

# Appraisal Report

## IAM Demo Portfolio 3

05/02/19

Type/Security	Quantity	Unit Cost	Total Cost	Market Price	Market Value	% of Port.	Unrealized Gain/Loss	% G/L	Estimated Income	Est. Yield	P/E	Beta
<u>Money Market Funds</u>												
Portfolio Cash	44,013.56000		44,013.56		44,013.56	10.79	0.00	0.0	2,200.68	5.0		
			<u>44,013.56</u>		<u>44,013.56</u>	<u>10.79</u>	<u>0.00</u>	<u>0.0</u>	<u>2,200.68</u>	<u>5.0</u>		
<u>Exchange Traded Funds</u>												
Ishares MidCap Id	300.00000	106.800	32,040.00	194.789	58,436.70	14.32	26,396.70	82.4	855.00	1.5		1.07
Ishares SmallCap I	800.00000	40.931	32,745.00	79.480	63,584.00	15.58	30,839.00	94.2	864.00	1.4		1.14
Vanguard FTSE	800.00000	38.666	30,933.00	43.170	34,536.00	8.46	3,603.00	11.7	736.00	2.1		0.91
			<u>95,718.00</u>		<u>156,556.70</u>	<u>38.37</u>	<u>60,838.70</u>	<u>63.6</u>	<u>2,455.00</u>	<u>1.6</u>		<u>1.06</u>
<u>Mutual Funds</u>												
Dodge & Cox Fun	214.71120	139.217	29,891.47	190.690	40,943.28	10.03	11,051.81	37.0	81.61	0.2		
Loomis Sayles Bo	1,200.00000	14.221	17,065.30	13.440	16,128.00	3.95	-937.30	-5.5	528.00	3.3		
Vanguard ST Trsy	1,000.00000	9.893	9,893.20	10.500	10,500.00	2.57	606.80	6.1	260.00	2.5		
Vanguard Wellin	933.63970	38.329	35,785.30	40.860	38,148.53	9.35	2,363.23	6.6	961.66	2.5		
			<u>92,635.27</u>		<u>105,719.81</u>	<u>25.91</u>	<u>13,084.54</u>	<u>14.1</u>	<u>1,831.27</u>	<u>1.7</u>		
<u>Common Stocks</u>												
Aflac	412.56140	21.223	8,755.85	50.290	20,747.74	5.08	11,991.89	137.0	445.54	2.1	13.4	0.78
Community Bank	250.00000	21.231	5,307.65	65.840	16,460.00	4.03	11,152.35	210.1	380.00	2.3	20.3	0.92
Danaher Corpora	100.00000	131.950	13,194.95	132.185	13,218.50	3.24	23.55	0.2	68.00	0.5	38.9	1.02
Facebook	75.00000	115.120	8,634.00	191.720	14,379.00	3.52	5,745.00	66.5	0.00	0.0	25.4	0.89
General Electric	537.32895	22.892	12,300.51	10.235	5,499.57	1.35	-6,800.94	-55.3	21.50	0.4	-3.9	1.01
Target	200.00000	57.533	11,506.67	76.830	15,366.00	3.77	3,859.33	33.5	512.00	3.3	13.9	0.68
Walgreen Boots	300.00000	23.000	6,900.00	53.670	16,101.00	3.95	9,201.00	133.4	528.00	3.3	9.9	0.83
			<u>66,599.63</u>		<u>101,771.81</u>	<u>24.94</u>	<u>35,172.18</u>	<u>52.8</u>	<u>1,955.04</u>	<u>1.9</u>	<u>18.1</u>	<u>0.86</u>
Totals:			<u>298,966.46</u>		<u>408,061.88</u>		<u>109,095.42</u>	<u>36.5</u>	<u>8,441.99</u>	<u>2.1</u>	<u>18.1</u>	<u>0.98</u>

