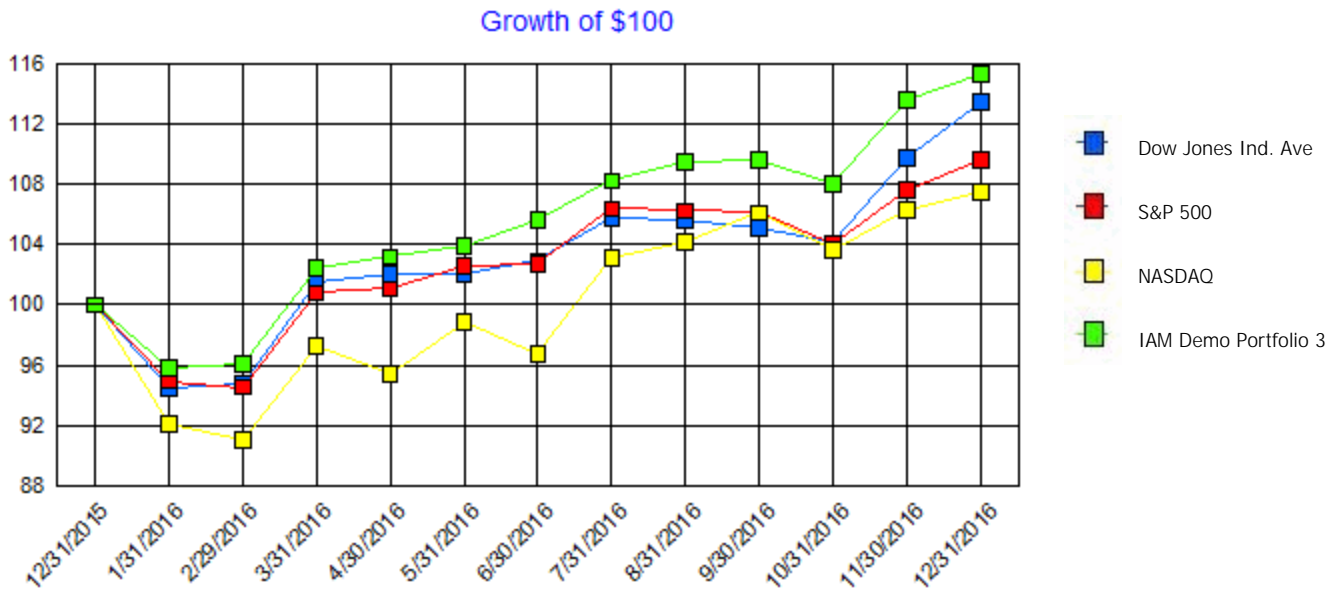


Market Performance	IRR for Period	Annualized IRR
Dow Jones Ind. Ave	16.84	16.84
S&P 500	14.71	14.71
NASDAQ	21.39	21.39
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Account Performance	15.97	15.97

Performance Comparison

IAM Demo Portfolio 3

Monthly: 01/01/2016 to 12/31/2016



Period Ending	Portfolio Return %	Portfolio Growth of \$100	Dow Jones Ind. Ave	S&P 500	NASDAQ	N/A	N/A	N/A
12/31/2015	0.00	100.00	100.00	100.00	100.00			
01/31/2016	(4.21)	95.79	94.50	94.93	92.14			
02/29/2016	0.32	96.10	94.78	94.54	91.03			
03/31/2016	6.60	102.44	101.49	100.78	97.26			
04/30/2016	0.71	103.17	102.00	101.05	95.37			
05/31/2016	0.71	103.90	102.08	102.60	98.82			
06/30/2016	1.67	105.64	102.90	102.69	96.72			
07/31/2016	2.42	108.20	105.78	106.35	103.10			
08/31/2016	1.20	109.50	105.60	106.22	104.12			
09/30/2016	0.12	109.63	105.07	106.09	106.09			
10/31/2016	(1.49)	108.00	104.11	104.03	103.64			
11/30/2016	5.15	113.56	109.74	107.59	106.32			
12/31/2016	1.56	115.33	113.41	109.55	107.51			

	Return for Period %	Annual Rate of Return %
IAM Demo Portfolio 3	15.32	15.32
Dow Jones Ind. Ave	13.42	13.42
S&P 500	9.54	9.54
NASDAQ	7.50	7.50

Estimated Income Report

IAM Demo Portfolio 3

04/04/17

Type/Security	Symbol	Quantity	Total Cost	Market Value	Unrealized Short Term Gain	Unrealized Long Term Gain	Estimated Income	Est. Yield
<u>Money Market Funds</u>								
Portfolio Cash	MMF1	33,409.64000	33,409.64	33,409.64	0.00	0.00	0.00	0.0
			33,409.64	33,409.64	0.00	0.00	0.00	0.0
<u>Exchange Traded Funds</u>								
Ishares MidCap Idx	IJH	300.00000	32,040.00	50,865.00	0.00	18,825.00	792.00	1.6
Ishares SmallCap Idx	IJR	800.00000	32,745.00	54,312.00	0.00	21,567.00	680.00	1.3
V'Guard Ftse Emg	VWO	800.00000	30,933.00	31,824.00	0.00	891.00	728.00	2.3
			95,718.00	137,001.00	0.00	41,283.00	2,200.00	1.6
<u>Mutual Funds</u>								
Dodge & Cox Stock Fn	DODGX	207.67620	26,526.99	39,558.17	2.88	13,028.30	606.41	1.5
Loomis Sayles Fds I Bo	LSBRX	1,200.00000	17,065.30	16,620.00	0.00	-445.30	348.00	2.1
V'Guard Sh-Tm Trsy	VFISX	1,000.00000	9,893.20	10,640.00	0.00	746.80	90.00	0.8
V'Guard Wellington	VWELX	800.00000	30,485.00	32,192.00	64.00	1,643.00	760.00	2.4
			83,970.49	99,010.17	66.88	14,972.80	1,804.41	1.8
<u>Common Stocks</u>								
Aflac	AFL	197.23570	7,965.23	14,226.64	4.62	6,256.79	339.25	2.4
Community Bank	CBU	250.00000	5,307.65	13,440.00	0.00	8,132.35	320.00	2.4
Exxon	XOM	163.83860	10,714.73	13,357.99	-24.48	2,667.74	491.55	3.7
Facebook Inc.	FB	75.00000	8,634.00	10,568.25	1,934.25	0.00	0.00	0.0
General Electric	GE	605.37725	13,639.23	18,023.32	-9.72	4,393.81	581.16	3.2
Target Corp.	TGT	300.00000	17,260.00	16,299.00	-961.00	0.00	720.00	4.4
Walgreen Boots	WBA	300.00000	6,900.00	24,898.50	0.00	17,998.50	450.00	1.8
			70,420.84	110,813.70	943.67	39,449.19	2,901.96	2.6
	<u>Totals:</u>		<u>283,518.97</u>	<u>380,234.51</u>	<u>1,010.55</u>	<u>95,704.99</u>	<u>6,906.37</u>	<u>1.8</u>