

# Appraisal Report

## IAM Demo Portfolio 3

11/06/19

| <u>Type/Security</u>         | <u>Symbol</u> | <u>Quantity</u> | <u>Unit Cost</u> | <u>Total Cost</u> | <u>Market Price</u> | <u>Market Value</u> | <u>% of Port.</u> | <u>Unrealized Gain/Loss</u> | <u>% G/L</u> | <u>Estimated Income</u> | <u>Est. Yield</u> |
|------------------------------|---------------|-----------------|------------------|-------------------|---------------------|---------------------|-------------------|-----------------------------|--------------|-------------------------|-------------------|
| <u>Money Market Funds</u>    |               |                 |                  |                   |                     |                     |                   |                             |              |                         |                   |
| Portfolio Cash               | MMF1          | 46,799.49000    |                  | 46,799.49         |                     | 46,799.49           | 10.91             | 0.00                        | 0.0          | 2,339.97                | 5.0               |
|                              |               |                 |                  | <u>46,799.49</u>  |                     | <u>46,799.49</u>    | 10.91             | 0.00                        | 0.0          | <u>2,339.97</u>         | <u>5.0</u>        |
| <u>Exchange Traded Funds</u> |               |                 |                  |                   |                     |                     |                   |                             |              |                         |                   |
| Ishares MidCap Idx           | IJH           | 300.00000       | 106.800          | 32,040.00         | 198.911             | 59,673.30           | 13.91             | 27,633.30                   | 86.3         | 897.00                  | 1.5               |
| Ishares SmallCap Idx         | IJR           | 800.00000       | 40.931           | 32,745.00         | 81.130              | 64,904.00           | 15.13             | 32,159.00                   | 98.2         | 872.00                  | 1.3               |
| Vanguard FTSE                | VWO           | 800.00000       | 38.666           | 30,933.00         | 43.000              | 34,400.00           | 8.02              | 3,467.00                    | 11.2         | 888.00                  | 2.6               |
|                              |               |                 |                  | <u>95,718.00</u>  |                     | <u>158,977.30</u>   | 37.07             | <u>63,259.30</u>            | 66.1         | <u>2,657.00</u>         | <u>1.7</u>        |
| <u>Mutual Funds</u>          |               |                 |                  |                   |                     |                     |                   |                             |              |                         |                   |
| Dodge & Cox Funds S          | DODGX         | 216.97400       | 139.710          | 30,313.41         | 195.980             | 42,522.56           | 9.91              | 12,209.15                   | 40.3         | 972.05                  | 2.3               |
| Loomis Sayles Bond           | LSBRX         | 1,200.00000     | 14.221           | 17,065.30         | 13.620              | 16,344.00           | 3.81              | -721.30                     | -4.2         | 480.00                  | 2.9               |
| Vanguard ST Trsy             | VFISX         | 1,000.00000     | 9.893            | 9,893.20          | 10.580              | 10,580.00           | 2.47              | 686.80                      | 6.9          | 240.00                  | 2.3               |
| Vanguard Wellington          | VWELX         | 945.80370       | 38.371           | 36,291.63         | 43.130              | 40,792.51           | 9.51              | 4,500.88                    | 12.4         | 1,049.85                | 2.6               |
|                              |               |                 |                  | <u>93,563.54</u>  |                     | <u>110,239.07</u>   | 25.70             | <u>16,675.53</u>            | 17.8         | <u>2,741.90</u>         | <u>2.5</u>        |
| <u>Common Stocks</u>         |               |                 |                  |                   |                     |                     |                   |                             |              |                         |                   |
| Aflac                        | AFL           | 416.85740       | 21.539           | 8,978.87          | 53.360              | 22,243.53           | 5.19              | 13,264.66                   | 147.7        | 450.18                  | 2.0               |
| Community Bank               | CBU           | 250.00000       | 21.231           | 5,307.65          | 68.420              | 17,105.00           | 3.99              | 11,797.35                   | 222.3        | 410.00                  | 2.4               |
| Danaher Corporation          | DHR           | 100.00000       | 131.950          | 13,194.95         | 133.830             | 13,383.00           | 3.12              | 188.05                      | 1.4          | 68.00                   | 0.5               |
| Facebook                     | FB            | 75.00000        | 115.120          | 8,634.00          | 192.360             | 14,427.00           | 3.36              | 5,793.00                    | 67.1         | 0.00                    | 0.0               |
| General Electric             | GE            | 537.32895       | 22.892           | 12,300.51         | 11.035              | 5,929.43            | 1.38              | -6,371.08                   | -51.8        | 21.50                   | 0.4               |
| Target                       | TGT           | 200.00000       | 57.533           | 11,506.67         | 110.350             | 22,070.00           | 5.15              | 10,563.33                   | 91.8         | 528.00                  | 2.4               |
| Walgreen Boots               | WBA           | 300.00000       | 23.000           | 6,900.00          | 59.000              | 17,700.00           | 4.13              | 10,800.00                   | 156.5        | 549.00                  | 3.1               |
|                              |               |                 |                  | <u>66,822.65</u>  |                     | <u>112,857.96</u>   | 26.31             | <u>46,035.31</u>            | 68.9         | <u>2,026.68</u>         | <u>1.8</u>        |
|                              |               | <b>Totals:</b>  |                  | <u>302,903.68</u> |                     | <u>428,873.82</u>   |                   | <u>125,970.14</u>           | 41.6         | <u>9,765.55</u>         | <u>2.3</u>        |

## Portfolio Holdings

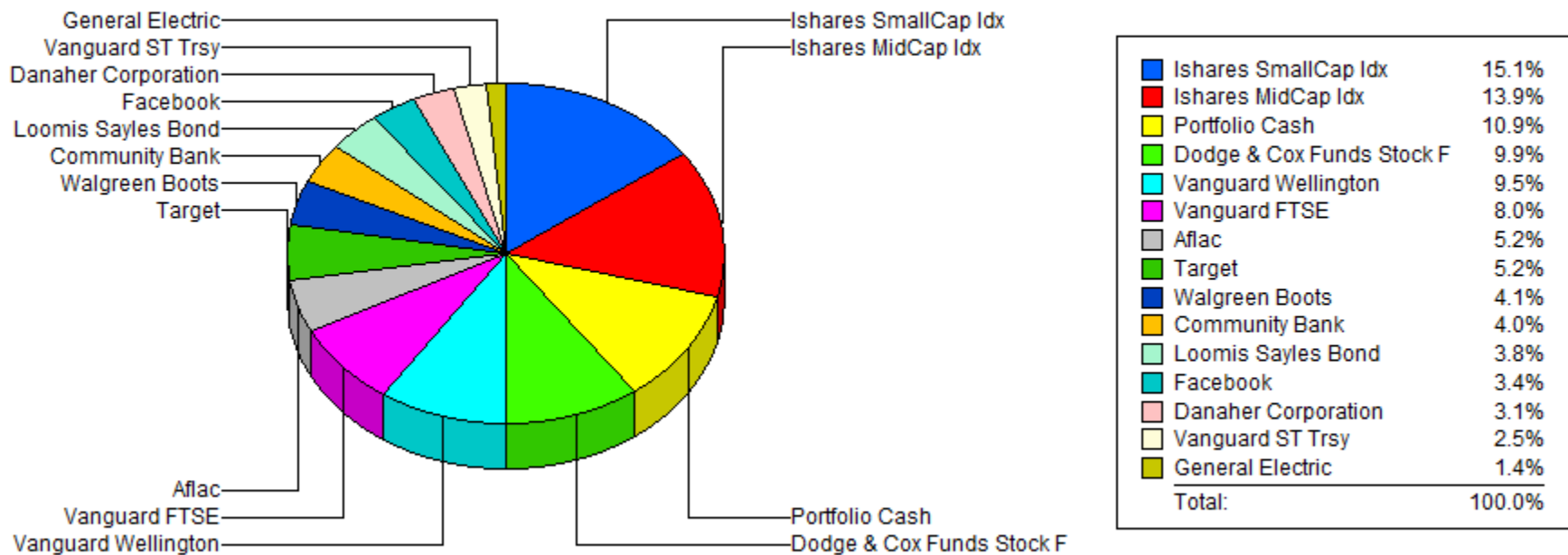
### IAM Demo Portfolio 3

11/06/19

| 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         | 81.130       | 64,904.00         | 15.13      | 32,159.00            | 98.2        | 872.00           | 1.3        |             |
| Ishares MidCap Idx   | 300.00000    | 106.800   | 32,040.00         | 198.911      | 59,673.30         | 13.91      | 27,633.30            | 86.2        | 897.00           | 1.5        |             |
| Portfolio Cash       | 46,799.49000 |           | 46,799.49         |              | 46,799.49         | 10.91      | 0.00                 | 0.0         | 2,339.97         | 5.0        |             |
| Dodge & Cox Funds S  | 216.97400    | 139.710   | 30,313.41         | 195.980      | 42,522.56         | 9.91       | 12,209.15            | 40.3        | 972.05           | 2.3        |             |
| Vanguard Wellington  | 945.80370    | 38.371    | 36,291.63         | 43.130       | 40,792.51         | 9.51       | 4,500.88             | 12.4        | 1,049.85         | 2.6        |             |
| Vanguard FTSE        | 800.00000    | 38.666    | 30,933.00         | 43.000       | 34,400.00         | 8.02       | 3,467.00             | 11.2        | 888.00           | 2.6        |             |
| Aflac                | 416.85740    | 21.539    | 8,978.87          | 53.360       | 22,243.53         | 5.19       | 13,264.66            | 147.7       | 450.18           | 2.0        | 13.0        |
| Target               | 200.00000    | 57.533    | 11,506.67         | 110.350      | 22,070.00         | 5.15       | 10,563.33            | 91.8        | 528.00           | 2.4        | 18.3        |
| Walgreen Boots       | 300.00000    | 23.000    | 6,900.00          | 59.000       | 17,700.00         | 4.13       | 10,800.00            | 156.5       | 549.00           | 3.1        | 11.6        |
| Community Bank       | 250.00000    | 21.231    | 5,307.65          | 68.420       | 17,105.00         | 3.99       | 11,797.35            | 222.3       | 410.00           | 2.4        | 20.9        |
| Loomis Sayles Bond   | 1,200.00000  | 14.221    | 17,065.30         | 13.620       | 16,344.00         | 3.81       | -721.30              | -4.2        | 480.00           | 2.9        |             |
| Facebook             | 75.00000     | 115.120   | 8,634.00          | 192.360      | 14,427.00         | 3.36       | 5,793.00             | 67.1        | 0.00             | 0.0        | 32.7        |
| Danaher Corporation  | 100.00000    | 131.950   | 13,194.95         | 133.830      | 13,383.00         | 3.12       | 188.05               | 1.4         | 68.00            | 0.5        | 39.1        |
| Vanguard ST Trsy     | 1,000.00000  | 9.893     | 9,893.20          | 10.580       | 10,580.00         | 2.47       | 686.80               | 6.9         | 240.00           | 2.3        |             |
| General Electric     | 537.32895    | 22.892    | 12,300.51         | 11.035       | 5,929.43          | 1.38       | -6,371.08            | -51.8       | 21.50            | 0.4        | -5.1        |
| <b>Totals:</b>       |              |           | <b>302,903.68</b> |              | <b>428,873.82</b> |            | <b>125,970.14</b>    | <b>41.6</b> | <b>9,765.55</b>  | <b>2.3</b> | <b>19.7</b> |