## Portfolio Holdings

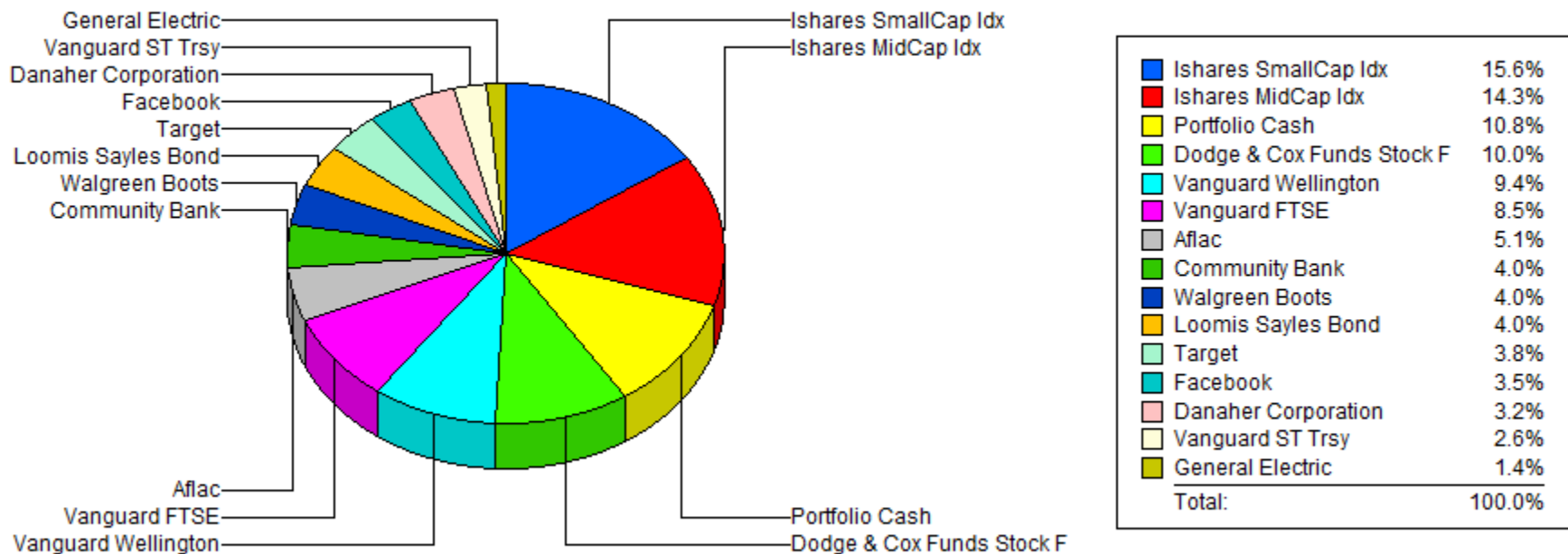
### IAM Demo Portfolio 3

05/02/19

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 Idx	800.00000	40.931	32,745.00	79.480	63,584.00	15.58	30,839.00	94.2	864.00	1.4	
Ishares MidCap Idx	300.00000	106.800	32,040.00	194.789	58,436.70	14.32	26,396.70	82.4	855.00	1.5	
Portfolio Cash	44,013.56000		44,013.56		44,013.56	10.79	0.00	0.0	2,200.68	5.0	
Dodge & Cox Funds S	214.71120	139.217	29,891.47	190.690	40,943.28	10.03	11,051.81	37.0	81.61	0.2	
Vanguard Wellington	933.63970	38.329	35,785.30	40.860	38,148.53	9.35	2,363.23	6.6	961.66	2.5	
Vanguard FTSE	800.00000	38.666	30,933.00	43.170	34,536.00	8.46	3,603.00	11.6	736.00	2.1	
Aflac	412.56140	21.223	8,755.85	50.290	20,747.74	5.08	11,991.89	137.0	445.54	2.1	13.4
Community Bank	250.00000	21.231	5,307.65	65.840	16,460.00	4.03	11,152.35	210.1	380.00	2.3	20.3
Walgreen Boots	300.00000	23.000	6,900.00	53.670	16,101.00	3.95	9,201.00	133.3	528.00	3.3	9.9
Loomis Sayles Bond	1,200.00000	14.221	17,065.30	13.440	16,128.00	3.95	-937.30	-5.5	528.00	3.3	
Target	200.00000	57.533	11,506.67	76.830	15,366.00	3.77	3,859.33	33.5	512.00	3.3	13.9
Facebook	75.00000	115.120	8,634.00	191.720	14,379.00	3.52	5,745.00	66.5	0.00	0.0	25.4
Danaher Corporation	100.00000	131.950	13,194.95	132.185	13,218.50	3.24	23.55	0.2	68.00	0.5	38.9
Vanguard ST Trsy	1,000.00000	9.893	9,893.20	10.500	10,500.00	2.57	606.80	6.1	260.00	2.5	
General Electric	537.32895	22.892	12,300.51	10.235	5,499.57	1.35	-6,800.94	-55.3	21.50	0.4	-3.9
<b>Totals:</b>			<b>298,966.46</b>		<b>408,061.88</b>		<b>109,095.42</b>	<b>36.5</b>	<b>8,441.99</b>	<b>2.1</b>	<b>18.1</b>

### Portfolio Holdings IAM Demo Portfolio 3

## Percent of Portfolio



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
<b>Money Market Funds</b>											
Portfolio Cash	MMF1	02/25/96			44,013.56		44,013.56			0.0	23.20
<b>Total Money Market Funds</b>					44,013.56		44,013.56				
<b>Exchange Traded Funds</b>											
Ishares MidCap Idx	IJH	01/08/07	100.00000	81.000	8,100.00	194.789	19,478.90	11,378.90	140.48	7.4	12.32
Ishares MidCap Idx	IJH	06/20/11	40.00000	87.500	3,500.00	194.789	7,791.56	4,291.56	122.62	10.7	7.87
Ishares MidCap Idx	IJH	03/14/13	60.00000	114.000	6,840.00	194.789	11,687.34	4,847.34	70.87	9.1	6.14
Ishares MidCap Idx	IJH	02/25/14	100.00000	136.000	13,600.00	194.789	19,478.90	5,878.90	43.23	7.2	5.18
Subtotal: 4 positions			300.00000	106.800	32,040.00	194.789	58,436.70	26,396.70	82.39		8.11
Ishares SmallCap Idx	IJR	01/12/06	240.00000	29.285	7,028.40	79.480	19,075.20	12,046.80	171.40	7.8	13.31
Ishares SmallCap Idx	IJR	06/20/11	100.00000	35.000	3,500.00	79.480	7,948.00	4,448.00	127.09	11.0	7.87
Ishares SmallCap Idx	IJR	03/14/13	260.00000	43.610	11,338.60	79.480	20,664.80	9,326.20	82.25	10.3	6.14
Ishares SmallCap Idx	IJR	02/25/14	200.00000	54.390	10,878.00	79.480	15,896.00	5,018.00	46.13	7.6	5.18
Subtotal: 4 positions			800.00000	40.931	32,745.00	79.480	63,584.00	30,839.00	94.18		8.27
Vanguard FTSE	VWO	01/04/10	300.00000	38.360	11,508.00	43.170	12,951.00	1,443.00	12.54	1.3	9.33
Vanguard FTSE	VWO	02/25/14	500.00000	38.850	19,425.00	43.170	21,585.00	2,160.00	11.12	2.1	5.18
Subtotal: 2 positions			800.00000	38.666	30,933.00	43.170	34,536.00	3,603.00	11.65		6.74
<b>Total Exchange Traded Funds</b>					95,718.00		156,556.70	60,838.70	63.56		
<b>Mutual Funds</b>											
Dodge & Cox Funds St	DODGX	04/15/08	150.00000	122.000	18,300.00	190.690	28,603.50	10,303.50	56.30	4.1	11.05
Dodge & Cox Funds St	DODGX	09/25/12*	1.01510	118.215	120.00	190.690	193.57	73.57	61.31	7.5	6.60
Dodge & Cox Funds St	DODGX	03/26/14*	1.17340	171.007	200.66	190.690	223.76	23.10	11.51	2.2	5.10
Dodge & Cox Funds St	DODGX	09/25/14*	0.49480	179.689	88.91	190.690	94.35	5.44	6.12	1.3	4.60
Dodge & Cox Funds St	DODGX	12/22/14*	2.90400	179.883	522.38	190.690	553.76	31.38	6.01	1.3	4.36
Dodge & Cox Funds St	DODGX	03/26/15*	2.27100	176.279	400.33	190.690	433.06	32.73	8.18	1.9	4.10
Dodge & Cox Funds St	DODGX	06/25/15*	0.67650	164.878	111.54	190.690	129.00	17.46	15.65	3.8	3.85
Dodge & Cox Funds St	DODGX	12/21/15*	7.43610	165.365	1,229.67	190.690	1,417.99	188.32	15.31	4.3	3.36
Dodge & Cox Funds St	DODGX	03/23/16*	4.86900	155.946	759.30	190.690	928.47	169.17	22.28	6.7	3.11

