

# Appraisal Report

## IAM Demo Portfolio 3

07/01/20

<u>Type/Security</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>P/E</u>	<u>Beta</u>
<u>Money Market Funds</u>												
Portfolio Cash	53,537.55000		53,537.55		53,537.55	13.36	0.00	0.0	2,676.88	5.0		
			53,537.55		53,537.55	13.36	0.00	0.0	2,676.88	5.0		
<u>Exchange Traded Funds</u>												
Ishares MidCap Id	300.00000	106.800	32,040.00	177.820	53,346.00	13.31	21,306.00	66.5	1,035.00	1.9		1.19
Ishares SmallCap I	800.00000	40.931	32,745.00	68.290	54,632.00	13.63	21,887.00	66.8	960.00	1.8		1.23
Vanguard FTSE	800.00000	38.666	30,933.00	39.610	31,688.00	7.90	755.00	2.4	960.00	3.0		0.90
			95,718.00		139,666.00	34.84	43,948.00	45.9	2,955.00	2.1		1.14
<u>Mutual Funds</u>												
Dodge & Cox Fun	234.97600	142.521	33,489.03	160.700	37,760.67	9.42	4,271.64	12.8	939.91	2.5		
Loomis Sayles Bo	1,213.99900	14.209	17,249.71	12.770	15,502.77	3.87	-1,746.94	-10.1	352.06	2.3		
Vanguard ST Trsy	1,021.96560	9.911	10,128.61	10.890	11,129.20	2.78	1,000.59	9.9	173.74	1.6		
Vanguard Wellin	985.54270	38.489	37,932.37	41.320	40,722.61	10.16	2,790.24	7.4	1,054.54	2.6		
			98,799.72		105,115.25	26.22	6,315.53	6.4	2,520.25	2.4		
<u>Common Stocks</u>												
Aflac	424.35740	22.118	9,386.11	36.030	15,289.60	3.81	5,903.49	62.9	475.27	3.1	9.1	0.89
Chewy Inc. Class A	100.00000	30.750	3,075.00	44.690	4,469.00	1.11	1,394.00	45.3	0.00	0.0	-70.9	2.58
Community Bank	250.00000	21.231	5,307.65	57.020	14,255.00	3.56	8,947.35	168.6	410.00	2.9	17.9	0.71
Danaher Corpora	75.00000	131.949	9,896.21	176.830	13,262.25	3.31	3,366.04	34.0	54.00	0.4	40.2	1.11
Facebook	75.00000	115.120	8,634.00	227.070	17,030.25	4.25	8,396.25	97.3	0.00	0.0	31.1	1.18
General Electric	537.32895	22.892	12,300.51	6.830	3,669.95	0.92	-8,630.56	-70.2	21.50	0.6	-21.3	1.30
Target	200.00000	57.533	11,506.67	119.930	23,986.00	5.98	12,479.33	108.5	528.00	2.2	22.3	0.77
Walgreen Boots	250.00000	23.000	5,750.00	42.390	10,597.50	2.64	4,847.50	84.3	457.50	4.3	10.8	0.54
			65,856.15		102,559.55	25.58	36,703.40	55.7	1,946.27	1.9	16.7	0.96
<b>Totals:</b>			313,911.42		400,878.35		86,966.93	27.7	10,098.40	2.5	16.7	1.06