**Portfolio Holdings**  
IAM Demo Portfolio 3

**Percent of Portfolio**



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| 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         |           |           | 46,799.49  |              | 46,799.49    |                      |        | 0.0         | 23.71      |
| <b>Total Money Market Funds</b>    |        |                  |           |           | 46,799.49  |              | 46,799.49    |                      |        |             |            |
| <b>Exchange Traded Funds</b>       |        |                  |           |           |            |              |              |                      |        |             |            |
| Ishares MidCap Idx                 | IJH    | 01/08/07         | 100.00000 | 81.000    | 8,100.00   | 198.911      | 19,891.10    | 11,791.10            | 145.57 | 7.2         | 12.84      |
| Ishares MidCap Idx                 | IJH    | 06/20/11         | 40.00000  | 87.500    | 3,500.00   | 198.911      | 7,956.44     | 4,456.44             | 127.33 | 10.3        | 8.39       |
| Ishares MidCap Idx                 | IJH    | 03/14/13         | 60.00000  | 114.000   | 6,840.00   | 198.911      | 11,934.66    | 5,094.66             | 74.48  | 8.7         | 6.65       |
| Ishares MidCap Idx                 | IJH    | 02/25/14         | 100.00000 | 136.000   | 13,600.00  | 198.911      | 19,891.10    | 6,291.10             | 46.26  | 6.9         | 5.70       |
| Subtotal: 4 positions              |        |                  | 300.00000 | 106.800   | 32,040.00  | 198.911      | 59,673.30    | 27,633.30            | 86.25  |             | 8.63       |
| Ishares SmallCap Idx               | IJR    | 01/12/06         | 240.00000 | 29.285    | 7,028.40   | 81.130       | 19,471.20    | 12,442.80            | 177.04 | 7.6         | 13.82      |
| Ishares SmallCap Idx               | IJR    | 06/20/11         | 100.00000 | 35.000    | 3,500.00   | 81.130       | 8,113.00     | 4,613.00             | 131.80 | 10.5        | 8.39       |
| Ishares SmallCap Idx               | IJR    | 03/14/13         | 260.00000 | 43.610    | 11,338.60  | 81.130       | 21,093.80    | 9,755.20             | 86.04  | 9.8         | 6.65       |
| Ishares SmallCap Idx               | IJR    | 02/25/14         | 200.00000 | 54.390    | 10,878.00  | 81.130       | 16,226.00    | 5,348.00             | 49.16  | 7.3         | 5.70       |
| Subtotal: 4 positions              |        |                  | 800.00000 | 40.931    | 32,745.00  | 81.130       | 64,904.00    | 32,159.00            | 98.21  |             | 8.78       |
| Vanguard FTSE                      | VWO    | 01/04/10         | 300.00000 | 38.360    | 11,508.00  | 43.000       | 12,900.00    | 1,392.00             | 12.10  | 1.2         | 9.84       |
| Vanguard FTSE                      | VWO    | 02/25/14         | 500.00000 | 38.850    | 19,425.00  | 43.000       | 21,500.00    | 2,075.00             | 10.68  | 1.8         | 5.70       |
| Subtotal: 2 positions              |        |                  | 800.00000 | 38.666    | 30,933.00  | 43.000       | 34,400.00    | 3,467.00             | 11.21  |             | 7.25       |
| <b>Total Exchange Traded Funds</b> |        |                  |           |           | 95,718.00  |              | 158,977.30   | 63,259.30            | 66.09  |             |            |
| <b>Mutual Funds</b>                |        |                  |           |           |            |              |              |                      |        |             |            |
| Dodge & Cox Funds St               | DODGX  | 04/15/08         | 150.00000 | 122.000   | 18,300.00  | 195.980      | 29,397.00    | 11,097.00            | 60.64  | 4.2         | 11.57      |
| Dodge & Cox Funds St               | DODGX  | 09/25/12*        | 1.01510   | 118.215   | 120.00     | 195.980      | 198.94       | 78.94                | 65.78  | 7.4         | 7.12       |
| Dodge & Cox Funds St               | DODGX  | 03/26/14*        | 1.17340   | 171.007   | 200.66     | 195.980      | 229.96       | 29.30                | 14.60  | 2.5         | 5.62       |
| Dodge & Cox Funds St               | DODGX  | 09/25/14*        | 0.49480   | 179.689   | 88.91      | 195.980      | 96.97        | 8.06                 | 9.07   | 1.7         | 5.12       |
| Dodge & Cox Funds St               | DODGX  | 12/22/14*        | 2.90400   | 179.883   | 522.38     | 195.980      | 569.13       | 46.75                | 8.95   | 1.8         | 4.88       |
| Dodge & Cox Funds St               | DODGX  | 03/26/15*        | 2.27100   | 176.279   | 400.33     | 195.980      | 445.07       | 44.74                | 11.18  | 2.3         | 4.62       |
| Dodge & Cox Funds St               | DODGX  | 06/25/15*        | 0.67650   | 164.878   | 111.54     | 195.980      | 132.58       | 21.04                | 18.86  | 4.0         | 4.37       |
| Dodge & Cox Funds St               | DODGX  | 12/21/15*        | 7.43610   | 165.365   | 1,229.67   | 195.980      | 1,457.33     | 227.66               | 18.51  | 4.5         | 3.88       |
| Dodge & Cox Funds St               | DODGX  | 03/23/16*        | 4.86900   | 155.946   | 759.30     | 195.980      | 954.23       | 194.93               | 25.67  | 6.5         | 3.62       |

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| 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     | 195.980      | 152.16       | 35.16                | 30.05  | 8.1         | 3.36       |
| Dodge & Cox Funds St   | DODGX  | 12/20/16*        | 7.32590     | 187.442   | 1,373.18   | 195.980      | 1,435.73     | 62.55                | 4.56   | 1.6         | 2.88       |
| Dodge & Cox Funds St   | DODGX  | 03/23/17*        | 3.73400     | 203.942   | 761.52     | 195.980      | 731.79       | -29.73               | -3.90  | -1.5        | 2.62       |
| Dodge & Cox Funds St   | DODGX  | 06/27/17*        | 0.65100     | 191.413   | 124.61     | 195.980      | 127.58       | 2.97                 | 2.38   | 1.0         | 2.36       |
| Dodge & Cox Funds St   | DODGX  | 09/26/17*        | 1.39500     | 198.616   | 277.07     | 195.980      | 273.39       | -3.68                | -1.33  | -0.6        | 2.11       |
| Dodge & Cox Funds St   | DODGX  | 12/21/17         | 3.69300     | 202.773   | 748.84     | 195.980      | 723.75       | -25.09               | -3.35  | -1.8        | 1.88       |
| Dodge & Cox Funds St   | DODGX  | 03/26/18*        | 3.27900     | 197.164   | 646.50     | 195.980      | 642.62       | -3.88                | -0.60  | -0.4        | 1.62       |
| Dodge & Cox Funds St   | DODGX  | 06/26/18*        | 0.65100     | 202.458   | 131.80     | 195.980      | 127.58       | -4.22                | -3.20  | -2.4        | 1.36       |
| Dodge & Cox Funds St   | DODGX  | 09/25/18*        | 0.58000     | 215.552   | 125.02     | 195.980      | 113.67       | -11.35               | -9.08  | -8.2        | 1.12       |
| Dodge & Cox Funds St   | DODGX  | 12/19/18*        | 13.79900    | 173.091   | 2,388.48   | 195.980      | 2,704.33     | 315.85               | 13.22  | 15.1        | 0.88       |
| Dodge & Cox Funds St   | DODGX  | 03/26/19*        | 7.98700     | 183.380   | 1,464.66   | 195.980      | 1,565.29     | 100.63               | 6.87   | 11.3        | 0.62       |
| Dodge & Cox Funds St   | DODGX  | 06/25/19*        | 1.29500     | 185.714   | 240.50     | 195.980      | 253.79       | 13.29                | 5.53   | 15.7        | 0.37       |
| Dodge & Cox Funds St   | DODGX  | 09/24/19*        | 0.96780     | 187.477   | 181.44     | 195.980      | 189.67       | 8.23                 | 4.54   | 44.5        | 0.12       |
| Subtotal: 22 positions |        |                  | 216.97400   | 139.710   | 30,313.41  | 195.980      | 42,522.56    | 12,209.15            | 40.28  |             | 8.74       |
| Loomis Sayles Bond     | LSBRX  | 04/14/10         | 700.00000   | 13.479    | 9,435.30   | 13.620       | 9,534.00     | 98.70                | 1.05   | 0.1         | 9.57       |
| Loomis Sayles Bond     | LSBRX  | 03/14/13         | 500.00000   | 15.260    | 7,630.00   | 13.620       | 6,810.00     | -820.00              | -10.75 | -1.7        | 6.65       |
| Subtotal: 2 positions  |        |                  | 1,200.00000 | 14.221    | 17,065.30  | 13.620       | 16,344.00    | -721.30              | -4.23  |             | 8.35       |
| Vanguard ST Trsy       | VFISX  | 04/14/10         | 1,000.00000 | 9.893     | 9,893.20   | 10.580       | 10,580.00    | 686.80               | 6.94   | 0.7         | 9.57       |
| Vanguard Wellington    | VWELX  | 01/06/14         | 400.00000   | 37.730    | 15,092.00  | 43.130       | 17,252.00    | 2,160.00             | 14.31  | 2.3         | 5.84       |
| Vanguard Wellington    | VWELX  | 02/25/14         | 300.00000   | 38.110    | 11,433.00  | 43.130       | 12,939.00    | 1,506.00             | 13.17  | 2.2         | 5.70       |
| Vanguard Wellington    | VWELX  | 02/08/17         | 100.00000   | 39.600    | 3,960.00   | 43.130       | 4,313.00     | 353.00               | 8.91   | 3.2         | 2.74       |
| Vanguard Wellington    | VWELX  | 06/23/17*        | 5.32900     | 40.983    | 218.40     | 43.130       | 229.84       | 11.44                | 5.24   | 2.2         | 2.37       |
| Vanguard Wellington    | VWELX  | 09/28/17*        | 5.22100     | 42.090    | 219.75     | 43.130       | 225.18       | 5.43                 | 2.47   | 1.2         | 2.11       |
| Vanguard Wellington    | VWELX  | 12/22/17*        | 37.85000    | 41.973    | 1,588.67   | 43.130       | 1,632.47     | 43.80                | 2.76   | 1.5         | 1.87       |
| Vanguard Wellington    | VWELX  | 03/14/18*        | 4.79270     | 41.670    | 199.71     | 43.130       | 206.71       | 7.00                 | 3.51   | 2.1         | 1.65       |
| Vanguard Wellington    | VWELX  | 06/15/18*        | 6.26200     | 41.520    | 260.00     | 43.130       | 270.08       | 10.08                | 3.88   | 2.8         | 1.39       |
| Vanguard Wellington    | VWELX  | 09/20/18*        | 5.46400     | 43.064    | 235.30     | 43.130       | 235.66       | 0.36                 | 0.15   | 0.1         | 1.13       |
| Vanguard Wellington    | VWELX  | 12/18/18*        | 62.75000    | 37.293    | 2,340.14   | 43.130       | 2,706.41     | 366.27               | 15.65  | 17.8        | 0.88       |
| Vanguard Wellington    | VWELX  | 03/20/19*        | 5.97100     | 39.915    | 238.33     | 43.130       | 257.53       | 19.20                | 8.06   | 13.0        | 0.63       |
| Vanguard Wellington    | VWELX  | 06/14/19*        | 6.31400     | 40.827    | 257.78     | 43.130       | 272.32       | 14.54                | 5.64   | 14.7        | 0.40       |
| Vanguard Wellington    | VWELX  | 09/30/19*        | 5.85000     | 42.487    | 248.55     | 43.130       | 252.31       | 3.76                 | 1.51   | 15.5        | 0.10       |