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

Type/Security	Symbol	Acquisition Date	Quantity	Unit Cost	Total Cost	Market Price	Market Value	Unrealized Gain/Loss	% G/L	Annl. % G/L	Years Held
<b>Mutual Funds</b>											
Dodge & Cox Funds St	DODGX	06/27/16*	0.77640	150.696	117.00	190.690	148.05	31.05	26.54	8.6	2.85
Dodge & Cox Funds St	DODGX	12/20/16*	7.32590	187.442	1,373.18	190.690	1,396.98	23.80	1.73	0.7	2.36
Dodge & Cox Funds St	DODGX	03/23/17*	3.73400	203.942	761.52	190.690	712.04	-49.48	-6.50	-3.1	2.11
Dodge & Cox Funds St	DODGX	06/27/17*	0.65100	191.413	124.61	190.690	124.14	-0.47	-0.38	-0.2	1.85
Dodge & Cox Funds St	DODGX	09/26/17*	1.39500	198.616	277.07	190.690	266.01	-11.06	-3.99	-2.5	1.60
Dodge & Cox Funds St	DODGX	12/21/17	3.69300	202.773	748.84	190.690	704.22	-44.62	-5.96	-4.4	1.36
Dodge & Cox Funds St	DODGX	03/26/18*	3.27900	197.164	646.50	190.690	625.27	-21.23	-3.28	-3.0	1.10
Dodge & Cox Funds St	DODGX	06/26/18*	0.65100	202.458	131.80	190.690	124.14	-7.66	-5.81	-6.8	0.85
Dodge & Cox Funds St	DODGX	09/25/18*	0.58000	215.552	125.02	190.690	110.60	-14.42	-11.53	-18.4	0.60
Dodge & Cox Funds St	DODGX	12/19/18*	13.79900	173.091	2,388.48	190.690	2,631.33	242.85	10.17	29.9	0.37
Dodge & Cox Funds St	DODGX	03/26/19*	7.98700	183.380	1,464.66	190.690	1,523.04	58.38	3.99	45.6	0.10
Subtotal: 20 positions			214.71120	139.217	29,891.47	190.690	40,943.28	11,051.81	36.97		8.31
Loomis Sayles Bond	LSBRX	04/14/10	700.00000	13.479	9,435.30	13.440	9,408.00	-27.30	-0.29	0.0	9.05
Loomis Sayles Bond	LSBRX	03/14/13	500.00000	15.260	7,630.00	13.440	6,720.00	-910.00	-11.93	-2.0	6.14
Subtotal: 2 positions			1,200.00000	14.221	17,065.30	13.440	16,128.00	-937.30	-5.49		7.84
Vanguard ST Trsy	VFISX	04/14/10	1,000.00000	9.893	9,893.20	10.500	10,500.00	606.80	6.13	0.7	9.05
Vanguard Wellington	VWELX	01/06/14	400.00000	37.730	15,092.00	40.860	16,344.00	1,252.00	8.30	1.5	5.32
Vanguard Wellington	VWELX	02/25/14	300.00000	38.110	11,433.00	40.860	12,258.00	825.00	7.22	1.4	5.18
Vanguard Wellington	VWELX	02/08/17	100.00000	39.600	3,960.00	40.860	4,086.00	126.00	3.18	1.4	2.23
Vanguard Wellington	VWELX	06/23/17*	5.32900	40.983	218.40	40.860	217.74	-0.66	-0.30	-0.2	1.86
Vanguard Wellington	VWELX	09/28/17*	5.22100	42.090	219.75	40.860	213.33	-6.42	-2.92	-1.8	1.59
Vanguard Wellington	VWELX	12/22/17*	37.85000	41.973	1,588.67	40.860	1,546.55	-42.12	-2.65	-2.0	1.36
Vanguard Wellington	VWELX	03/14/18*	4.79270	41.670	199.71	40.860	195.83	-3.88	-1.94	-1.7	1.13
Vanguard Wellington	VWELX	06/15/18*	6.26200	41.520	260.00	40.860	255.87	-4.13	-1.59	-1.8	0.88
Vanguard Wellington	VWELX	09/20/18*	5.46400	43.064	235.30	40.860	223.26	-12.04	-5.12	-8.2	0.61
Vanguard Wellington	VWELX	12/18/18*	62.75000	37.293	2,340.14	40.860	2,563.97	223.83	9.56	27.8	0.37
Vanguard Wellington	VWELX	03/20/19*	5.97100	39.915	238.33	40.860	243.98	5.65	2.37	21.5	0.12
Subtotal: 11 positions			933.63970	38.329	35,785.30	40.860	38,148.53	2,363.23	6.60		4.30
<b>Total Mutual Funds</b>						92,635.27		105,719.81	13,084.54	14.12	

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

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	08/15/05	240.00000	21.118	5,068.40	50.290	12,069.60	7,001.20	138.13	6.5	13.72
Aflac	AFL	08/15/05	10.00000	21.118	211.18	50.290	502.90	291.72	138.14	6.5	13.72
Aflac	AFL	02/15/06*	0.82020	23.775	19.50	50.290	41.25	21.75	111.54	5.8	13.22
Aflac	AFL	05/17/06*	0.83320	23.464	19.55	50.290	41.90	22.35	114.32	6.1	12.97
Aflac	AFL	08/23/06*	0.90880	21.578	19.61	50.290	45.70	26.09	133.04	6.9	12.70
Aflac	AFL	11/15/06*	1.09260	22.149	24.20	50.290	54.95	30.75	127.07	6.8	12.47
Aflac	AFL	02/14/07*	1.16820	24.037	28.08	50.290	58.75	30.67	109.22	6.2	12.22
Aflac	AFL	08/15/07*	1.09540	28.528	31.25	50.290	55.09	23.84	76.29	5.0	11.72
Aflac	AFL	11/14/07*	1.03200	30.388	31.36	50.290	51.90	20.54	65.50	4.5	11.47
Aflac	AFL	02/15/08*	1.16600	31.595	36.84	50.290	58.64	21.80	59.17	4.2	11.22
Aflac	AFL	05/19/08*	1.11760	33.080	36.97	50.290	56.20	19.23	52.02	3.9	10.96
Aflac	AFL	08/18/08*	1.26320	29.378	37.11	50.290	63.53	26.42	71.19	5.1	10.71
Aflac	AFL	11/17/08*	2.92200	16.855	49.25	50.290	146.95	97.70	198.38	11.0	10.46
Aflac	AFL	02/13/09*	43.62000	1.327	57.88	50.290	2,193.65	2,135.77	3,690.00	42.7	10.22
Aflac	AFL	05/18/09*	3.73600	17.125	63.98	50.290	187.88	123.90	193.65	11.4	9.96
Aflac	AFL	08/17/09*	3.08200	20.931	64.51	50.290	154.99	90.48	140.26	9.4	9.71
Aflac	AFL	11/16/09*	2.99400	21.690	64.94	50.290	150.57	85.63	131.86	9.3	9.46
Aflac	AFL	02/11/10*	2.77200	23.579	65.36	50.290	139.40	74.04	113.28	8.6	9.22
Aflac	AFL	05/17/10*	3.03000	21.700	65.75	50.290	152.38	86.63	131.76	9.8	8.96
Aflac	AFL	08/16/10*	3.14300	23.729	74.58	50.290	158.06	83.48	111.93	9.0	8.72
Aflac	AFL	11/15/10*	2.62600	27.190	71.40	50.290	132.06	60.66	84.96	7.5	8.47
Aflac	AFL	02/11/11*	2.43800	29.434	71.76	50.290	122.61	50.85	70.86	6.7	8.22
Aflac	AFL	05/16/11*	2.95400	24.418	72.13	50.290	148.56	76.43	105.96	9.5	7.97
Aflac	AFL	08/15/11*	4.19360	17.305	72.57	50.290	210.90	138.33	190.62	14.8	7.72
Aflac	AFL	11/14/11*	3.83600	20.991	80.52	50.290	192.91	112.39	139.58	12.4	7.47
Aflac	AFL	02/13/12*	3.36800	24.005	80.85	50.290	169.38	88.53	109.50	10.8	7.22
Aflac	AFL	06/19/12*	4.14600	19.387	80.38	50.290	208.50	128.12	159.39	14.9	6.87
Aflac	AFL	08/13/12*	3.54200	23.066	81.70	50.290	178.13	96.43	118.03	12.3	6.72
Aflac	AFL	11/09/12*	3.30600	26.573	87.85	50.290	166.26	78.41	89.25	10.3	6.48
Aflac	AFL	02/13/13*	3.57600	24.771	88.58	50.290	179.84	91.26	103.03	12.1	6.22
Aflac	AFL	08/19/13*	2.09300	30.081	62.96	50.290	105.26	42.30	67.19	9.4	5.70
Aflac	AFL	11/18/13*	2.01000	33.308	66.95	50.290	101.08	34.13	50.98	7.8	5.45
Aflac	AFL	02/14/14*	2.16100	31.152	67.32	50.290	108.68	41.36	61.44	9.6	5.21