## Portfolio Holdings

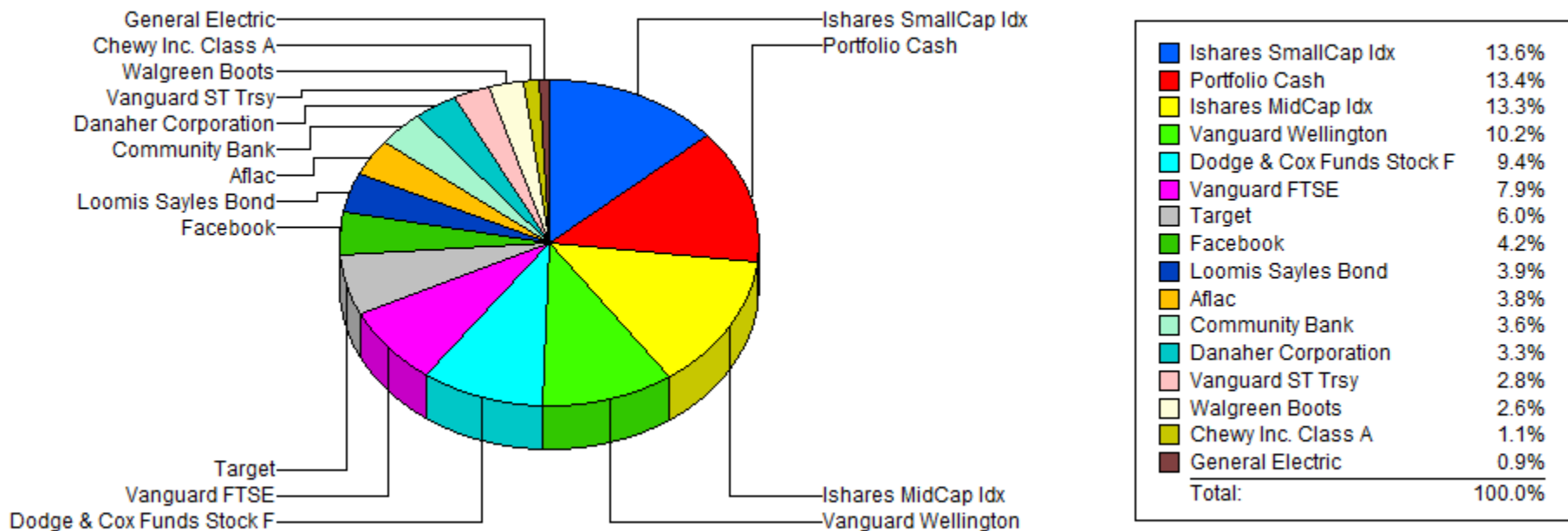
### IAM Demo Portfolio 3

07/01/20

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	68.290	54,632.00	13.63	21,887.00	66.8	960.00	1.8	
Portfolio Cash	53,537.55000		53,537.55		53,537.55	13.36	0.00	0.0	2,676.88	5.0	
Ishares MidCap Idx	300.00000	106.800	32,040.00	177.820	53,346.00	13.31	21,306.00	66.5	1,035.00	1.9	
Vanguard Wellington	985.54270	38.489	37,932.37	41.320	40,722.61	10.16	2,790.24	7.4	1,054.54	2.6	
Dodge & Cox Funds S	234.97600	142.521	33,489.03	160.700	37,760.67	9.42	4,271.64	12.8	939.91	2.5	
Vanguard FTSE	800.00000	38.666	30,933.00	39.610	31,688.00	7.90	755.00	2.4	960.00	3.0	
Target	200.00000	57.533	11,506.67	119.930	23,986.00	5.98	12,479.33	108.5	528.00	2.2	22.3
Facebook	75.00000	115.120	8,634.00	227.070	17,030.25	4.25	8,396.25	97.2	0.00	0.0	31.1
Loomis Sayles Bond	1,213.99900	14.209	17,249.71	12.770	15,502.77	3.87	-1,746.94	-10.1	352.06	2.3	
Aflac	424.35740	22.118	9,386.11	36.030	15,289.60	3.81	5,903.49	62.9	475.27	3.1	9.1
Community Bank	250.00000	21.231	5,307.65	57.020	14,255.00	3.56	8,947.35	168.6	410.00	2.9	17.9
Danaher Corporation	75.00000	131.949	9,896.21	176.830	13,262.25	3.31	3,366.04	34.0	54.00	0.4	40.2
Vanguard ST Trsy	1,021.96560	9.911	10,128.61	10.890	11,129.20	2.78	1,000.59	9.9	173.74	1.6	
Walgreen Boots	250.00000	23.000	5,750.00	42.390	10,597.50	2.64	4,847.50	84.3	457.50	4.3	10.8
Chewy Inc. Class A	100.00000	30.750	3,075.00	44.690	4,469.00	1.11	1,394.00	45.3	0.00	0.0	-70.9
General Electric	537.32895	22.892	12,300.51	6.830	3,669.95	0.92	-8,630.56	-70.2	21.50	0.6	-21.3
<b>Totals:</b>			<b>313,911.42</b>		<b>400,878.35</b>		<b>86,966.93</b>	<b>27.7</b>	<b>10,098.40</b>	<b>2.5</b>	<b>16.7</b>