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| 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>       |        |                  |           |           |            |              |              |                      |          |             |            |
| Subtotal: 13 positions    |        |                  | 945.80370 | 38.371    | 36,291.63  | 43.130       | 40,792.51    | 4,500.88             | 12.40    |             | 4.76       |
| <b>Total Mutual Funds</b> |        |                  |           |           |            |              |              |                      |          |             |            |
|                           |        |                  |           |           | 93,563.54  |              | 110,239.07   | 16,675.53            | 17.82    |             |            |
| <b>Common Stocks</b>      |        |                  |           |           |            |              |              |                      |          |             |            |
| Aflac                     | AFL    | 08/15/05         | 240.00000 | 21.118    | 5,068.40   | 53.360       | 12,806.40    | 7,738.00             | 152.67   | 6.7         | 14.24      |
| Aflac                     | AFL    | 08/15/05         | 10.00000  | 21.118    | 211.18     | 53.360       | 533.60       | 322.42               | 152.68   | 6.7         | 14.24      |
| Aflac                     | AFL    | 02/15/06*        | 0.82020   | 23.775    | 19.50      | 53.360       | 43.77        | 24.27                | 124.46   | 6.1         | 13.73      |
| Aflac                     | AFL    | 05/17/06*        | 0.83320   | 23.464    | 19.55      | 53.360       | 44.46        | 24.91                | 127.42   | 6.3         | 13.48      |
| Aflac                     | AFL    | 08/23/06*        | 0.90880   | 21.578    | 19.61      | 53.360       | 48.49        | 28.88                | 147.27   | 7.1         | 13.21      |
| Aflac                     | AFL    | 11/15/06*        | 1.09260   | 22.149    | 24.20      | 53.360       | 58.30        | 34.10                | 140.91   | 7.0         | 12.98      |
| Aflac                     | AFL    | 02/14/07*        | 1.16820   | 24.037    | 28.08      | 53.360       | 62.34        | 34.26                | 122.01   | 6.5         | 12.73      |
| Aflac                     | AFL    | 08/15/07*        | 1.09540   | 28.528    | 31.25      | 53.360       | 58.45        | 27.20                | 87.04    | 5.2         | 12.24      |
| Aflac                     | AFL    | 11/14/07*        | 1.03200   | 30.388    | 31.36      | 53.360       | 55.07        | 23.71                | 75.61    | 4.8         | 11.99      |
| Aflac                     | AFL    | 02/15/08*        | 1.16600   | 31.595    | 36.84      | 53.360       | 62.22        | 25.38                | 68.89    | 4.6         | 11.73      |
| Aflac                     | AFL    | 05/19/08*        | 1.11760   | 33.080    | 36.97      | 53.360       | 59.64        | 22.67                | 61.32    | 4.3         | 11.47      |
| Aflac                     | AFL    | 08/18/08*        | 1.26320   | 29.378    | 37.11      | 53.360       | 67.40        | 30.29                | 81.62    | 5.5         | 11.22      |
| Aflac                     | AFL    | 11/17/08*        | 2.92200   | 16.855    | 49.25      | 53.360       | 155.92       | 106.67               | 216.59   | 11.1        | 10.98      |
| Aflac                     | AFL    | 02/13/09*        | 43.62000  | 1.327     | 57.88      | 53.360       | 2,327.56     | 2,269.68             | 3,921.35 | 41.1        | 10.73      |
| Aflac                     | AFL    | 05/18/09*        | 3.73600   | 17.125    | 63.98      | 53.360       | 199.35       | 135.37               | 211.58   | 11.5        | 10.48      |
| Aflac                     | AFL    | 08/17/09*        | 3.08200   | 20.931    | 64.51      | 53.360       | 164.46       | 99.95                | 154.94   | 9.6         | 10.23      |
| Aflac                     | AFL    | 11/16/09*        | 2.99400   | 21.690    | 64.94      | 53.360       | 159.76       | 94.82                | 146.01   | 9.4         | 9.98       |
| Aflac                     | AFL    | 02/11/10*        | 2.77200   | 23.579    | 65.36      | 53.360       | 147.91       | 82.55                | 126.30   | 8.7         | 9.74       |
| Aflac                     | AFL    | 05/17/10*        | 3.03000   | 21.700    | 65.75      | 53.360       | 161.68       | 95.93                | 145.90   | 10.0        | 9.48       |
| Aflac                     | AFL    | 08/16/10*        | 3.14300   | 23.729    | 74.58      | 53.360       | 167.71       | 93.13                | 124.87   | 9.2         | 9.23       |
| Aflac                     | AFL    | 11/15/10*        | 2.62600   | 27.190    | 71.40      | 53.360       | 140.12       | 68.72                | 96.25    | 7.8         | 8.98       |
| Aflac                     | AFL    | 02/11/11*        | 2.43800   | 29.434    | 71.76      | 53.360       | 130.09       | 58.33                | 81.28    | 7.0         | 8.74       |
| Aflac                     | AFL    | 05/16/11*        | 2.95400   | 24.418    | 72.13      | 53.360       | 157.63       | 85.50                | 118.54   | 9.7         | 8.48       |
| Aflac                     | AFL    | 08/15/11*        | 4.19360   | 17.305    | 72.57      | 53.360       | 223.77       | 151.20               | 208.35   | 14.7        | 8.23       |
| Aflac                     | AFL    | 11/14/11*        | 3.83600   | 20.991    | 80.52      | 53.360       | 204.69       | 124.17               | 154.21   | 12.4        | 7.98       |
| Aflac                     | AFL    | 02/13/12*        | 3.36800   | 24.005    | 80.85      | 53.360       | 179.72       | 98.87                | 122.29   | 10.9        | 7.73       |
| Aflac                     | AFL    | 06/19/12*        | 4.14600   | 19.387    | 80.38      | 53.360       | 221.23       | 140.85               | 175.23   | 14.7        | 7.39       |

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| 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>Common Stocks</b>   |        |                  |           |           |            |              |              |                      |        |             |            |
| Aflac                  | AFL    | 08/13/12*        | 3.54200   | 23.066    | 81.70      | 53.360       | 189.00       | 107.30               | 131.33 | 12.3        | 7.24       |
| Aflac                  | AFL    | 11/09/12*        | 3.30600   | 26.573    | 87.85      | 53.360       | 176.41       | 88.56                | 100.81 | 10.5        | 6.99       |
| Aflac                  | AFL    | 02/13/13*        | 3.57600   | 24.771    | 88.58      | 53.360       | 190.82       | 102.24               | 115.42 | 12.1        | 6.73       |
| Aflac                  | AFL    | 08/19/13*        | 2.09300   | 30.081    | 62.96      | 53.360       | 111.68       | 48.72                | 77.38  | 9.6         | 6.22       |
| Aflac                  | AFL    | 11/18/13*        | 2.01000   | 33.308    | 66.95      | 53.360       | 107.25       | 40.30                | 60.19  | 8.2         | 5.97       |
| Aflac                  | AFL    | 02/14/14*        | 2.16100   | 31.152    | 67.32      | 53.360       | 115.31       | 47.99                | 71.29  | 9.8         | 5.73       |
| Aflac                  | AFL    | 05/19/14*        | 2.21000   | 30.638    | 67.71      | 53.360       | 117.93       | 50.22                | 74.17  | 10.7        | 5.47       |
| Aflac                  | AFL    | 08/18/14*        | 2.35600   | 28.943    | 68.19      | 53.360       | 125.72       | 57.53                | 84.37  | 12.4        | 5.22       |
| Aflac                  | AFL    | 11/17/14*        | 2.36600   | 30.545    | 72.27      | 53.360       | 126.25       | 53.98                | 74.69  | 11.9        | 4.97       |
| Aflac                  | AFL    | 02/12/15*        | 2.35360   | 30.902    | 72.73      | 53.360       | 125.59       | 52.86                | 72.68  | 12.2        | 4.73       |
| Aflac                  | AFL    | 05/18/15*        | 2.36200   | 30.982    | 73.18      | 53.360       | 126.04       | 52.86                | 72.23  | 12.9        | 4.47       |
| Aflac                  | AFL    | 08/17/15*        | 2.49800   | 29.424    | 73.50      | 53.360       | 133.29       | 59.79                | 81.35  | 15.1        | 4.22       |
| Aflac                  | AFL    | 11/16/15*        | 2.37400   | 32.831    | 77.94      | 53.360       | 126.68       | 48.74                | 62.54  | 13.0        | 3.98       |
| Aflac                  | AFL    | 02/11/16*        | 2.74400   | 28.655    | 78.63      | 53.360       | 146.42       | 67.79                | 86.21  | 18.1        | 3.74       |
| Aflac                  | AFL    | 05/16/16*        | 2.30740   | 34.229    | 78.98      | 53.360       | 123.12       | 44.14                | 55.89  | 13.6        | 3.48       |
| Aflac                  | AFL    | 08/22/16*        | 2.17140   | 36.442    | 79.13      | 53.360       | 115.87       | 36.74                | 46.43  | 12.6        | 3.21       |
| Aflac                  | AFL    | 11/14/16*        | 2.30860   | 36.134    | 83.42      | 53.360       | 123.19       | 39.77                | 47.67  | 14.0        | 2.98       |
| Aflac                  | AFL    | 02/13/17*        | 2.37460   | 35.492    | 84.28      | 53.360       | 126.71       | 42.43                | 50.34  | 16.1        | 2.73       |
| Aflac                  | AFL    | 05/22/17*        | 2.29340   | 36.936    | 84.71      | 53.360       | 122.38       | 37.67                | 44.47  | 16.1        | 2.46       |
| Aflac                  | AFL    | 08/21/17*        | 2.12800   | 40.089    | 85.31      | 53.360       | 113.55       | 28.24                | 33.10  | 13.8        | 2.21       |
| Aflac                  | AFL    | 11/14/17*        | 2.12600   | 42.098    | 89.50      | 53.360       | 113.44       | 23.94                | 26.75  | 12.7        | 1.98       |
| Aflac                  | AFL    | 02/20/18*        | 2.34600   | 44.442    | 104.26     | 53.360       | 125.18       | 20.92                | 20.07  | 11.3        | 1.71       |
| Aflac                  | AFL    | 05/22/18*        | 2.29800   | 45.596    | 104.78     | 53.360       | 122.62       | 17.84                | 17.03  | 11.3        | 1.46       |
| Aflac                  | AFL    | 08/21/18*        | 2.24400   | 46.925    | 105.30     | 53.360       | 119.74       | 14.44                | 13.71  | 11.2        | 1.21       |
| Aflac                  | AFL    | 11/20/18*        | 2.39500   | 44.284    | 106.06     | 53.360       | 127.80       | 21.74                | 20.50  | 21.3        | 0.96       |
| Aflac                  | AFL    | 02/19/19*        | 2.25960   | 48.991    | 110.70     | 53.360       | 120.57       | 9.87                 | 8.92   | 12.7        | 0.71       |
| Aflac                  | AFL    | 05/21/19*        | 2.14100   | 51.957    | 111.24     | 53.360       | 114.24       | 3.00                 | 2.70   | 5.9         | 0.46       |
| Aflac                  | AFL    | 08/20/19*        | 2.15500   | 51.870    | 111.78     | 53.360       | 114.99       | 3.21                 | 2.87   | 14.0        | 0.21       |
| Subtotal: 55 positions |        |                  | 416.85740 | 21.539    | 8,978.87   | 53.360       | 22,243.53    | 13,264.66            | 147.73 |             | 11.57      |
| Community Bank         | CBU    | 02/14/08         | 250.00000 | 21.231    | 5,307.65   | 68.420       | 17,105.00    | 11,797.35            | 222.27 | 10.5        | 11.73      |
| Danaher Corporation    | DHR    | 05/02/19         | 100.00000 | 131.950   | 13,194.95  | 133.830      | 13,383.00    | 188.05               | 1.43   | 2.8         | 0.52       |