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

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	05/19/14*	2.21000	30.638	67.71	50.290	111.14	43.43	64.14	10.5	4.96
Aflac	AFL	08/18/14*	2.35600	28.943	68.19	50.290	118.48	50.29	73.75	12.4	4.71
Aflac	AFL	11/17/14*	2.36600	30.545	72.27	50.290	118.99	46.72	64.65	11.8	4.46
Aflac	AFL	02/12/15*	2.35360	30.902	72.73	50.290	118.36	45.63	62.74	12.2	4.22
Aflac	AFL	05/18/15*	2.36200	30.982	73.18	50.290	118.78	45.60	62.31	13.0	3.96
Aflac	AFL	08/17/15*	2.49800	29.424	73.50	50.290	125.62	52.12	70.91	15.5	3.71
Aflac	AFL	11/16/15*	2.37400	32.831	77.94	50.290	119.39	41.45	53.18	13.1	3.46
Aflac	AFL	02/11/16*	2.74400	28.655	78.63	50.290	138.00	59.37	75.51	19.1	3.22
Aflac	AFL	05/16/16*	2.30740	34.229	78.98	50.290	116.04	37.06	46.92	13.9	2.96
Aflac	AFL	08/22/16*	2.17140	36.442	79.13	50.290	109.20	30.07	38.00	12.7	2.69
Aflac	AFL	11/14/16*	2.30860	36.134	83.42	50.290	116.10	32.68	39.18	14.3	2.46
Aflac	AFL	02/13/17*	2.37460	35.492	84.28	50.290	119.42	35.14	41.69	17.0	2.21
Aflac	AFL	05/22/17*	2.29340	36.936	84.71	50.290	115.34	30.63	36.16	17.2	1.95
Aflac	AFL	08/21/17*	2.12800	40.089	85.31	50.290	107.02	21.71	25.45	14.3	1.70
Aflac	AFL	11/14/17*	2.12600	42.098	89.50	50.290	106.92	17.42	19.46	12.9	1.46
Aflac	AFL	02/20/18*	2.34600	44.442	104.26	50.290	117.98	13.72	13.16	10.9	1.19
Aflac	AFL	05/22/18*	2.29800	45.596	104.78	50.290	115.57	10.79	10.30	10.9	0.95
Aflac	AFL	08/21/18*	2.24400	46.925	105.30	50.290	112.85	7.55	7.17	10.4	0.70
Aflac	AFL	11/20/18*	2.39500	44.284	106.06	50.290	120.44	14.38	13.56	32.7	0.45
Aflac	AFL	02/19/19*	2.25960	48.991	110.70	50.290	113.64	2.94	2.66	14.0	0.20
Subtotal: 53 positions			412.56140	21.223	8,755.85	50.290	20,747.74	11,991.89	136.96		11.17
Community Bank	CBU	02/14/08	250.00000	21.231	5,307.65	65.840	16,460.00	11,152.35	210.12	10.6	11.22
Danaher Corporation	DHR	05/02/19	100.00000	131.950	13,194.95	132.185	13,218.50	23.55	0.18	91.7	0.00
Facebook	FB	12/01/16	75.00000	115.120	8,634.00	191.720	14,379.00	5,745.00	66.54	23.5	2.42
General Electric	GE	12/23/09	0.75210	15.131	11.38	10.235	7.70	-3.68	-32.34	-4.1	9.36
General Electric	GE	02/25/10*	1.15600	16.073	18.58	10.235	11.83	-6.75	-36.33	-4.8	9.19
General Electric	GE	09/16/10*	1.34680	16.662	22.44	10.235	13.78	-8.66	-38.59	-5.5	8.63
General Electric	GE	12/22/10*	1.46100	18.042	26.36	10.235	14.95	-11.41	-43.29	-6.6	8.36
General Electric	GE	02/24/11*	1.26950	20.922	26.56	10.235	12.99	-13.57	-51.09	-8.4	8.19
General Electric	GE	05/24/11	205.00000	20.223	4,145.78	10.235	2,098.18	-2,047.60	-49.39	-8.2	7.95
General Electric	GE	06/15/11*	4.09800	17.972	73.65	10.235	41.94	-31.71	-43.05	-6.9	7.88

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

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	09/15/11*	4.58970	16.180	74.26	10.235	46.98	-27.28	-36.74	-5.8	7.63
General Electric	GE	12/22/11*	4.65995	18.230	84.95	10.235	47.69	-37.26	-43.86	-7.5	7.36
General Electric	GE	02/17/12*	4.45300	19.241	85.68	10.235	45.58	-40.10	-46.80	-8.4	7.21
General Electric	GE	06/21/12*	2.92710	20.840	61.00	10.235	29.96	-31.04	-50.89	-9.8	6.87
General Electric	GE	09/20/12*	2.73510	22.500	61.54	10.235	27.99	-33.55	-54.52	-11.2	6.62
General Electric	GE	12/20/12*	3.30300	20.990	69.33	10.235	33.81	-35.52	-51.23	-10.7	6.37
General Electric	GE	02/19/13*	2.79500	22.909	64.03	10.235	28.61	-35.42	-55.32	-12.2	6.20
General Electric	GE	09/12/13*	2.68300	24.268	65.11	10.235	27.46	-37.65	-57.83	-14.2	5.64
General Electric	GE	12/13/13*	2.71300	27.833	75.51	10.235	27.77	-47.74	-63.22	-16.9	5.39
General Electric	GE	02/20/14*	5.14520	25.482	131.11	10.235	52.66	-78.45	-59.84	-16.1	5.20
General Electric	GE	02/25/14	200.00000	25.300	5,060.00	10.235	2,047.00	-3,013.00	-59.55	-16.0	5.18
General Electric	GE	06/19/14*	5.00260	26.430	132.22	10.235	51.20	-81.02	-61.28	-17.7	4.87
General Electric	GE	09/18/14*	5.21400	25.573	133.34	10.235	53.37	-79.97	-59.97	-18.0	4.62
General Electric	GE	12/19/14*	5.76900	24.372	140.60	10.235	59.05	-81.55	-58.00	-18.0	4.37
General Electric	GE	02/19/15*	5.10200	25.563	130.42	10.235	52.22	-78.20	-59.96	-19.6	4.20
General Electric	GE	06/18/15*	4.90100	26.852	131.60	10.235	50.16	-81.44	-61.88	-22.0	3.87
General Electric	GE	09/17/15*	5.32600	24.921	132.73	10.235	54.51	-78.22	-58.93	-21.8	3.62
General Electric	GE	03/25/16*	4.57900	29.233	133.86	10.235	46.87	-86.99	-64.99	-28.7	3.10
General Electric	GE	06/16/16*	4.52100	29.679	134.18	10.235	46.27	-87.91	-65.52	-30.9	2.88
General Electric	GE	09/15/16*	4.57920	29.710	136.05	10.235	46.87	-89.18	-65.55	-33.3	2.63
General Electric	GE	12/22/16*	4.49500	31.822	143.04	10.235	46.01	-97.03	-67.83	-38.1	2.36
General Electric	GE	03/20/17*	4.80100	30.025	144.15	10.235	49.14	-95.01	-65.91	-39.8	2.12
General Electric	GE	06/13/17*	3.34100	57.986	193.73	10.235	34.20	-159.53	-82.35	-60.1	1.88
General Electric	GE	09/15/17*	6.10400	23.933	146.09	10.235	62.47	-83.62	-57.24	-40.6	1.63
General Electric	GE	12/26/17*	4.23300	17.430	73.78	10.235	43.32	-30.46	-41.28	-32.6	1.35
General Electric	GE	03/14/18*	5.12620	14.490	74.28	10.235	52.47	-21.81	-29.36	-26.3	1.13
General Electric	GE	06/15/18*	5.63000	13.300	74.88	10.235	57.62	-17.26	-23.05	-25.7	0.88
General Electric	GE	09/13/18*	5.96100	12.677	75.57	10.235	61.01	-14.56	-19.27	-28.6	0.63
General Electric	GE	12/13/18*	0.89200	7.130	6.36	10.235	9.13	2.77	43.55	154.9	0.38
General Electric	GE	03/08/19*	0.66450	9.571	6.36	10.235	6.80	0.44	6.92	54.7	0.15
Subtotal: 37 positions			537.32895	22.892	12,300.51	10.235	5,499.57	-6,800.94	-55.29		5.98