## Portfolio Holdings IAM Demo Portfolio 3

### Percent of Portfolio



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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			53,537.55		53,537.55			0.0	24.36
<b>Total Money Market Funds</b>					53,537.55		53,537.55				
<b>Exchange Traded Funds</b>											
Ishares MidCap Idx	IJH	01/08/07	100.00000	81.000	8,100.00	177.820	17,782.00	9,682.00	119.53	6.0	13.49
Ishares MidCap Idx	IJH	06/20/11	40.00000	87.500	3,500.00	177.820	7,112.80	3,612.80	103.22	8.2	9.04
Ishares MidCap Idx	IJH	03/14/13	60.00000	114.000	6,840.00	177.820	10,669.20	3,829.20	55.98	6.3	7.30
Ishares MidCap Idx	IJH	02/25/14	100.00000	136.000	13,600.00	177.820	17,782.00	4,182.00	30.75	4.3	6.35
Subtotal: 4 positions			300.00000	106.800	32,040.00	177.820	53,346.00	21,306.00	66.50		9.28
Ishares SmallCap Idx	IJR	01/12/06	240.00000	29.285	7,028.40	68.290	16,389.60	9,361.20	133.19	6.0	14.48
Ishares SmallCap Idx	IJR	06/20/11	100.00000	35.000	3,500.00	68.290	6,829.00	3,329.00	95.11	7.7	9.04
Ishares SmallCap Idx	IJR	03/14/13	260.00000	43.610	11,338.60	68.290	17,755.40	6,416.80	56.59	6.3	7.30
Ishares SmallCap Idx	IJR	02/25/14	200.00000	54.390	10,878.00	68.290	13,658.00	2,780.00	25.56	3.6	6.35
Subtotal: 4 positions			800.00000	40.931	32,745.00	68.290	54,632.00	21,887.00	66.84		9.43
Vanguard FTSE	VWO	01/04/10	300.00000	38.360	11,508.00	39.610	11,883.00	375.00	3.26	0.3	10.50
Vanguard FTSE	VWO	02/25/14	500.00000	38.850	19,425.00	39.610	19,805.00	380.00	1.96	0.3	6.35
Subtotal: 2 positions			800.00000	38.666	30,933.00	39.610	31,688.00	755.00	2.44		7.91
<b>Total Exchange Traded Funds</b>					95,718.00		139,666.00	43,948.00	45.91		
<b>Mutual Funds</b>											
Dodge & Cox Funds St	DODGX	04/15/08	150.00000	122.000	18,300.00	160.700	24,105.00	5,805.00	31.72	2.3	12.22
Dodge & Cox Funds St	DODGX	09/25/12*	1.01510	118.215	120.00	160.700	163.13	43.13	35.94	4.0	7.77
Dodge & Cox Funds St	DODGX	03/26/14*	1.17340	171.007	200.66	160.700	188.57	-12.09	-6.03	-1.0	6.27
Dodge & Cox Funds St	DODGX	09/25/14*	0.49480	179.689	88.91	160.700	79.51	-9.40	-10.57	-1.9	5.77
Dodge & Cox Funds St	DODGX	12/22/14*	2.90400	179.883	522.38	160.700	466.67	-55.71	-10.66	-2.0	5.53
Dodge & Cox Funds St	DODGX	03/26/15*	2.27100	176.279	400.33	160.700	364.95	-35.38	-8.84	-1.7	5.27
Dodge & Cox Funds St	DODGX	06/25/15*	0.67650	164.878	111.54	160.700	108.71	-2.83	-2.54	-0.5	5.02
Dodge & Cox Funds St	DODGX	12/21/15*	7.43610	165.365	1,229.67	160.700	1,194.98	-34.69	-2.82	-0.6	4.53
Dodge & Cox Funds St	DODGX	03/23/16*	4.86900	155.946	759.30	160.700	782.45	23.15	3.05	0.7	4.28