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| 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>Common Stocks</b> |        |                  |           |           |            |              |              |                      |        |             |            |
| Facebook             | FB     | 12/01/16         | 75.00000  | 115.120   | 8,634.00   | 192.360      | 14,427.00    | 5,793.00             | 67.10  | 19.1        | 2.93       |
| General Electric     | GE     | 12/23/09         | 0.75210   | 15.131    | 11.38      | 11.035       | 8.30         | -3.08                | -27.07 | -3.1        | 9.88       |
| General Electric     | GE     | 02/25/10*        | 1.15600   | 16.073    | 18.58      | 11.035       | 12.76        | -5.82                | -31.32 | -3.8        | 9.70       |
| General Electric     | GE     | 09/16/10*        | 1.34680   | 16.662    | 22.44      | 11.035       | 14.86        | -7.58                | -33.78 | -4.4        | 9.15       |
| General Electric     | GE     | 12/22/10*        | 1.46100   | 18.042    | 26.36      | 11.035       | 16.12        | -10.24               | -38.85 | -5.4        | 8.88       |
| General Electric     | GE     | 02/24/11*        | 1.26950   | 20.922    | 26.56      | 11.035       | 14.01        | -12.55               | -47.25 | -7.1        | 8.70       |
| General Electric     | GE     | 05/24/11         | 205.00000 | 20.223    | 4,145.78   | 11.035       | 2,262.18     | -1,883.60            | -45.43 | -6.9        | 8.46       |
| General Electric     | GE     | 06/15/11*        | 4.09800   | 17.972    | 73.65      | 11.035       | 45.22        | -28.43               | -38.60 | -5.6        | 8.40       |
| General Electric     | GE     | 09/15/11*        | 4.58970   | 16.180    | 74.26      | 11.035       | 50.65        | -23.61               | -31.79 | -4.6        | 8.15       |
| General Electric     | GE     | 12/22/11*        | 4.65995   | 18.230    | 84.95      | 11.035       | 51.42        | -33.53               | -39.47 | -6.2        | 7.88       |
| General Electric     | GE     | 02/17/12*        | 4.45300   | 19.241    | 85.68      | 11.035       | 49.14        | -36.54               | -42.65 | -6.9        | 7.72       |
| General Electric     | GE     | 06/21/12*        | 2.92710   | 20.840    | 61.00      | 11.035       | 32.30        | -28.70               | -47.05 | -8.3        | 7.38       |
| General Electric     | GE     | 09/20/12*        | 2.73510   | 22.500    | 61.54      | 11.035       | 30.18        | -31.36               | -50.96 | -9.5        | 7.13       |
| General Electric     | GE     | 12/20/12*        | 3.30300   | 20.990    | 69.33      | 11.035       | 36.45        | -32.88               | -47.43 | -8.9        | 6.88       |
| General Electric     | GE     | 02/19/13*        | 2.79500   | 22.909    | 64.03      | 11.035       | 30.84        | -33.19               | -51.84 | -10.3       | 6.72       |
| General Electric     | GE     | 09/12/13*        | 2.68300   | 24.268    | 65.11      | 11.035       | 29.61        | -35.50               | -54.52 | -12.0       | 6.15       |
| General Electric     | GE     | 12/13/13*        | 2.71300   | 27.833    | 75.51      | 11.035       | 29.94        | -45.57               | -60.35 | -14.5       | 5.90       |
| General Electric     | GE     | 02/20/14*        | 5.14520   | 25.482    | 131.11     | 11.035       | 56.78        | -74.33               | -56.69 | -13.6       | 5.71       |
| General Electric     | GE     | 02/25/14         | 200.00000 | 25.300    | 5,060.00   | 11.035       | 2,207.00     | -2,853.00            | -56.38 | -13.5       | 5.70       |
| General Electric     | GE     | 06/19/14*        | 5.00260   | 26.430    | 132.22     | 11.035       | 55.20        | -77.02               | -58.25 | -15.0       | 5.39       |
| General Electric     | GE     | 09/18/14*        | 5.21400   | 25.573    | 133.34     | 11.035       | 57.54        | -75.80               | -56.85 | -15.1       | 5.14       |
| General Electric     | GE     | 12/19/14*        | 5.76900   | 24.372    | 140.60     | 11.035       | 63.66        | -76.94               | -54.72 | -15.0       | 4.88       |
| General Electric     | GE     | 02/19/15*        | 5.10200   | 25.563    | 130.42     | 11.035       | 56.30        | -74.12               | -56.83 | -16.3       | 4.72       |
| General Electric     | GE     | 06/18/15*        | 4.90100   | 26.852    | 131.60     | 11.035       | 54.08        | -77.52               | -58.91 | -18.3       | 4.39       |
| General Electric     | GE     | 09/17/15*        | 5.32600   | 24.921    | 132.73     | 11.035       | 58.77        | -73.96               | -55.72 | -17.9       | 4.14       |
| General Electric     | GE     | 03/25/16*        | 4.57900   | 29.233    | 133.86     | 11.035       | 50.53        | -83.33               | -62.25 | -23.6       | 3.62       |
| General Electric     | GE     | 06/16/16*        | 4.52100   | 29.679    | 134.18     | 11.035       | 49.89        | -84.29               | -62.82 | -25.3       | 3.39       |
| General Electric     | GE     | 09/15/16*        | 4.57920   | 29.710    | 136.05     | 11.035       | 50.53        | -85.52               | -62.86 | -27.0       | 3.14       |
| General Electric     | GE     | 12/22/16*        | 4.49500   | 31.822    | 143.04     | 11.035       | 49.60        | -93.44               | -65.32 | -30.8       | 2.87       |
| General Electric     | GE     | 03/20/17*        | 4.80100   | 30.025    | 144.15     | 11.035       | 52.98        | -91.17               | -63.25 | -31.6       | 2.63       |
| General Electric     | GE     | 06/13/17*        | 3.34100   | 57.986    | 193.73     | 11.035       | 36.87        | -156.86              | -80.97 | -49.9       | 2.40       |
| General Electric     | GE     | 09/15/17*        | 6.10400   | 23.933    | 146.09     | 11.035       | 67.36        | -78.73               | -53.89 | -30.3       | 2.14       |



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

11/06/19

| <u>Type/Security</u>       | <u>Symbol</u> | <u>Acquisition Date</u> | <u>Quantity</u> | <u>Unit Cost</u> | <u>Total Cost</u> | <u>Market Price</u> | <u>Market Value</u> | <u>Unrealized Gain/Loss</u> | <u>% G/L</u> | <u>Annl. % G/L</u> | <u>Years Held</u> |
|----------------------------|---------------|-------------------------|-----------------|------------------|-------------------|---------------------|---------------------|-----------------------------|--------------|--------------------|-------------------|
| <b>Common Stocks</b>       |               |                         |                 |                  |                   |                     |                     |                             |              |                    |                   |
| General Electric           | GE            | 12/26/17*               | 4.23300         | 17.430           | 73.78             | 11.035              | 46.71               | -27.07                      | -36.69       | -21.7              | 1.86              |
| General Electric           | GE            | 03/14/18*               | 5.12620         | 14.490           | 74.28             | 11.035              | 56.57               | -17.71                      | -23.84       | -15.2              | 1.65              |
| General Electric           | GE            | 06/15/18*               | 5.63000         | 13.300           | 74.88             | 11.035              | 62.13               | -12.75                      | -17.03       | -12.5              | 1.39              |
| General Electric           | GE            | 09/13/18*               | 5.96100         | 12.677           | 75.57             | 11.035              | 65.78               | -9.79                       | -12.95       | -11.4              | 1.15              |
| General Electric           | GE            | 12/13/18*               | 0.89200         | 7.130            | 6.36              | 11.035              | 9.84                | 3.48                        | 54.72        | 62.3               | 0.90              |
| General Electric           | GE            | 03/08/19*               | 0.66450         | 9.571            | 6.36              | 11.035              | 7.33                | 0.97                        | 15.25        | 23.7               | 0.67              |
| Subtotal: 37 positions     |               |                         | 537.32895       | 22.892           | 12,300.51         | 11.035              | 5,929.43            | -6,371.08                   | -51.80       |                    | 6.50              |
| Target                     | TGT           | 03/01/17                | 200.00000       | 57.533           | 11,506.67         | 110.350             | 22,070.00           | 10,563.33                   | 91.80        | 27.4               | 2.68              |
| Walgreen Boots             | WBA           | 03/01/09                | 300.00000       | 23.000           | 6,900.00          | 59.000              | 17,700.00           | 10,800.00                   | 156.52       | 9.2                | 10.69             |
| <b>Total Common Stocks</b> |               |                         |                 |                  |                   | 66,822.65           |                     | 112,857.96                  | 46,035.31    | 68.89              |                   |
| <b>Totals:</b>             |               |                         |                 |                  |                   | 302,903.68          |                     | 428,873.82                  | 125,970.14   | 41.59              |                   |

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2019 Thru 11/06/2019**  
**By Monthly Totals**