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

05/02/19

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											
Target	TGT	03/01/17	200.00000	57.533	11,506.67	76.830	15,366.00	3,859.33	33.54	14.2	2.17
Walgreen Boots	WBA	03/01/09	300.00000	23.000	6,900.00	53.670	16,101.00	9,201.00	133.35	8.7	10.18
Total Common Stocks					66,599.63		101,771.81	35,172.18	52.81		
<u>Totals:</u>					298,966.46		408,061.88	109,095.42	36.49		

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2019 Thru 05/02/2019**  
**By Monthly Totals**

05/02/19

Date/Security	Taxable		Nontaxable		Gain Distributions		Other Income	Total
	Interest	Dividends	Interest	Dividends	Short-Term	Long-Term		
January 2019								
01/30/19 Loomis Sayles Bond		57.84						57.84
01/31/19 Vanguard ST Trsy		20.00						20.00
Total January 2019		77.84						77.84
February 2019								
02/14/19 Walgreen Boots		132.00						132.00
02/19/19 Aflac		110.70						110.70
02/19/19 Target		128.00						128.00
02/27/19 Loomis Sayles Bond		41.28						41.28
02/28/19 Vanguard ST Trsy		20.63						20.63
Total February 2019		432.61						432.61
March 2019								
03/08/19 General Electric		6.36						6.36
03/14/19 Community Bank		95.00						95.00
03/20/19 Ishares MidCap Idx		210.30						210.30
03/20/19 Ishares SmallCap Idx		208.00						208.00
03/20/19 Vanguard Wellington		238.33						238.33
03/25/19 Vanguard FTSE		65.28						65.28
03/26/19 Dodge & Cox Funds Stoc		1,464.66						1,464.66
03/28/19 Loomis Sayles Bond		43.92						43.92
03/29/19 Vanguard ST Trsy		21.80						21.80
Total March 2019		2,353.65						2,353.65
April 2019								
04/29/19 Loomis Sayles Bond		42.00						42.00
04/29/19 Vanguard ST Trsy		19.67						19.67
Total April 2019		61.67						61.67
<b>Totals</b>		<b>2,925.77</b>						<b>2,925.77</b>

**Sold Securities**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2019 Thru 05/02/2019**

05/02/19

<u>Security</u>	<u>Purchase Date</u>	<u>Sale Date</u>	<u>Years Held</u>	<u>Quantity</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Unit Price</u>	<u>Sale Proceeds</u>	<u>Realized Gain/Loss</u>	<u>% G/L</u>	<u>Annl. % GL</u>
<u>Long Term Activity:</u>											
General Electric	02/19/09	04/19/19	10.167	0.29430	9.378	2.76	10.466	3.08	0.32	11.59	1.1
General Electric	06/18/09	04/19/19	9.841	2.17280	11.750	25.53	10.480	22.77	-2.76	-10.81	-1.2
General Electric	09/17/09	04/19/19	9.592	1.57300	16.370	25.75	10.483	16.49	-9.26	-35.96	-4.5
General Electric	12/23/09	04/19/19	9.326	0.95990	15.127	14.52	10.480	10.06	-4.46	-30.72	-3.9
General Electric	05/24/11	04/19/19	7.910	95.00000	20.223	1,921.21	10.481	995.65	-925.56	-48.18	-8.0
Subtotal for 5 positions				100.00000		1,989.77		1,048.05	-941.72	-47.33	
<u>Total Long Term Activity:</u>						1,989.77		1,048.05	-941.72	-47.33	
<u>Total Net Activity</u>						1,989.77		1,048.05	-941.72	-47.33	

## Estimated Income Report

### IAM Demo Portfolio 3

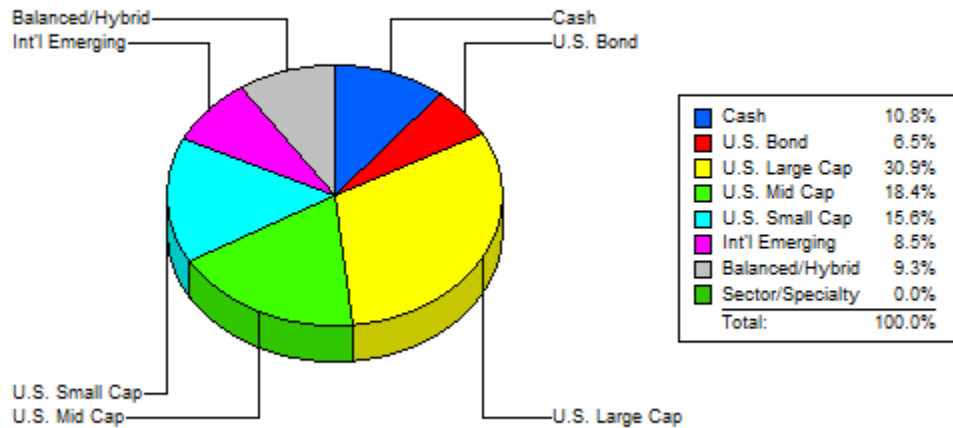
05/02/19

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	44,013.56000	44,013.56	44,013.56	0.00	0.00	2,200.68	5.0
			44,013.56	44,013.56	0.00	0.00	2,200.68	5.0
<u>Exchange Traded Funds</u>								
Ishares MidCap Idx	IJH	300.00000	32,040.00	58,436.70	0.00	26,396.70	855.00	1.5
Ishares SmallCap Idx	IJR	800.00000	32,745.00	63,584.00	0.00	30,839.00	864.00	1.4
Vanguard FTSE	VWO	800.00000	30,933.00	34,536.00	0.00	3,603.00	736.00	2.1
			95,718.00	156,556.70	0.00	60,838.70	2,455.00	1.6
<u>Mutual Funds</u>								
Dodge & Cox Funds	DODGX	214.71120	29,891.47	40,943.28	279.15	10,772.66	81.61	0.2
Loomis Sayles Bond	LSBRX	1,200.00000	17,065.30	16,128.00	0.00	-937.30	528.00	3.3
Vanguard ST Trsy	VFISX	1,000.00000	9,893.20	10,500.00	0.00	606.80	260.00	2.5
Vanguard Wellington	VWELX	933.63970	35,785.30	38,148.53	213.31	2,149.92	961.66	2.5
			92,635.27	105,719.81	492.46	12,592.08	1,831.27	1.7
<u>Common Stocks</u>								
Aflac	AFL	412.56140	8,755.85	20,747.74	35.66	11,956.23	445.54	2.1
Community Bank	CBU	250.00000	5,307.65	16,460.00	0.00	11,152.35	380.00	2.3
Danaher Corporation	DHR	100.00000	13,194.95	13,218.50	23.55	0.00	68.00	0.5
Facebook	FB	75.00000	8,634.00	14,379.00	0.00	5,745.00	0.00	0.0
General Electric	GE	537.32895	12,300.51	5,499.57	-28.61	-6,772.33	21.50	0.4
Target	TGT	200.00000	11,506.67	15,366.00	0.00	3,859.33	512.00	3.3
Walgreen Boots	WBA	300.00000	6,900.00	16,101.00	0.00	9,201.00	528.00	3.3
			66,599.63	101,771.81	30.60	35,141.58	1,955.04	1.9
		<u>Totals:</u>	<u>298,966.46</u>	<u>408,061.88</u>	<u>523.06</u>	<u>108,572.36</u>	<u>8,441.99</u>	<u>2.1</u>