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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	160.700	124.77	7.77	6.64	1.6	4.01
Dodge & Cox Funds St	DODGX	12/20/16*	7.32590	187.442	1,373.18	160.700	1,177.27	-195.91	-14.27	-4.3	3.53
Dodge & Cox Funds St	DODGX	03/23/17*	3.73400	203.942	761.52	160.700	600.05	-161.47	-21.20	-7.0	3.28
Dodge & Cox Funds St	DODGX	06/27/17*	0.65100	191.413	124.61	160.700	104.62	-19.99	-16.04	-5.6	3.01
Dodge & Cox Funds St	DODGX	09/26/17*	1.39500	198.616	277.07	160.700	224.18	-52.89	-19.09	-7.4	2.76
Dodge & Cox Funds St	DODGX	12/21/17	3.69300	202.773	748.84	160.700	593.47	-155.37	-20.75	-8.8	2.53
Dodge & Cox Funds St	DODGX	03/26/18*	3.27900	197.164	646.50	160.700	526.94	-119.56	-18.49	-8.6	2.27
Dodge & Cox Funds St	DODGX	06/26/18*	0.65100	202.458	131.80	160.700	104.62	-27.18	-20.62	-10.8	2.02
Dodge & Cox Funds St	DODGX	09/25/18*	0.58000	215.552	125.02	160.700	93.21	-31.81	-25.44	-15.3	1.77
Dodge & Cox Funds St	DODGX	12/19/18*	13.79900	173.091	2,388.48	160.700	2,217.50	-170.98	-7.16	-4.7	1.53
Dodge & Cox Funds St	DODGX	03/26/19*	7.98700	183.380	1,464.66	160.700	1,283.51	-181.15	-12.37	-9.9	1.27
Dodge & Cox Funds St	DODGX	06/25/19*	1.29500	185.714	240.50	160.700	208.11	-32.39	-13.47	-13.2	1.02
Dodge & Cox Funds St	DODGX	09/24/19*	0.96780	187.477	181.44	160.700	155.53	-25.91	-14.28	-18.1	0.77
Dodge & Cox Funds St	DODGX	12/19/19*	12.24700	191.784	2,348.78	160.700	1,968.09	-380.69	-16.21	-28.1	0.53
Dodge & Cox Funds St	DODGX	03/26/20*	4.60400	139.470	642.12	160.700	739.86	97.74	15.22	69.5	0.27
Dodge & Cox Funds St	DODGX	06/25/20*	1.15100	160.487	184.72	160.700	184.97	0.25	0.14	7.3	0.02
Subtotal: 25 positions			234.97600	142.521	33,489.03	160.700	37,760.67	4,271.64	12.76		8.70
Loomis Sayles Bond	LSBRX	04/14/10	700.00000	13.479	9,435.30	12.770	8,939.00	-496.30	-5.26	-0.5	10.22
Loomis Sayles Bond	LSBRX	03/14/13	500.00000	15.260	7,630.00	12.770	6,385.00	-1,245.00	-16.32	-2.4	7.30
Loomis Sayles Bond	LSBRX	01/27/20*	5.90700	13.801	81.52	12.770	75.43	-6.09	-7.47	-16.5	0.43
Loomis Sayles Bond	LSBRX	02/27/20*	2.86200	13.473	38.56	12.770	36.55	-2.01	-5.21	-14.4	0.34
Loomis Sayles Bond	LSBRX	03/30/20*	3.29900	12.043	39.73	12.770	42.13	2.40	6.04	25.6	0.25
Loomis Sayles Bond	LSBRX	06/25/20*	1.93100	12.740	24.60	12.770	24.66	0.06	0.24	13.5	0.02
Subtotal: 6 positions			1,213.99900	14.209	17,249.71	12.770	15,502.77	-1,746.94	-10.13		8.90
Vanguard ST Trsy	VFISX	04/14/10	1,000.00000	9.893	9,893.20	10.890	10,890.00	996.80	10.08	0.9	10.22
Vanguard ST Trsy	VFISX	01/27/20*	7.29300	10.601	77.31	10.890	79.42	2.11	2.73	6.5	0.43
Vanguard ST Trsy	VFISX	02/28/20*	0.93760	10.740	10.07	10.890	10.21	0.14	1.39	4.1	0.34
Vanguard ST Trsy	VFISX	03/30/20*	3.05500	10.723	32.76	10.890	33.27	0.51	1.56	6.2	0.25
Vanguard ST Trsy	VFISX	04/28/20*	4.01400	10.837	43.50	10.890	43.71	0.21	0.48	2.7	0.18
Vanguard ST Trsy	VFISX	05/27/20*	3.62300	10.671	38.66	10.890	39.45	0.79	2.04	22.8	0.10
Vanguard ST Trsy	VFISX	06/25/20*	3.04300	10.881	33.11	10.890	33.14	0.03	0.09	4.8	0.02

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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: 7 positions			1,021.96560	9.911	10,128.61	10.890	11,129.20	1,000.59	9.88		10.01
Vanguard Wellington	VWELX	01/06/14	400.00000	37.730	15,092.00	41.320	16,528.00	1,436.00	9.51	1.4	6.49
Vanguard Wellington	VWELX	02/25/14	300.00000	38.110	11,433.00	41.320	12,396.00	963.00	8.42	1.3	6.35
Vanguard Wellington	VWELX	02/08/17	100.00000	39.600	3,960.00	41.320	4,132.00	172.00	4.34	1.3	3.39
Vanguard Wellington	VWELX	06/23/17*	5.32900	40.983	218.40	41.320	220.19	1.79	0.82	0.3	3.02
Vanguard Wellington	VWELX	09/28/17*	5.22100	42.090	219.75	41.320	215.73	-4.02	-1.83	-0.7	2.76
Vanguard Wellington	VWELX	12/22/17*	37.85000	41.973	1,588.67	41.320	1,563.96	-24.71	-1.56	-0.6	2.53
Vanguard Wellington	VWELX	03/14/18*	4.79270	41.670	199.71	41.320	198.03	-1.68	-0.84	-0.4	2.30
Vanguard Wellington	VWELX	06/15/18*	6.26200	41.520	260.00	41.320	258.75	-1.25	-0.48	-0.2	2.05
Vanguard Wellington	VWELX	09/20/18*	5.46400	43.064	235.30	41.320	225.77	-9.53	-4.05	-2.3	1.78
Vanguard Wellington	VWELX	12/18/18*	62.75000	37.293	2,340.14	41.320	2,592.83	252.69	10.80	6.9	1.54
Vanguard Wellington	VWELX	03/20/19*	5.97100	39.915	238.33	41.320	246.72	8.39	3.52	2.7	1.28
Vanguard Wellington	VWELX	06/14/19*	6.31400	40.827	257.78	41.320	260.89	3.11	1.21	1.1	1.05
Vanguard Wellington	VWELX	09/30/19*	5.85000	42.487	248.55	41.320	241.72	-6.83	-2.75	-3.6	0.75
Vanguard Wellington	VWELX	12/27/19*	26.62900	43.501	1,158.38	41.320	1,100.31	-58.07	-5.01	-9.5	0.51
Vanguard Wellington	VWELX	03/20/20*	7.76500	33.623	261.08	41.320	320.85	59.77	22.89	106.2	0.28
Vanguard Wellington	VWELX	06/19/20*	5.34500	41.399	221.28	41.320	220.86	-0.42	-0.19	-5.2	0.03
Subtotal: 16 positions			985.54270	38.489	37,932.37	41.320	40,722.61	2,790.24	7.36		5.21
<b>Total Mutual Funds</b>					98,799.72		105,115.25	6,315.53	6.39		
<b>Common Stocks</b>											
Aflac	AFL	08/15/05	240.00000	21.118	5,068.40	36.030	8,647.20	3,578.80	70.61	3.7	14.89
Aflac	AFL	08/15/05	10.00000	21.118	211.18	36.030	360.30	149.12	70.61	3.7	14.89
Aflac	AFL	02/15/06*	0.82020	23.775	19.50	36.030	29.55	10.05	51.54	2.9	14.38
Aflac	AFL	05/17/06*	0.83320	23.464	19.55	36.030	30.02	10.47	53.55	3.1	14.13
Aflac	AFL	08/23/06*	0.90880	21.578	19.61	36.030	32.74	13.13	66.96	3.8	13.87
Aflac	AFL	11/15/06*	1.09260	22.149	24.20	36.030	39.37	15.17	62.69	3.6	13.64
Aflac	AFL	02/14/07*	1.16820	24.037	28.08	36.030	42.09	14.01	49.89	3.1	13.39
Aflac	AFL	08/15/07*	1.09540	28.528	31.25	36.030	39.47	8.22	26.30	1.8	12.89
Aflac	AFL	11/14/07*	1.03200	30.388	31.36	36.030	37.18	5.82	18.56	1.4	12.64
Aflac	AFL	02/15/08*	1.16600	31.595	36.84	36.030	42.01	5.17	14.03	1.1	12.38