11/06/19

| Date/Security                   | Taxable  |           | Nontaxable |           | Gain Distributions |           | Other<br>Income | Total    |
|---------------------------------|----------|-----------|------------|-----------|--------------------|-----------|-----------------|----------|
|                                 | Interest | Dividends | Interest   | Dividends | Short-Term         | Long-Term |                 |          |
| <b>January 2019</b>             |          |           |            |           |                    |           |                 |          |
| 01/30/19 Loomis Sayles Bond     |          | 57.84     |            |           |                    |           |                 | 57.84    |
| 01/31/19 Vanguard ST Trsy       |          | 20.00     |            |           |                    |           |                 | 20.00    |
| <b>Total January 2019</b>       |          | 77.84     |            |           |                    |           |                 | 77.84    |
| <b>February 2019</b>            |          |           |            |           |                    |           |                 |          |
| 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    |
| <b>Total February 2019</b>      |          | 432.61    |            |           |                    |           |                 | 432.61   |
| <b>March 2019</b>               |          |           |            |           |                    |           |                 |          |
| 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    |
| <b>Total March 2019</b>         |          | 2,353.65  |            |           |                    |           |                 | 2,353.65 |
| <b>April 2019</b>               |          |           |            |           |                    |           |                 |          |
| 04/29/19 Loomis Sayles Bond     |          | 42.00     |            |           |                    |           |                 | 42.00    |
| 04/29/19 Vanguard ST Trsy       |          | 19.67     |            |           |                    |           |                 | 19.67    |
| <b>Total April 2019</b>         |          | 61.67     |            |           |                    |           |                 | 61.67    |
| <b>May 2019</b>                 |          |           |            |           |                    |           |                 |          |
| 05/14/19 Target                 |          | 128.00    |            |           |                    |           |                 | 128.00   |
| 05/14/19 Walgreen Boots         |          | 132.00    |            |           |                    |           |                 | 132.00   |
| 05/21/19 Aflac                  |          | 111.24    |            |           |                    |           |                 | 111.24   |
| 05/28/19 Loomis Sayles Bond     |          | 41.52     |            |           |                    |           |                 | 41.52    |
| 05/31/19 Vanguard ST Trsy       |          | 32.10     |            |           |                    |           |                 | 32.10    |

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2019 Thru 11/06/2019**  
**By Monthly Totals**

11/06/19

| Date/Security                   | Taxable  |           | Nontaxable |           | Gain Distributions |           | Other<br>Income | Total    |
|---------------------------------|----------|-----------|------------|-----------|--------------------|-----------|-----------------|----------|
|                                 | Interest | Dividends | Interest   | Dividends | Short-Term         | Long-Term |                 |          |
| <b>Total May 2019</b>           |          | 444.86    |            |           |                    |           |                 | 444.86   |
| <b>June 2019</b>                |          |           |            |           |                    |           |                 |          |
| 06/14/19 Vanguard Wellington    |          | 257.78    |            |           |                    |           |                 | 257.78   |
| 06/14/19 Community Bank         |          | 95.00     |            |           |                    |           |                 | 95.00    |
| 06/17/19 Ishares MidCap Idx     |          | 263.10    |            |           |                    |           |                 | 263.10   |
| 06/17/19 Ishares SmallCap Idx   |          | 200.80    |            |           |                    |           |                 | 200.80   |
| 06/17/19 Vanguard FTSE          |          | 223.20    |            |           |                    |           |                 | 223.20   |
| 06/25/19 Dodge & Cox Funds Stoc |          | 240.50    |            |           |                    |           |                 | 240.50   |
| 06/25/19 Loomis Sayles Bond     |          | 36.72     |            |           |                    |           |                 | 36.72    |
| 06/27/19 Danaher Corporation    |          | 17.00     |            |           |                    |           |                 | 17.00    |
| 06/28/19 Vanguard ST Trsy       |          | 30.40     |            |           |                    |           |                 | 30.40    |
| <b>Total June 2019</b>          |          | 1,364.50  |            |           |                    |           |                 | 1,364.50 |
| <b>July 2019</b>                |          |           |            |           |                    |           |                 |          |
| 07/01/19 General Electric       |          | 5.37      |            |           |                    |           |                 | 5.37     |
| 07/30/19 Loomis Sayles Bond     |          | 41.04     |            |           |                    |           |                 | 41.04    |
| 07/30/19 Vanguard ST Trsy       |          | 25.99     |            |           |                    |           |                 | 25.99    |
| <b>Total July 2019</b>          |          | 72.40     |            |           |                    |           |                 | 72.40    |
| <b>August 2019</b>              |          |           |            |           |                    |           |                 |          |
| 08/20/19 Aflac                  |          | 111.78    |            |           |                    |           |                 | 111.78   |
| 08/20/19 Target                 |          | 132.00    |            |           |                    |           |                 | 132.00   |
| 08/20/19 Walgreen Boots         |          | 137.40    |            |           |                    |           |                 | 137.40   |
| 08/29/19 Loomis Sayles Bond     |          | 59.74     |            |           |                    |           |                 | 59.74    |
| 08/29/19 Vanguard ST Trsy       |          | 27.77     |            |           |                    |           |                 | 27.77    |
| <b>Total August 2019</b>        |          | 468.69    |            |           |                    |           |                 | 468.69   |
| <b>September 2019</b>           |          |           |            |           |                    |           |                 |          |
| 09/13/19 Community Bank         |          | 102.50    |            |           |                    |           |                 | 102.50   |
| 09/24/19 Ishares MidCap Idx     |          | 257.40    |            |           |                    |           |                 | 257.40   |
| 09/24/19 Ishares SmallCap Idx   |          | 228.00    |            |           |                    |           |                 | 228.00   |
| 09/24/19 Vanguard FTSE          |          | 415.20    |            |           |                    |           |                 | 415.20   |
| 09/24/19 Dodge & Cox Funds Stoc |          | 181.44    |            |           |                    |           |                 | 181.44   |
| 09/26/19 Danaher Corporation    |          | 17.00     |            |           |                    |           |                 | 17.00    |
| 09/30/19 Loomis Sayles Bond     |          | 36.00     |            |           |                    |           |                 | 36.00    |
| 09/30/19 Vanguard ST Trsy       |          | 25.52     |            |           |                    |           |                 | 25.52    |

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2019 Thru 11/06/2019**  
**By Monthly Totals**

11/06/19

| <u>Date/Security</u>         | <u>Taxable</u>  |                  | <u>Nontaxable</u> |                  | <u>Gain Distributions</u> |                  | <u>Other<br/>Income</u> | <u>Total</u> |
|------------------------------|-----------------|------------------|-------------------|------------------|---------------------------|------------------|-------------------------|--------------|
|                              | <u>Interest</u> | <u>Dividends</u> | <u>Interest</u>   | <u>Dividends</u> | <u>Short-Term</u>         | <u>Long-Term</u> |                         |              |
| <b>September 2019</b>        |                 |                  |                   |                  |                           |                  |                         |              |
| 09/30/19 Vanguard Wellington |                 | 248.55           |                   |                  |                           |                  |                         | 248.55       |
| <b>Total September 2019</b>  |                 | 1,511.61         |                   |                  |                           |                  |                         | 1,511.61     |
| <b>October 2019</b>          |                 |                  |                   |                  |                           |                  |                         |              |
| 10/30/19 Loomis Sayles Bond  |                 | 43.25            |                   |                  |                           |                  |                         | 43.25        |
| 10/30/19 Vanguard ST Trsy    |                 | 26.54            |                   |                  |                           |                  |                         | 26.54        |
| 10/30/19 General Electric    |                 | 5.37             |                   |                  |                           |                  |                         | 5.37         |
| <b>Total October 2019</b>    |                 | 75.16            |                   |                  |                           |                  |                         | 75.16        |
| <b>Totals</b>                |                 | 6,862.99         |                   |                  |                           |                  |                         | 6,862.99     |

**Sold Securities**  
**IAM Demo Portfolio 3**  
**Date Range - 12/31/2017 Thru 11/06/2019**

11/06/19

| <b>Security</b>                   | <b>Purchase Date</b> | <b>Sale Date</b> | <b>Years Held</b> | <b>Quantity</b> | <b>Unit Cost</b> | <b>Total Cost</b> | <b>Unit Price</b> | <b>Sale Proceeds</b> | <b>Realized Gain/Loss</b> | <b>% G/L</b> | <b>Annl. % GL</b> |
|-----------------------------------|----------------------|------------------|-------------------|-----------------|------------------|-------------------|-------------------|----------------------|---------------------------|--------------|-------------------|
| <b>Short Term Activity:</b>       |                      |                  |                   |                 |                  |                   |                   |                      |                           |              |                   |
| Dodge & Cox Funds Stock F         | 12/21/17             | 06/04/18         | 0.452             | 5.00000         | 202.774          | 1,013.87          | 198.560           | 992.80               | -21.07                    | -2.08        | -4.5              |
| <b>Total Short Term Activity:</b> |                      |                  |                   |                 |                  | 1,013.87          |                   | 992.80               | -21.07                    | -2.08        |                   |
| <b>Long Term Activity:</b>        |                      |                  |                   |                 |                  |                   |                   |                      |                           |              |                   |
| Dodge & Cox Funds Stock F         | 12/05/11             | 06/04/18         | 6.501             | 25.00000        | 101.700          | 2,542.50          | 198.560           | 4,964.00             | 2,421.50                  | 95.24        | 10.8              |
| Target                            | 03/01/17             | 06/04/18         | 1.260             | 100.00000       | 57.533           | 5,753.33          | 74.260            | 7,426.00             | 1,672.67                  | 29.07        | 22.4              |
| 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       |                   |
| <b>Total Long Term Activity:</b>  |                      |                  |                   |                 |                  | 10,285.60         |                   | 13,438.05            | 3,152.45                  | 30.65        |                   |
| <b>Total Net Activity</b>         |                      |                  |                   |                 |                  | 11,299.47         |                   | 14,430.85            | 3,131.38                  | 27.71        |                   |