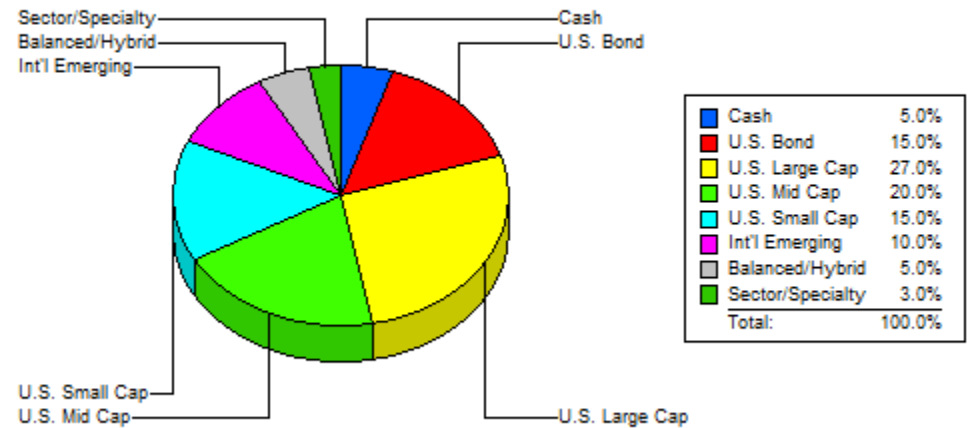
## Allocation Rebalancing Level 1 by Asset Class IAM Demo Portfolio 3

Asset Class	Current Allocation %	Target Allocation %	Rebalancing Allocation %	Current Market Value	Target Market Value	Rebalancing Amount
Cash	10.79	5.00	-5.79	44,013.56	20,403.09	-23,610.47
U.S. Bond	6.53	15.00	8.47	26,628.00	61,209.28	34,581.28
U.S. Large Cap	30.94	27.00	-3.94	126,255.09	110,176.71	-16,078.38
U.S. Mid Cap	18.35	20.00	1.65	74,896.70	81,612.38	6,715.68
U.S. Small Cap	15.58	15.00	-0.58	63,584.00	61,209.28	-2,374.72
Int'l Emerging	8.46	10.00	1.54	34,536.00	40,806.19	6,270.19
Balanced/Hybrid	9.35	5.00	-4.35	38,148.53	20,403.09	-17,745.44
Sector/Specialty	0.00	3.00	3.00	0.00	12,241.86	12,241.86
Grand Total				408,061.88		