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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	05/19/08*	1.11760	33.080	36.97	36.030	40.27	3.30	8.93	0.7	12.13
Aflac	AFL	08/18/08*	1.26320	29.378	37.11	36.030	45.51	8.40	22.64	1.7	11.88
Aflac	AFL	11/17/08*	2.92200	16.855	49.25	36.030	105.28	56.03	113.77	6.8	11.63
Aflac	AFL	02/13/09*	43.62000	1.327	57.88	36.030	1,571.63	1,513.75	2,615.32	33.6	11.39
Aflac	AFL	05/18/09*	3.73600	17.125	63.98	36.030	134.61	70.63	110.39	6.9	11.13
Aflac	AFL	08/17/09*	3.08200	20.931	64.51	36.030	111.04	46.53	72.13	5.1	10.88
Aflac	AFL	11/16/09*	2.99400	21.690	64.94	36.030	107.87	42.93	66.11	4.9	10.63
Aflac	AFL	02/11/10*	2.77200	23.579	65.36	36.030	99.88	34.52	52.82	4.2	10.39
Aflac	AFL	05/17/10*	3.03000	21.700	65.75	36.030	109.17	43.42	66.04	5.1	10.13
Aflac	AFL	08/16/10*	3.14300	23.729	74.58	36.030	113.24	38.66	51.84	4.3	9.88
Aflac	AFL	11/15/10*	2.62600	27.190	71.40	36.030	94.61	23.21	32.51	3.0	9.63
Aflac	AFL	02/11/11*	2.43800	29.434	71.76	36.030	87.84	16.08	22.41	2.2	9.39
Aflac	AFL	05/16/11*	2.95400	24.418	72.13	36.030	106.43	34.30	47.55	4.3	9.13
Aflac	AFL	08/15/11*	4.19360	17.305	72.57	36.030	151.10	78.53	108.21	8.6	8.88
Aflac	AFL	11/14/11*	3.83600	20.991	80.52	36.030	138.21	57.69	71.65	6.5	8.64
Aflac	AFL	02/13/12*	3.36800	24.005	80.85	36.030	121.35	40.50	50.09	5.0	8.39
Aflac	AFL	06/19/12*	4.14600	19.387	80.38	36.030	149.38	69.00	85.84	8.0	8.04
Aflac	AFL	08/13/12*	3.54200	23.066	81.70	36.030	127.62	45.92	56.21	5.8	7.89
Aflac	AFL	11/09/12*	3.30600	26.573	87.85	36.030	119.12	31.27	35.59	4.1	7.65
Aflac	AFL	02/13/13*	3.57600	24.771	88.58	36.030	128.84	40.26	45.45	5.2	7.38
Aflac	AFL	08/19/13*	2.09300	30.081	62.96	36.030	75.41	12.45	19.77	2.7	6.87
Aflac	AFL	11/18/13*	2.01000	33.308	66.95	36.030	72.42	5.47	8.17	1.2	6.62
Aflac	AFL	02/14/14*	2.16100	31.152	67.32	36.030	77.86	10.54	15.66	2.3	6.38
Aflac	AFL	05/19/14*	2.21000	30.638	67.71	36.030	79.63	11.92	17.60	2.7	6.12
Aflac	AFL	08/18/14*	2.35600	28.943	68.19	36.030	84.89	16.70	24.49	3.8	5.87
Aflac	AFL	11/17/14*	2.36600	30.545	72.27	36.030	85.25	12.98	17.96	3.0	5.62
Aflac	AFL	02/12/15*	2.35360	30.902	72.73	36.030	84.80	12.07	16.60	2.9	5.39
Aflac	AFL	05/18/15*	2.36200	30.982	73.18	36.030	85.10	11.92	16.29	3.0	5.13
Aflac	AFL	08/17/15*	2.49800	29.424	73.50	36.030	90.00	16.50	22.45	4.2	4.88
Aflac	AFL	11/16/15*	2.37400	32.831	77.94	36.030	85.54	7.60	9.75	2.0	4.63
Aflac	AFL	02/11/16*	2.74400	28.655	78.63	36.030	98.87	20.24	25.74	5.4	4.39
Aflac	AFL	05/16/16*	2.30740	34.229	78.98	36.030	83.14	4.16	5.27	1.3	4.13
Aflac	AFL	08/22/16*	2.17140	36.442	79.13	36.030	78.24	-0.89	-1.12	-0.3	3.86