## Estimated Income Report

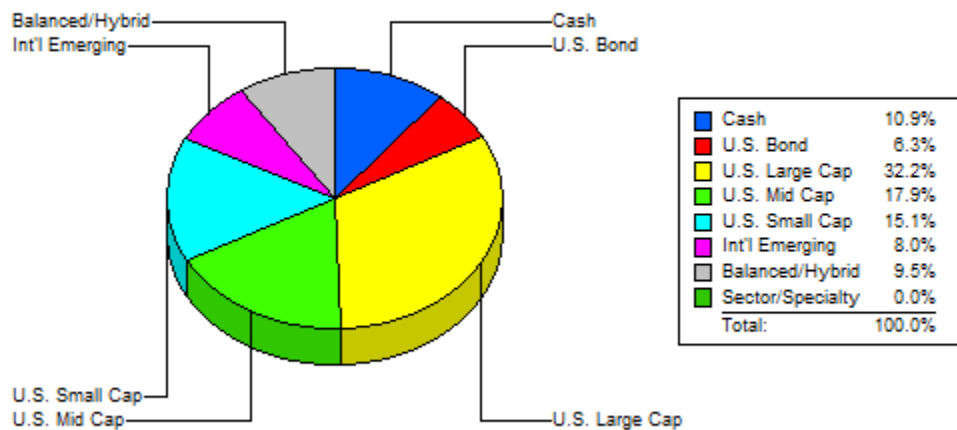
### IAM Demo Portfolio 3

| <u>Type/Security</u>         | <u>Symbol</u> | <u>Quantity</u> | <u>Total Cost</u> | <u>Market Value</u> | <u>Unrealized Short Term Gain</u> | <u>Unrealized Long Term Gain</u> | <u>Estimated Income</u> | <u>Est. Yield</u> |
|------------------------------|---------------|-----------------|-------------------|---------------------|-----------------------------------|----------------------------------|-------------------------|-------------------|
| <u>Money Market Funds</u>    |               |                 |                   |                     |                                   |                                  |                         |                   |
| Portfolio Cash               | MMF1          | 46,799.49000    | 46,799.49         | 46,799.49           | 0.00                              | 0.00                             | 2,339.97                | 5.0               |
|                              |               |                 | 46,799.49         | 46,799.49           | 0.00                              | 0.00                             | 2,339.97                | 5.0               |
| <u>Exchange Traded Funds</u> |               |                 |                   |                     |                                   |                                  |                         |                   |
| Ishares MidCap Idx           | IJH           | 300.00000       | 32,040.00         | 59,673.30           | 0.00                              | 27,633.30                        | 897.00                  | 1.5               |
| Ishares SmallCap Idx         | IJR           | 800.00000       | 32,745.00         | 64,904.00           | 0.00                              | 32,159.00                        | 872.00                  | 1.3               |
| Vanguard FTSE                | VWO           | 800.00000       | 30,933.00         | 34,400.00           | 0.00                              | 3,467.00                         | 888.00                  | 2.6               |
|                              |               |                 | 95,718.00         | 158,977.30          | 0.00                              | 63,259.30                        | 2,657.00                | 1.7               |
| <u>Mutual Funds</u>          |               |                 |                   |                     |                                   |                                  |                         |                   |
| Dodge & Cox Funds            | DODGX         | 216.97400       | 30,313.41         | 42,522.56           | 438.00                            | 11,771.15                        | 972.05                  | 2.3               |
| Loomis Sayles Bond           | LSBRX         | 1,200.00000     | 17,065.30         | 16,344.00           | 0.00                              | -721.30                          | 480.00                  | 2.9               |
| Vanguard ST Trsy             | VFISX         | 1,000.00000     | 9,893.20          | 10,580.00           | 0.00                              | 686.80                           | 240.00                  | 2.3               |
| Vanguard Wellington          | VWELX         | 945.80370       | 36,291.63         | 40,792.51           | 403.77                            | 4,097.11                         | 1,049.85                | 2.6               |
|                              |               |                 | 93,563.54         | 110,239.07          | 841.77                            | 15,833.76                        | 2,741.90                | 2.5               |
| <u>Common Stocks</u>         |               |                 |                   |                     |                                   |                                  |                         |                   |
| Aflac                        | AFL           | 416.85740       | 8,978.87          | 22,243.53           | 37.82                             | 13,226.84                        | 450.18                  | 2.0               |
| Community Bank               | CBU           | 250.00000       | 5,307.65          | 17,105.00           | 0.00                              | 11,797.35                        | 410.00                  | 2.4               |
| Danaher Corporation          | DHR           | 100.00000       | 13,194.95         | 13,383.00           | 188.05                            | 0.00                             | 68.00                   | 0.5               |
| Facebook                     | FB            | 75.00000        | 8,634.00          | 14,427.00           | 0.00                              | 5,793.00                         | 0.00                    | 0.0               |
| General Electric             | GE            | 537.32895       | 12,300.51         | 5,929.43            | 4.45                              | -6,375.53                        | 21.50                   | 0.4               |
| Target                       | TGT           | 200.00000       | 11,506.67         | 22,070.00           | 0.00                              | 10,563.33                        | 528.00                  | 2.4               |
| Walgreen Boots               | WBA           | 300.00000       | 6,900.00          | 17,700.00           | 0.00                              | 10,800.00                        | 549.00                  | 3.1               |
|                              |               |                 | 66,822.65         | 112,857.96          | 230.32                            | 45,804.99                        | 2,026.68                | 1.8               |
|                              |               | <b>Totals:</b>  | 302,903.68        | 428,873.82          | 1,072.09                          | 124,898.05                       | 9,765.55                | 2.3               |

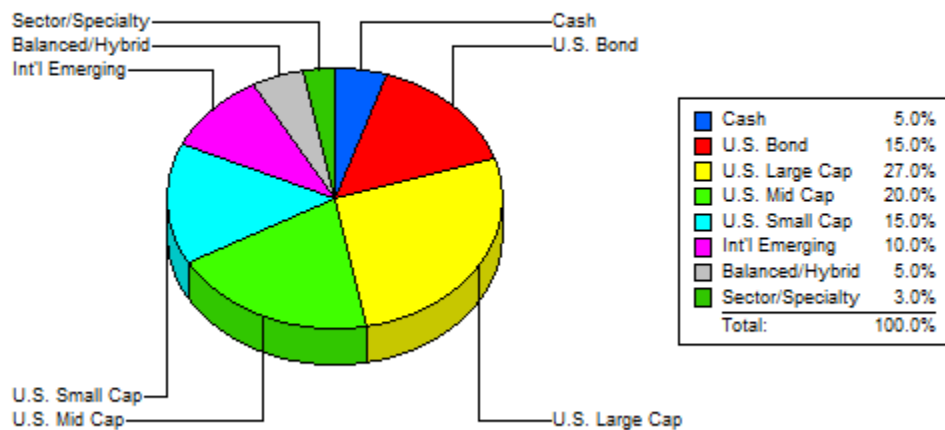
## Allocation Rebalancing Level 1 by Asset Class IAM Demo Portfolio 3

| Asset Class        | Current Allocation % | Target Allocation % | Rebalancing Allocation % | Current Market Value | Target Market Value | Rebalancing Amount |
|--------------------|----------------------|---------------------|--------------------------|----------------------|---------------------|--------------------|
| Cash               | 10.91                | 5.00                | -5.91                    | 46,799.49            | 21,443.69           | -25,355.80         |
| U.S. Bond          | 6.28                 | 15.00               | 8.72                     | 26,924.00            | 64,331.07           | 37,407.07          |
| U.S. Large Cap     | 32.24                | 27.00               | -5.24                    | 138,275.52           | 115,795.93          | -22,479.59         |
| U.S. Mid Cap       | 17.90                | 20.00               | 2.10                     | 76,778.30            | 85,774.76           | 8,996.46           |
| U.S. Small Cap     | 15.13                | 15.00               | -0.13                    | 64,904.00            | 64,331.07           | -572.93            |
| Int'l Emerging     | 8.02                 | 10.00               | 1.98                     | 34,400.00            | 42,887.38           | 8,487.38           |
| Balanced/Hybrid    | 9.51                 | 5.00                | -4.51                    | 40,792.51            | 21,443.69           | -19,348.82         |
| Sector/Specialty   | 0.00                 | 3.00                | 3.00                     | 0.00                 | 12,866.21           | 12,866.21          |
| <b>Grand Total</b> |                      |                     |                          | <b>428,873.82</b>    |                     |                    |

**Current Allocation**



**Target Allocation**



## Allocation Rebalancing Level 1 by Asset Class

### IAM Demo Portfolio 3

11/06/19

| Asset Class                      | Security Name                      | Market Price      | Market Value      | Percent Of Class | Current Allocation % | Target Allocation % | Rebalancing Allocation % |
|----------------------------------|------------------------------------|-------------------|-------------------|------------------|----------------------|---------------------|--------------------------|
| <b>Cash</b>                      | Portfolio Cash                     | 1.000             | 46,799.49         | 100.00           | 10.91                | 5.00                | -5.91                    |
|                                  | <b>Totals for Cash</b>             |                   | <b>46,799.49</b>  |                  | <b>10.91</b>         | <b>5.00</b>         | <b>-5.91</b>             |
| <b>U.S. Bond</b>                 | Loomis Sayles Bond                 | 13.620            | 16,344.00         | 60.70            | 3.81                 | 8.00                | 4.19                     |
|                                  | Vanguard ST Trsy                   | 10.580            | 10,580.00         | 39.30            | 2.47                 | 7.00                | 4.53                     |
|                                  | <b>Totals for U.S. Bond</b>        |                   | <b>26,924.00</b>  |                  | <b>6.28</b>          | <b>15.00</b>        | <b>8.72</b>              |
| <b>U.S. Large Cap</b>            | Aflac                              | 53.360            | 22,243.53         | 16.09            | 5.19                 | 3.00                | -2.19                    |
|                                  | Danaher Corporation                | 133.830           | 13,383.00         | 9.68             | 3.12                 | 0.00                | -3.12                    |
|                                  | Dodge & Cox Funds Stock Fund       | 195.980           | 42,522.56         | 30.75            | 9.91                 | 7.00                | -2.91                    |
|                                  | Exxon                              | 72.010            | 0.00              | 0.00             | 0.00                 | 4.00                | 4.00                     |
|                                  | Facebook                           | 192.360           | 14,427.00         | 10.43            | 3.36                 | 3.00                | -0.36                    |
|                                  | General Electric                   | 11.035            | 5,929.43          | 4.29             | 1.38                 | 3.00                | 1.62                     |
|                                  | Target                             | 110.350           | 22,070.00         | 15.96            | 5.15                 | 3.00                | -2.15                    |
|                                  | Walgreen Boots                     | 59.000            | 17,700.00         | 12.80            | 4.13                 | 4.00                | -0.13                    |
| <b>Totals for U.S. Large Cap</b> |                                    | <b>138,275.52</b> |                   | <b>32.24</b>     | <b>27.00</b>         | <b>-5.24</b>        |                          |
| <b>U.S. Mid Cap</b>              | Community Bank                     | 68.420            | 17,105.00         | 22.28            | 3.99                 | 5.00                | 1.01                     |
|                                  | Ishares MidCap Idx                 | 198.911           | 59,673.30         | 77.72            | 13.91                | 0.00                | -13.91                   |
|                                  | iShares S&P Mid-Cap 400 Growth     | 228.360           | 0.00              | 0.00             | 0.00                 | 15.00               | 15.00                    |
| <b>Totals for U.S. Mid Cap</b>   |                                    | <b>76,778.30</b>  |                   | <b>17.90</b>     | <b>20.00</b>         | <b>2.10</b>         |                          |
| <b>U.S. Small Cap</b>            | Ishares SmallCap Idx               | 81.130            | 64,904.00         | 100.00           | 15.13                | 15.00               | -0.13                    |
|                                  | <b>Totals for U.S. Small Cap</b>   |                   | <b>64,904.00</b>  |                  | <b>15.13</b>         | <b>15.00</b>        | <b>-0.13</b>             |
| <b>Int'l Emerging</b>            | Vanguard FTSE                      | 43.000            | 34,400.00         | 100.00           | 8.02                 | 10.00               | 1.98                     |
|                                  | <b>Totals for Int'l Emerging</b>   |                   | <b>34,400.00</b>  |                  | <b>8.02</b>          | <b>10.00</b>        | <b>1.98</b>              |
| <b>Balanced/Hybrid</b>           | Vanguard Wellington                | 43.130            | 40,792.51         | 100.00           | 9.51                 | 5.00                | -4.51                    |
|                                  | <b>Totals for Balanced/Hybrid</b>  |                   | <b>40,792.51</b>  |                  | <b>9.51</b>          | <b>5.00</b>         | <b>-4.51</b>             |
| <b>Sector/Specialty</b>          | No Securities Found                | 0.000             | 0.00              | 0.00             | 0.00                 | 3.00                | 3.00                     |
|                                  | <b>Totals for Sector/Specialty</b> |                   | <b>0.00</b>       |                  | <b>0.00</b>          | <b>3.00</b>         | <b>3.00</b>              |
| <b>Grand Total</b>               |                                    |                   | <b>428,873.82</b> |                  |                      |                     |                          |