Current Allocation



Target Allocation



## Allocation Rebalancing Level 1 by Asset Class

### IAM Demo Portfolio 3

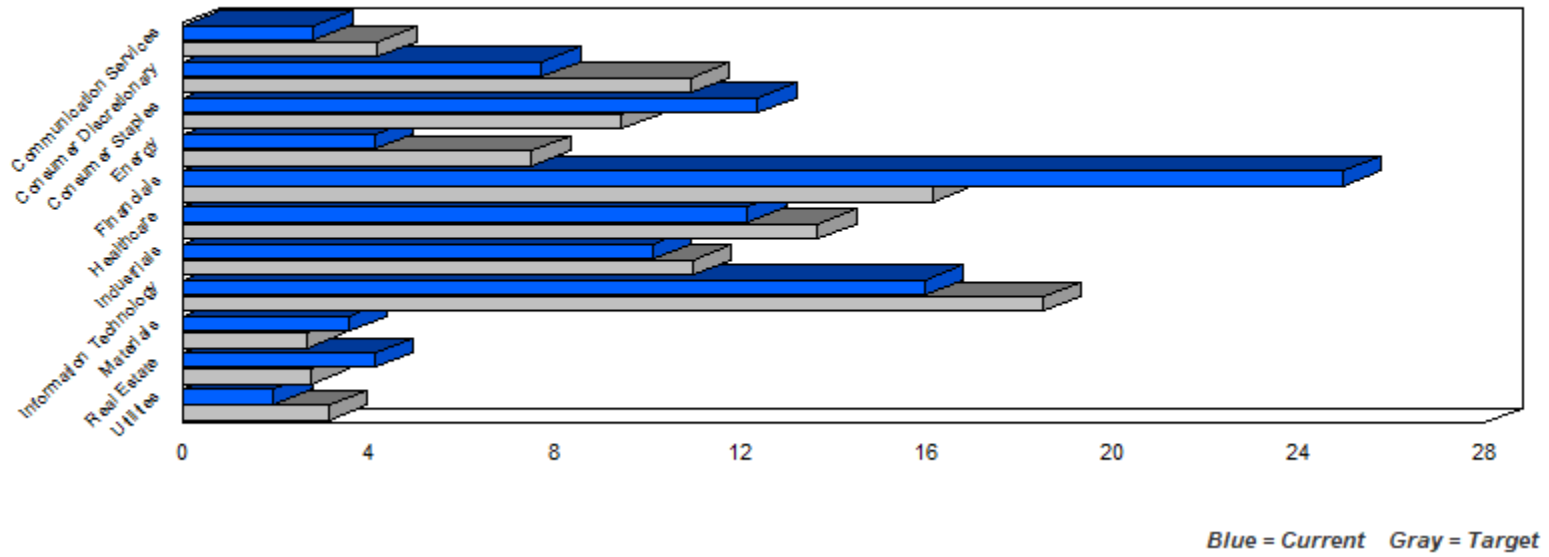
05/02/19

Asset Class	Security Name	Market Price	Market Value	Percent Of Class	Current Allocation %	Target Allocation %	Rebalancing Allocation %
Cash	Portfolio Cash	1.000	44,013.56	100.00	10.79	5.00	-5.79
	Totals for Cash		44,013.56		10.79	5.00	-5.79
U.S. Bond	Loomis Sayles Bond	13.440	16,128.00	60.57	3.95	8.00	4.05
	Vanguard ST Trsy	10.500	10,500.00	39.43	2.57	7.00	4.43
	Totals for U.S. Bond		26,628.00		6.53	15.00	8.47
U.S. Large Cap	Aflac	50.290	20,747.74	16.43	5.08	3.00	-2.08
	Danaher Corporation	132.185	13,218.50	10.47	3.24	0.00	-3.24
	Dodge & Cox Funds Stock Fund	190.690	40,943.28	32.43	10.03	7.00	-3.03
	Exxon	77.695	0.00	0.00	0.00	4.00	4.00
	Facebook	191.720	14,379.00	11.39	3.52	3.00	-0.52
	General Electric	10.235	5,499.57	4.36	1.35	3.00	1.65
	Target	76.830	15,366.00	12.17	3.77	3.00	-0.77
	Walgreen Boots	53.670	16,101.00	12.75	3.95	4.00	0.05
	Totals for U.S. Large Cap		126,255.09		30.94	27.00	-3.94
U.S. Mid Cap	Community Bank	65.840	16,460.00	21.98	4.03	5.00	0.97
	Ishares MidCap Idx	194.789	58,436.70	78.02	14.32	0.00	-14.32
	iShares S&P Mid-Cap 400 Growth	224.057	0.00	0.00	0.00	15.00	15.00
	Totals for U.S. Mid Cap		74,896.70		18.35	20.00	1.65
U.S. Small Cap	Ishares SmallCap Idx	79.480	63,584.00	100.00	15.58	15.00	-0.58
	Totals for U.S. Small Cap		63,584.00		15.58	15.00	-0.58
Int'l Emerging	Vanguard FTSE	43.170	34,536.00	100.00	8.46	10.00	1.54
	Totals for Int'l Emerging		34,536.00		8.46	10.00	1.54
Balanced/Hybrid	Vanguard Wellington	40.860	38,148.53	100.00	9.35	5.00	-4.35
	Totals for Balanced/Hybrid		38,148.53		9.35	5.00	-4.35
Sector/Specialty	No Securities Found	0.000	0.00	0.00	0.00	3.00	3.00
	Totals for Sector/Specialty		0.00		0.00	3.00	3.00
	Grand Total		408,061.88				

## 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
Communication Services	2.82	4.21	1.39	9,085.77	13,582.03	4,496.26
Consumer Discretionary	7.74	10.93	3.19	24,976.23	35,261.66	10,285.43
Consumer Staples	12.38	9.45	-2.93	39,934.56	30,486.98	-9,447.58
Energy	4.14	7.51	3.37	13,366.11	24,228.27	10,862.16
Financials	24.97	16.15	-8.82	80,547.60	52,102.08	-28,445.52
Healthcare	12.17	13.68	1.51	39,258.17	44,133.53	4,875.36
Industrials	10.11	10.98	0.87	32,605.27	35,422.96	2,817.69
Information Technology	15.98	18.51	2.53	51,562.12	59,715.76	8,153.64
Materials	3.59	2.67	-0.92	11,574.26	8,613.78	-2,960.48
Real Estate	4.14	2.77	-1.37	13,351.53	8,936.39	-4,415.14
Utilities	1.97	3.14	1.17	6,351.89	10,130.06	3,778.17
Total				322,613.51		

### Allocation Comparison



## Portfolio Summary

### IAM Demo Portfolio 3

IRR Period - 01/01/2019 Thru 05/02/2019

05/02/19

Portfolio Beginning Market Value	368,458.46
Additions to Portfolio	17,168.77
Withdrawals from Portfolio	-14,243.00
Realized Appreciation for Period	291.04
Unrealized Appreciation for Period	36,386.56
Exercised / Assigned Options	0.00
<b>Portfolio Ending Market Value</b>	<b>408,061.83</b>

<u>Income Received</u>	
Dividend Income Received	2,925.77
Interest Income Received	0.00
Other Income Received	0.00
	<u>2,925.77</u>

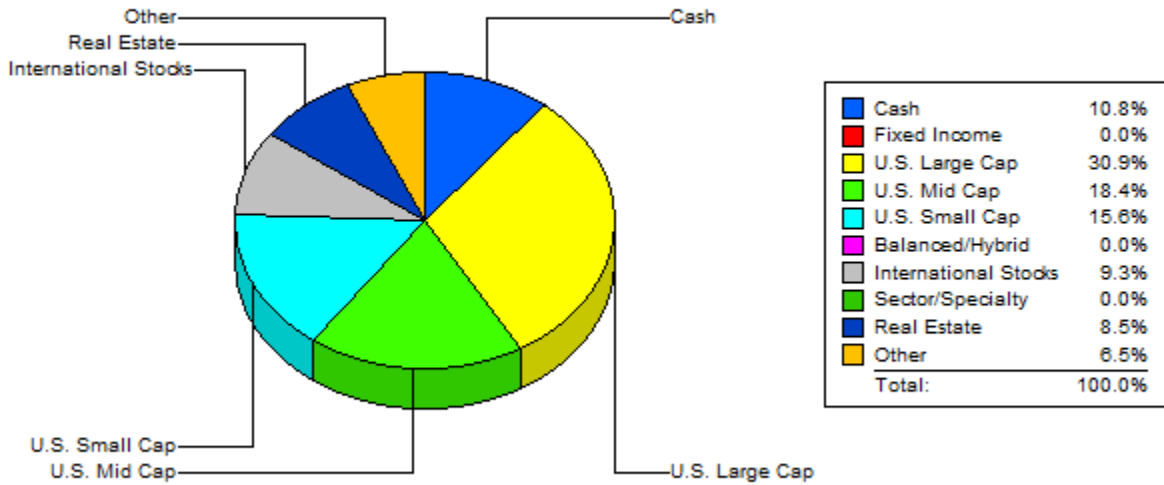
<u>Capital Gain Distributions</u>	
Short-Term Received	0.00
Long-Term Received	0.00
	<u>0.00</u>

<u>Appreciation for Period</u>	
Short-Term Appreciation	0.00
Long-Term Appreciation	291.04
	<u>291.04</u>

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	12.74	43.15
S&P 500	16.40	57.52
NASDAQ	21.11	77.36
Loomis Sayles Bond	5.74	18.19
Spdr Tr Unit Ser 1	16.92	59.64
Vanguard ST Trsy	0.87	2.61
Benchmark (Moderate Growth)	12.52	42.32
<b>Account Performance</b>	<b>10.75</b>	<b>35.72</b>