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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	11/14/16*	2.30860	36.134	83.42	36.030	83.18	-0.24	-0.29	-0.1	3.63
Aflac	AFL	02/13/17*	2.37460	35.492	84.28	36.030	85.56	1.28	1.52	0.4	3.38
Aflac	AFL	05/22/17*	2.29340	36.936	84.71	36.030	82.63	-2.08	-2.46	-0.8	3.11
Aflac	AFL	08/21/17*	2.12800	40.089	85.31	36.030	76.67	-8.64	-10.13	-3.7	2.86
Aflac	AFL	11/14/17*	2.12600	42.098	89.50	36.030	76.60	-12.90	-14.41	-5.7	2.63
Aflac	AFL	02/20/18*	2.34600	44.442	104.26	36.030	84.53	-19.73	-18.92	-8.5	2.36
Aflac	AFL	05/22/18*	2.29800	45.596	104.78	36.030	82.80	-21.98	-20.98	-10.5	2.11
Aflac	AFL	08/21/18*	2.24400	46.925	105.30	36.030	80.85	-24.45	-23.22	-13.2	1.86
Aflac	AFL	11/20/18*	2.39500	44.284	106.06	36.030	86.29	-19.77	-18.64	-12.0	1.61
Aflac	AFL	02/19/19*	2.25960	48.991	110.70	36.030	81.41	-29.29	-26.46	-20.1	1.36
Aflac	AFL	05/21/19*	2.14100	51.957	111.24	36.030	77.14	-34.10	-30.65	-27.9	1.12
Aflac	AFL	08/20/19*	2.15500	51.870	111.78	36.030	77.64	-34.14	-30.54	-34.3	0.87
Aflac	AFL	11/19/19*	2.07600	54.104	112.32	36.030	74.80	-37.52	-33.40	-48.1	0.62
Aflac	AFL	02/18/20*	2.25600	51.879	117.04	36.030	81.28	-35.76	-30.55	-62.7	0.37
Aflac	AFL	05/19/20*	3.16800	56.149	177.88	36.030	114.14	-63.74	-35.83	-97.5	0.12
Subtotal: 58 positions			424.35740	22.118	9,386.11	36.030	15,289.60	5,903.49	62.90		12.01
Chewy Inc. Class A	CHWY	02/21/20	100.00000	30.750	3,075.00	44.690	4,469.00	1,394.00	45.33	181.2	0.36
Community Bank	CBU	02/14/08	250.00000	21.231	5,307.65	57.020	14,255.00	8,947.35	168.57	8.3	12.39
Danaher Corporation	DHR	05/02/19	75.00000	131.949	9,896.21	176.830	13,262.25	3,366.04	34.01	28.4	1.17
Facebook	FB	12/01/16	75.00000	115.120	8,634.00	227.070	17,030.25	8,396.25	97.25	20.9	3.58
General Electric	GE	12/23/09	0.75210	15.131	11.38	6.830	5.14	-6.24	-54.83	-7.3	10.53
General Electric	GE	02/25/10*	1.15600	16.073	18.58	6.830	7.90	-10.68	-57.48	-7.9	10.35
General Electric	GE	09/16/10*	1.34680	16.662	22.44	6.830	9.20	-13.24	-59.00	-8.7	9.80
General Electric	GE	12/22/10*	1.46100	18.042	26.36	6.830	9.98	-16.38	-62.14	-9.7	9.53
General Electric	GE	02/24/11*	1.26950	20.922	26.56	6.830	8.67	-17.89	-67.36	-11.3	9.36
General Electric	GE	05/24/11	205.00000	20.223	4,145.78	6.830	1,400.15	-2,745.63	-66.23	-11.2	9.11
General Electric	GE	06/15/11*	4.09800	17.972	73.65	6.830	27.99	-45.66	-62.00	-10.1	9.05
General Electric	GE	09/15/11*	4.58970	16.180	74.26	6.830	31.35	-42.91	-57.78	-9.3	8.80
General Electric	GE	12/22/11*	4.65995	18.230	84.95	6.830	31.83	-53.12	-62.53	-10.9	8.53
General Electric	GE	02/17/12*	4.45300	19.241	85.68	6.830	30.41	-55.27	-64.51	-11.6	8.38



## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

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>											
General Electric	GE	06/21/12*	2.92710	20.840	61.00	6.830	19.99	-41.01	-67.23	-13.0	8.03
General Electric	GE	09/20/12*	2.73510	22.500	61.54	6.830	18.68	-42.86	-69.65	-14.2	7.78
General Electric	GE	12/20/12*	3.30300	20.990	69.33	6.830	22.56	-46.77	-67.46	-13.8	7.53
General Electric	GE	02/19/13*	2.79500	22.909	64.03	6.830	19.09	-44.94	-70.19	-15.1	7.37
General Electric	GE	09/12/13*	2.68300	24.268	65.11	6.830	18.32	-46.79	-71.86	-17.0	6.81
General Electric	GE	12/13/13*	2.71300	27.833	75.51	6.830	18.53	-56.98	-75.46	-19.3	6.55
General Electric	GE	02/20/14*	5.14520	25.482	131.11	6.830	35.14	-95.97	-73.20	-18.7	6.36
General Electric	GE	02/25/14	200.00000	25.300	5,060.00	6.830	1,366.00	-3,694.00	-73.00	-18.6	6.35
General Electric	GE	06/19/14*	5.00260	26.430	132.22	6.830	34.17	-98.05	-74.16	-20.1	6.04
General Electric	GE	09/18/14*	5.21400	25.573	133.34	6.830	35.61	-97.73	-73.29	-20.4	5.79
General Electric	GE	12/19/14*	5.76900	24.372	140.60	6.830	39.40	-101.20	-71.98	-20.5	5.54
General Electric	GE	02/19/15*	5.10200	25.563	130.42	6.830	34.85	-95.57	-73.28	-21.8	5.37
General Electric	GE	06/18/15*	4.90100	26.852	131.60	6.830	33.47	-98.13	-74.57	-23.8	5.04
General Electric	GE	09/17/15*	5.32600	24.921	132.73	6.830	36.38	-96.35	-72.59	-23.7	4.79
General Electric	GE	03/25/16*	4.57900	29.233	133.86	6.830	31.27	-102.59	-76.64	-28.8	4.27
General Electric	GE	06/16/16*	4.52100	29.679	134.18	6.830	30.88	-103.30	-76.99	-30.4	4.04
General Electric	GE	09/15/16*	4.57920	29.710	136.05	6.830	31.28	-104.77	-77.01	-32.1	3.79
General Electric	GE	12/22/16*	4.49500	31.822	143.04	6.830	30.70	-112.34	-78.54	-35.3	3.53
General Electric	GE	03/20/17*	4.80100	30.025	144.15	6.830	32.79	-111.36	-77.25	-36.3	3.28
General Electric	GE	06/13/17*	3.34100	57.986	193.73	6.830	22.82	-170.91	-88.22	-50.3	3.05
General Electric	GE	09/15/17*	6.10400	23.933	146.09	6.830	41.69	-104.40	-71.46	-36.1	2.79
General Electric	GE	12/26/17*	4.23300	17.430	73.78	6.830	28.91	-44.87	-60.82	-31.1	2.52
General Electric	GE	03/14/18*	5.12620	14.490	74.28	6.830	35.01	-39.27	-52.87	-27.9	2.30
General Electric	GE	06/15/18*	5.63000	13.300	74.88	6.830	38.45	-36.43	-48.65	-27.8	2.05
General Electric	GE	09/13/18*	5.96100	12.677	75.57	6.830	40.71	-34.86	-46.13	-29.0	1.80
General Electric	GE	12/13/18*	0.89200	7.130	6.36	6.830	6.09	-0.27	-4.25	-2.8	1.55
General Electric	GE	03/08/19*	0.66450	9.571	6.36	6.830	4.54	-1.82	-28.62	-22.5	1.32
Subtotal: 37 positions			537.32895	22.892	12,300.51	6.830	3,669.95	-8,630.56	-70.16		7.15
Target	TGT	03/01/17	200.00000	57.533	11,506.67	119.930	23,986.00	12,479.33	108.45	24.6	3.34
Walgreen Boots	WBA	03/01/09	250.00000	23.000	5,750.00	42.390	10,597.50	4,847.50	84.30	5.5	11.34