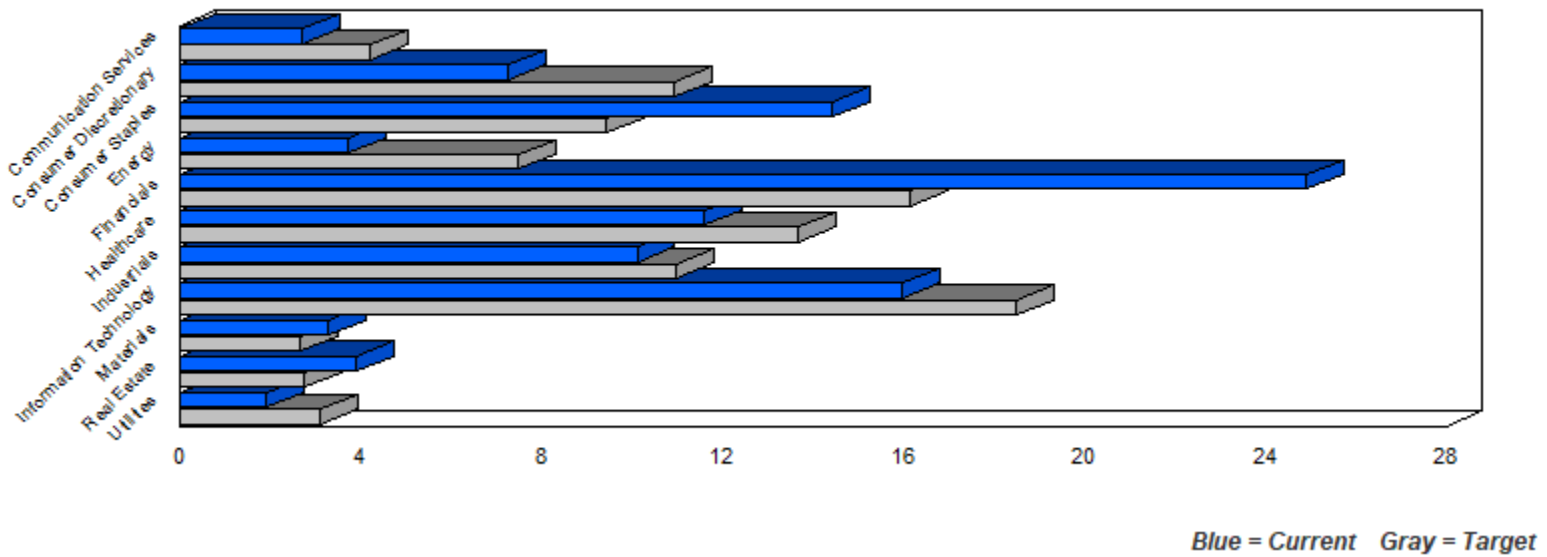


## Allocation Rebalancing Level 2 by Stock Sector

### IAM Demo Portfolio 3

| Sector                 | Current Allocation % | Target Allocation % | Rebalancing Allocation % | Current Market Value | Target Market Value | Rebalancing Amount |
|------------------------|----------------------|---------------------|--------------------------|----------------------|---------------------|--------------------|
| Communication Services | 2.71                 | 4.21                | 1.50                     | 9,204.22             | 14,307.93           | 5,103.71           |
| Consumer Discretionary | 7.26                 | 10.93               | 3.67                     | 24,672.44            | 37,146.23           | 12,473.79          |
| Consumer Staples       | 14.46                | 9.45                | -5.01                    | 49,133.90            | 32,116.37           | -17,017.53         |
| Energy                 | 3.75                 | 7.51                | 3.76                     | 12,731.41            | 25,523.16           | 12,791.75          |
| Financials             | 24.93                | 16.15               | -8.78                    | 84,713.07            | 54,886.70           | -29,826.37         |
| Healthcare             | 11.61                | 13.68               | 2.07                     | 39,472.32            | 46,492.26           | 7,019.94           |
| Industrials            | 10.13                | 10.98               | 0.85                     | 34,427.86            | 37,316.16           | 2,888.30           |
| Information Technology | 16.01                | 18.51               | 2.50                     | 54,396.64            | 62,907.29           | 8,510.65           |
| Materials              | 3.31                 | 2.67                | -0.64                    | 11,249.46            | 9,074.15            | -2,175.31          |
| Real Estate            | 3.91                 | 2.77                | -1.14                    | 13,280.73            | 9,414.00            | -3,866.73          |
| Utilities              | 1.93                 | 3.14                | 1.21                     | 6,573.67             | 10,671.47           | 4,097.80           |
| <b>Grand Total</b>     |                      |                     |                          | <b>339,855.72</b>    |                     |                    |

### Allocation Comparison



# Portfolio Summary

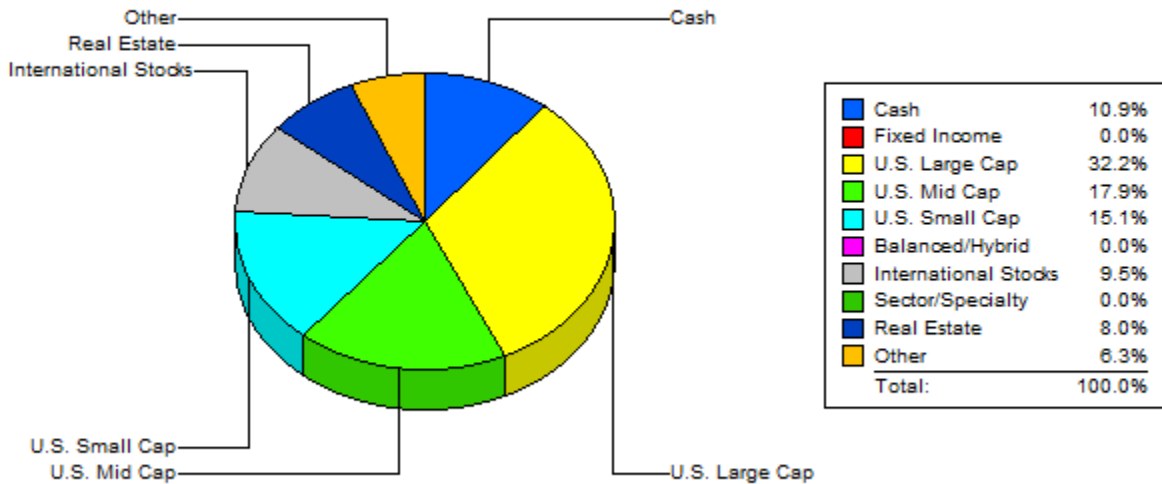
11/06/19

## IAM Demo Portfolio 3 IRR Period - 01/01/2018 Thru 11/06/2019

|                                      |                   |
|--------------------------------------|-------------------|
| Portfolio Beginning Market Value     | 395,551.43        |
| Additions to Portfolio               | 46,341.74         |
| Withdrawals from Portfolio           | -27,725.80        |
| Realized Appreciation for Period     | 52.54             |
| Unrealized Appreciation for Period   | 14,653.88         |
| Exercised / Assigned Options         | 0.00              |
| <b>Portfolio Ending Market Value</b> | <b>428,873.79</b> |

|                                   |                  |
|-----------------------------------|------------------|
| <b>Income Received</b>            |                  |
| Dividend Income Received          | 18,715.94        |
| Interest Income Received          | 0.00             |
| Other Income Received             | 0.00             |
|                                   | <u>18,715.94</u> |
| <b>Capital Gain Distributions</b> |                  |
| Short-Term Received               | 0.00             |
| Long-Term Received                | 0.00             |
|                                   | <u>0.00</u>      |
| <b>Appreciation for Period</b>    |                  |
| Short-Term Appreciation           | -25.25           |
| Long-Term Appreciation            | 77.79            |
|                                   | <u>52.54</u>     |
| Return Of Capital Received        | 0.00             |
| Expenses/Service Charges          | 100.00           |
| Transfers Delivered               | 0.00             |
| Transfers Received                | 0.00             |

### Current Allocation



| Market Performance          | IRR for Period | Annualized IRR |
|-----------------------------|----------------|----------------|
| Dow Jones Ind. Ave          | 11.21          | 5.92           |
| S&P 500                     | 14.96          | 7.83           |
| NASDAQ                      | 21.72          | 11.21          |
| Loomis Sayles Bond          | 5.34           | 2.85           |
| Spdr Tr Unit Ser 1          | 18.79          | 9.76           |
| Vanguard ST Trsy            | 3.02           | 1.62           |
| Benchmark (Moderate Growth) | 13.85          | 7.27           |
| <b>Account Performance</b>  | <b>8.43</b>    | <b>4.47</b>    |