**Performance Report**  
**IAM Demo Portfolio 3**  
**IRR Period - 01/01/2019 Thru 05/02/2019**

05/02/19

<u>Type/Security</u>	<u>Beginning Market Value</u>	<u>Additions/ Withdrawals</u>	<u>Unrealized Appreciation for the period</u>	<u>Realized Appreciation for the period</u>	<u>Ending Market Value</u>	<u>Income Received</u>	<u>IRR For Period</u>	<u>Annualized IRR</u>
Money Market Funds								
Portfolio Cash	55,054.74	-11,041.18	0.00	0.00	44,013.56	0.00	0.00	
Subtotal Money Market Funds	55,054.74	-11,041.18	0.00	0.00	44,013.56	0.00		
Exchange Traded Funds								
Ishares MidCap Idx	49,818.00	0.00	8,618.70	0.00	58,436.70	210.30	17.75	63.03
Ishares SmallCap Idx	55,456.00	0.00	8,128.00	0.00	63,584.00	208.00	15.05	52.11
Vanguard FTSE	30,480.00	0.00	4,056.00	0.00	34,536.00	65.28	13.53	46.18
Subtotal Exchange Traded Funds	135,754.00	0.00	20,802.70	0.00	156,556.70	483.58		
Mutual Funds								
Dodge & Cox Funds Stock Fund	35,724.01	1,464.66	3,754.61	0.00	40,943.28	1,464.66	14.61	50.38
Loomis Sayles Bond	15,384.00	0.00	744.00	0.00	16,128.00	185.04	6.07	19.28
Vanguard ST Trsy	10,470.00	0.00	30.00	0.00	10,500.00	82.10	1.07	3.25
Vanguard Wellington	34,435.06	238.33	3,475.13	0.00	38,148.52	238.33	10.78	35.85
Subtotal Mutual Funds	96,013.07	1,702.99	8,003.74	0.00	105,719.80	1,970.13		
Common Stocks								
Aflac	18,693.35	110.70	1,943.66	0.00	20,747.71	110.70	10.99	36.61
Community Bank	14,575.00	0.00	1,885.00	0.00	16,460.00	95.00	13.62	46.52
Danaher Corporation	0.00	13,194.95	23.55	0.00	13,218.50	0.00	0.18*	91.72
Facebook	9,831.75	0.00	4,547.25	0.00	14,379.00	0.00	46.25	211.85
General Electric	4,819.55	-1,041.69	1,430.66	291.04	5,499.56	6.36	36.60	154.22
Target	13,218.00	0.00	2,148.00	0.00	15,366.00	128.00	17.32	61.25
Walgreen Boots	20,499.00	0.00	-4,398.00	0.00	16,101.00	132.00	-20.90	-50.41
Subtotal Common Stocks	81,636.65	12,263.96	7,580.12	291.04	101,771.77	472.06		
<b>Total for Portfolio(s)</b>	<b>368,458.46</b>	<b>2,925.77</b>	<b>36,386.56</b>	<b>291.04</b>	<b>408,061.83</b>	<b>2,925.77</b>	<b>10.75</b>	<b>35.72</b>

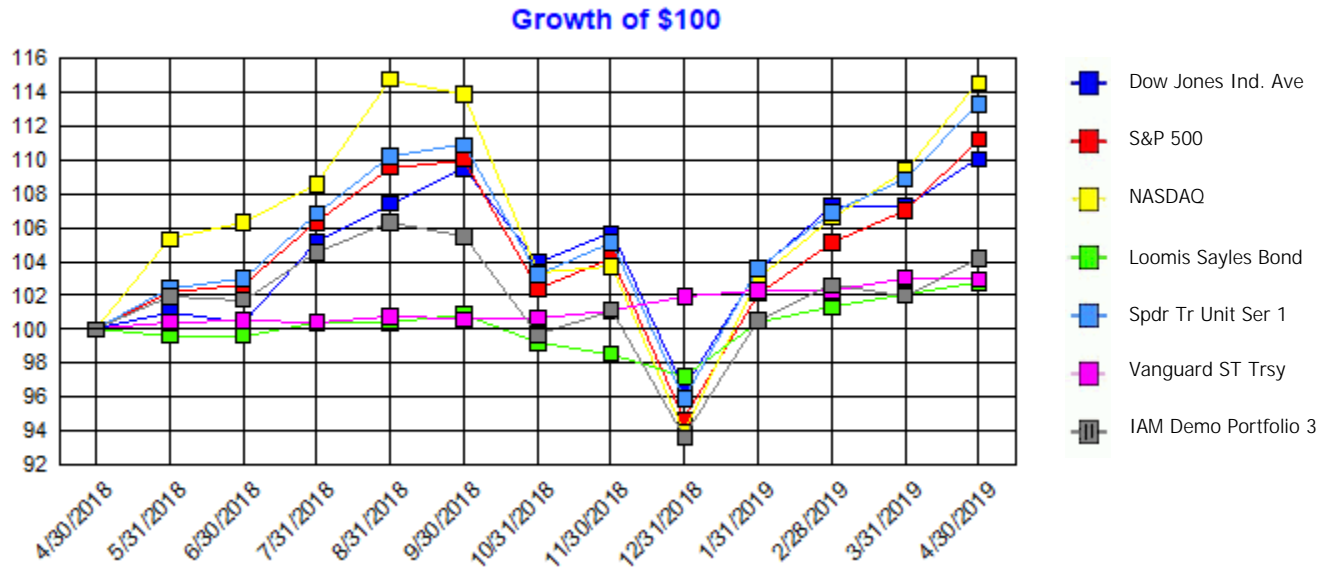
**Performance Report**  
**IAM Demo Portfolio 3**  
**IRR Period - 01/01/2019 Thru 05/02/2019**

05/02/19

<u>Type/Security</u>	<u>Beginning Market Value</u>	<u>Additions/ Withdrawals</u>	<u>Unrealized Appreciation for the period</u>	<u>Realized Appreciation for the period</u>	<u>Ending Market Value</u>	<u>Income Received</u>	<u>IRR For Period</u>	<u>Annualized IRR</u>
Performance Comparison								
Dow Jones Ind. Ave	23,327.46		2,971.79		26,299.25		12.74	43.15
S&P 500	2,506.85		411.15		2,918.00		16.40	57.52
NASDAQ	6,635.28		1,400.64		8,035.92		21.11	77.36
Loomis Sayles Bond	12.71		0.73		13.44		5.74	18.19
Spdr Tr Unit Ser 1	248.82		42.11		290.93		16.92	59.64
Vanguard ST Trsy	10.41		0.09		10.50		0.87	2.61
Benchmark (Moderate Growth)							12.52	42.32
Portfolio(s) Performance	368,458.46	2,925.77	36,386.56	291.04	408,061.83	2,925.77	10.75	35.72

## Performance Comparison

5/2/2019

IAM Demo Portfolio 3  
Monthly: 05/01/2018 to 04/30/2019

Period Ending	Portfolio Return %	Portfolio Growth of \$100	Dow Jones Ind. Ave	S&P 500	NASDAQ	Loomis Sayles Bond	Spdr Tr Unit Ser 1	Vanguard ST Trsy
04/30/2018	0.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
05/31/2018	1.97	101.97	101.05	102.16	105.32	99.62	102.43	100.39
06/30/2018	(0.22)	101.75	100.45	102.65	106.29	99.62	103.02	100.49
07/31/2018	2.75	104.55	105.18	106.35	108.58	100.39	106.84	100.39
08/31/2018	1.68	106.31	107.45	109.57	114.78	100.39	110.25	100.78
09/30/2018	(0.80)	105.46	109.49	110.04	113.88	100.92	110.90	100.59
10/31/2018	(5.45)	99.71	103.94	102.40	103.40	99.16	103.24	100.69
11/30/2018	1.44	101.15	105.69	104.23	103.75	98.55	105.16	101.08
12/31/2018	(7.46)	93.60	96.54	94.66	93.91	97.17	95.90	101.96
01/31/2019	7.40	100.53	103.46	102.11	103.06	100.45	103.58	102.26
02/28/2019	2.07	102.61	107.26	105.14	106.61	101.29	106.94	102.26
03/31/2019	(0.61)	101.98	107.31	107.02	109.39	102.05	108.88	103.05
04/30/2019	2.18	104.20	110.06	111.23	114.58	102.73	113.33	102.95

	Return for Period %	Annual Rate of Return %
IAM Demo Portfolio 3	4.20	4.20
Dow Jones Ind. Ave	10.06	10.06
S&P 500	11.25	11.25
NASDAQ	14.56	14.56
Loomis Sayles Bond	2.75	2.75
Spdr Tr Unit Ser 1	13.31	13.31
Vanguard ST Trsy	2.94	2.94