**Performance Report**  
**IAM Demo Portfolio 3**  
**IRR Period - 01/01/2015 Thru 11/06/2019**

11/06/19

| <u>Type/Security</u>                  | <u>Beginning<br/>Market Value</u> | <u>Additions/<br/>Withdrawals</u> | <u>Unrealized<br/>Appreciation<br/>for the period</u> | <u>Realized<br/>Appreciation<br/>for the period</u> | <u>Ending<br/>Market Value</u> | <u>Income<br/>Received</u> | <u>IRR<br/>For Period</u> | <u>Annualized<br/>IRR</u> |
|---------------------------------------|-----------------------------------|-----------------------------------|---|---|--------------------------------|----------------------------|---------------------------|---------------------------|
| <b>Money Market Funds</b>             |                                   |                                   |   |   |                                |                            |                           |                           |
| Portfolio Cash                        | 25,009.68                         | 21,789.81                         | 0.00  | 0.00  | 46,799.49                      | 63.41                      | -0.10                     | -0.02                     |
| <b>Subtotal Money Market Funds</b>    | <b>25,009.68</b>                  | <b>21,789.81</b>                  | <b>0.00</b>   | <b>0.00</b>   | <b>46,799.49</b>               | <b>63.41</b>               |                           |                           |
| <b>Exchange Traded Funds</b>          |                                   |                                   |   |   |                                |                            |                           |                           |
| Ishares MidCap Idx                    | 43,440.00                         | 0.00                              | 16,233.30   | 0.00  | 59,673.30                      | 3,549.99                   | 47.11                     | 8.28                      |
| Ishares SmallCap Idx                  | 45,624.00                         | 0.00                              | 19,280.00   | 0.00  | 64,904.00                      | 3,438.62                   | 51.42                     | 8.93                      |
| Technology Select Sector Spdr         | 0.00                              | -3,503.00                         | 0.00  | 3,503.00  | 0.00                           | 473.85                     | 32.59*                    | 14.05                     |
| Vanguard FTSE                         | 36,018.00                         | -3,596.00                         | 2,384.00  | -406.00   | 34,400.00                      | 4,146.34                   | 19.08                     | 3.66                      |
| <b>Subtotal Exchange Traded Funds</b> | <b>125,082.00</b>                 | <b>-7,099.00</b>                  | <b>37,897.30</b>                                      | <b>3,097.00</b>                                     | <b>158,977.30</b>              | <b>11,608.80</b>           |                           |                           |
| <b>Mutual Funds</b>                   |                                   |                                   |   |   |                                |                            |                           |                           |
| Dodge & Cox Funds Stock Fund          | 32,675.47                         | 6,138.53                          | 3,289.13  | 419.43  | 42,522.56                      | 12,095.33                  | 50.70                     | 8.82                      |
| Loomis Sayles Bond                    | 17,712.00                         | 0.00                              | -1,368.00   | 0.00  | 16,344.00                      | 3,121.78                   | 10.92                     | 2.16                      |
| Vanguard ST Trsy                      | 16,035.00                         | -7,810.00                         | -110.00   | 2,465.00  | 10,580.00                      | 1,247.38                   | 32.39                     | 5.95                      |
| Vanguard Wellington                   | 33,277.50                         | 4,569.13                          | 3,620.88  | -675.00   | 40,792.51                      | 8,511.53                   | 38.88                     | 7.00                      |
| <b>Subtotal Mutual Funds</b>          | <b>99,699.97</b>                  | <b>2,897.66</b>                   | <b>5,432.01</b>                                       | <b>2,209.43</b>                                     | <b>110,239.07</b>              | <b>24,976.02</b>           |                           |                           |
| <b>Common Stocks</b>                  |                                   |                                   |   |   |                                |                            |                           |                           |
| Aflac                                 | 11,392.61                         | 1,715.43                          | 9,135.47  | 0.00  | 22,243.51                      | 1,715.43                   | 95.25                     | 14.79                     |
| Bioreference Labs                     | 500.00                            | -19,642.00                        | 0.00  | 19,142.00   | 0.00                           | 0.00                       | -100.00*                  | -100.00                   |
| Community Bank                        | 12,392.25                         | -4,488.75                         | 7,572.50  | 1,629.00  | 17,105.00                      | 2,054.50                   | 120.63                    | 17.71                     |
| Danaher Corporation                   | 0.00                              | 13,194.95                         | 188.05  | 0.00  | 13,383.00                      | 34.00                      | 1.68*                     | 3.28                      |
| Facebook                              | 0.00                              | 8,634.00                          | 5,793.00  | 0.00  | 14,427.00                      | 0.00                       | 67.10*                    | 19.12                     |
| General Electric                      | 15,593.44                         | -528.47                           | -7,610.59   | -1,524.96   | 5,929.42                       | 1,881.77                   | -51.43                    | -13.83                    |
| Intel Corporation                     | 0.00                              | -387.00                           | 0.00  | 387.00  | 0.00                           | 0.00                       | 5.62*                     | 94.55                     |
| Target                                | 0.00                              | 9,834.00                          | 10,563.33   | 1,672.67  | 22,070.00                      | 1,568.00                   | 104.36*                   | 30.46                     |
| Walgreen Boots                        | 22,860.00                         | 0.00                              | -5,160.00   | 0.00  | 17,700.00                      | 2,230.20                   | -13.47                    | -2.94                     |
| <b>Subtotal Common Stocks</b>         | <b>62,738.30</b>                  | <b>8,332.16</b>                   | <b>20,481.76</b>                                      | <b>21,305.71</b>                                    | <b>112,857.93</b>              | <b>9,483.90</b>            |                           |                           |
| <b>Total for Portfolio(s)</b>         | <b>312,529.95</b>                 | <b>25,920.63</b>                  | <b>63,811.07</b>                                      | <b>26,612.14</b>                                    | <b>428,873.79</b>              | <b>46,132.13</b>           | <b>45.82</b>              | <b>8.08</b>               |

**Performance Report**  
**IAM Demo Portfolio 3**  
**IRR Period - 01/01/2015 Thru 11/06/2019**

11/06/19

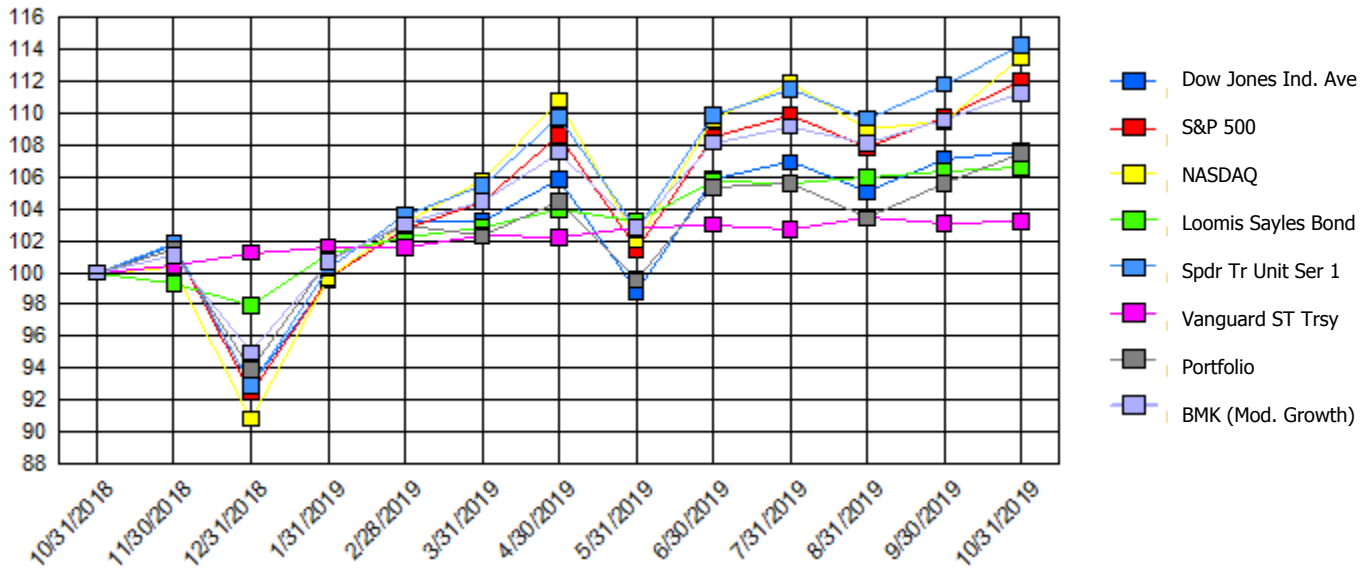
| <u>Type/Security</u>            | <u>Beginning<br/>Market Value</u> | <u>Additions/<br/>Withdrawals</u> | <u>Unrealized<br/>Appreciation<br/>for the period</u> | <u>Realized<br/>Appreciation<br/>for the period</u> | <u>Ending<br/>Market Value</u> | <u>Income<br/>Received</u> | <u>IRR<br/>For Period</u> | <u>Annualized<br/>IRR</u> |
|---------------------------------|-----------------------------------|-----------------------------------|---|---|--------------------------------|----------------------------|---------------------------|---------------------------|
| <b>Performance Comparison</b>   |                                   |                                   |   |   |                                |                            |                           |                           |
| Dow Jones Ind. Ave              | 17,823.07                         |                                   | 9,667.93  |   | 27,491.00                      |                            | 54.24                     | 9.34                      |
| S&P 500                         | 2,058.90                          |                                   | 1,014.60  |   | 3,073.50                       |                            | 49.28                     | 8.61                      |
| NASDAQ                          | 4,736.05                          |                                   | 3,666.49  |   | 8,402.54                       |                            | 77.42                     | 12.54                     |
| Loomis Sayles Bond              | 11.98                             |                                   | 1.64  |   | 13.62                          |                            | 13.69                     | 2.68                      |
| Spdr Tr Unit Ser 1              | 187.19                            |                                   | 119.62  |   | 306.81                         |                            | 63.90                     | 10.72                     |
| Vanguard ST Trsy                | 10.08                             |                                   | 0.50  |   | 10.58                          |                            | 4.96                      | 1.00                      |
| Benchmark (Moderate Growth)     |                                   |                                   |   |   |                                |                            | 45.45                     | 8.03                      |
| <b>Portfolio(s) Performance</b> | <b>312,529.95</b>                 | <b>25,920.63</b>                  | <b>63,811.07</b>                                      | <b>26,612.14</b>                                    | <b>428,873.79</b>              | <b>46,132.13</b>           | <b>45.82</b>              | <b>8.08</b>               |

## Performance Comparison

11/6/2019

IAM Demo Portfolio 3  
Monthly: 11/01/2018 to 10/31/2019

## Growth of \$100



| 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 | BMK (Mod. Growth) |
|---------------|--------------------|---------------------------|--------------------|---------|--------|--------------------|--------------------|------------------|-------------------|
| 10/31/2018    | 0.00               | 100.00                    | 100.00             | 100.00  | 100.00 | 100.00             | 100.00             | 100.00           | 100.00            |
| 11/30/2018    | 1.44               | 101.44                    | 101.68             | 101.79  | 100.34 | 99.30              | 101.85             | 100.39           | 101.06            |
| 12/31/2018    | (7.46)             | 93.87                     | 92.87              | 92.45   | 90.83  | 97.97              | 92.88              | 101.26           | 94.99             |
| 01/31/2019    | 7.40               | 100.82                    | 99.53              | 99.73   | 99.68  | 101.25             | 100.32             | 101.55           | 100.68            |
| 02/28/2019    | 2.07               | 102.91                    | 103.18             | 102.69  | 103.11 | 102.19             | 103.57             | 101.55           | 103.03            |
| 03/31/2019    | (0.61)             | 102.28                    | 103.23             | 104.53  | 105.80 | 102.90             | 105.44             | 102.33           | 104.50            |
| 04/30/2019    | 2.18               | 104.51                    | 105.87             | 108.64  | 110.81 | 103.99             | 109.74             | 102.23           | 107.55            |
| 05/31/2019    | (4.71)             | 99.59                     | 98.79              | 101.49  | 102.02 | 103.21             | 102.74             | 102.81           | 102.86            |
| 06/30/2019    | 5.82               | 105.39                    | 105.89             | 108.48  | 109.59 | 105.79             | 109.89             | 103.01           | 108.18            |
| 07/31/2019    | 0.20               | 105.60                    | 106.94             | 109.90  | 111.90 | 105.63             | 111.55             | 102.72           | 109.19            |
| 08/31/2019    | (2.07)             | 103.41                    | 105.10             | 107.91  | 108.99 | 106.02             | 109.69             | 103.50           | 108.16            |
| 09/30/2019    | 2.11               | 105.59                    | 107.15             | 109.77  | 109.49 | 106.34             | 111.82             | 103.11           | 109.58            |
| 10/31/2019    | 1.79               | 107.48                    | 107.66             | 112.01  | 113.50 | 106.65             | 114.29             | 103.20           | 111.27            |

|                    | Return for Period % | Annual Rate of Return % |
|--------------------|---------------------|-------------------------|
| Account:           | 7.48                | 7.48                    |
| Dow Jones Ind. Ave | 7.69                | 7.69                    |
| S&P 500            | 12.02               | 12.02                   |
| NASDAQ             | 13.50               | 13.50                   |
| Loomis Sayles Bond | 6.65                | 6.65                    |
| Spdr Tr Unit Ser 1 | 14.31               | 14.31                   |
| Vanguard ST Trsy   | 3.21                | 3.21                    |
| BMK (Mod. Growth)  | 11.27               | 11.27                   |