## Security Basis - Tax Lots

### IAM Demo Portfolio 3

07/01/20

<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>Total Common Stocks</b>					65,856.15		102,559.55	36,703.40	55.73		
<b><u>Totals:</u></b>					<u>313,911.42</u>		<u>400,878.35</u>	<u>86,966.93</u>	<u>27.70</u>		

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2020 Thru 07/01/2020**  
**By Monthly Totals**

07/01/20

Date/Security	Taxable		Nontaxable		Gain Distributions		Other Income	Total
	Interest	Dividends	Interest	Dividends	Short-Term	Long-Term		
<b>January 2020</b>								
01/27/20 Loomis Sayles Bond		81.52						81.52
01/27/20 Vanguard ST Trsy		77.31						77.31
<b>Total January 2020</b>		158.83						158.83
<b>February 2020</b>								
02/18/20 Aflac		117.04						117.04
02/18/20 Walgreen Boots		137.40						137.40
02/18/20 Target		132.00						132.00
02/27/20 Loomis Sayles Bond		38.56						38.56
02/28/20 Vanguard ST Trsy		10.07						10.07
<b>Total February 2020</b>		435.07						435.07
<b>March 2020</b>								
03/13/20 Community Bank		102.50						102.50
03/13/20 Danaher Corporation		17.00						17.00
03/13/20 General Electric		5.37						5.37
03/20/20 Vanguard Wellington		261.08						261.08
03/23/20 Vanguard FTSE		46.40						46.40
03/25/20 Ishares MidCap Idx		240.30						240.30
03/25/20 Ishares SmallCap Idx		201.60						201.60
03/26/20 Dodge & Cox Funds Stoc		642.12						642.12
03/26/20 Danaher Corporation		13.50						13.50
03/30/20 Loomis Sayles Bond		39.73						39.73
03/30/20 Vanguard ST Trsy		32.76						32.76
<b>Total March 2020</b>		1,602.36						1,602.36
<b>April 2020</b>								
04/28/20 Vanguard ST Trsy		43.50						43.50
<b>Total April 2020</b>		43.50						43.50
<b>May 2020</b>								
05/19/20 Aflac		177.88						177.88
05/19/20 Target		132.00						132.00
05/19/20 Walgreen Boots		114.50						114.50
05/27/20 Vanguard ST Trsy		38.66						38.66
<b>Total May 2020</b>		463.04						463.04
<b>June 2020</b>								
06/12/20 Community Bank		102.50						102.50

**Income / Dividend Received**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2020 Thru 07/01/2020**  
**By Monthly Totals**

07/01/20

<u>Date/Security</u>	<u>Taxable</u>		<u>Nontaxable</u>		<u>Gain Distributions</u>		<u>Other</u>	<u>Total</u>
	<u>Interest</u>	<u>Dividends</u>	<u>Interest</u>	<u>Dividends</u>	<u>Short-Term</u>	<u>Long-Term</u>	<u>Income</u>	
<b>June 2020</b>								
06/15/20		Ishares MidCap Idx		194.70				194.70
06/15/20		Ishares SmallCap Idx		188.00				188.00
06/15/20		Vanguard FTSE		136.00				136.00
06/19/20		Vanguard Wellington		221.28				221.28
06/25/20		Dodge & Cox Funds Stoc		184.72				184.72
06/25/20		Loomis Sayles Bond		24.60				24.60
06/25/20		Vanguard ST Trsy		33.11				33.11
06/25/20		Danaher Corporation		13.50				13.50
06/25/20		General Electric		5.37				5.37
<b>Total June 2020</b>				1,103.78				1,103.78
<b>Totals</b>				3,806.58				3,806.58

**Sold Securities**  
**IAM Demo Portfolio 3**  
**Date Range - 01/01/2020 Thru 07/01/2020**

07/01/20

<u>Security</u>	<u>Purchase Date</u>	<u>Sale Date</u>	<u>Years Held</u>	<u>Quantity</u>	<u>Unit Cost</u>	<u>Total Cost</u>	<u>Unit Price</u>	<u>Sale Proceeds</u>	<u>Realized Gain/Loss</u>	<u>% G/L</u>	<u>Annl. % GL</u>
<b>Short Term Activity:</b>											
Danaher Corporation	05/02/19	02/21/20	0.808	25.00000	131.950	3,298.74	159.770	3,994.25	695.51	21.08	26.7
<b>Total Short Term Activity:</b>						3,298.74		3,994.25	695.51	21.08	
<b>Long Term Activity:</b>											
Walgreen Boots	03/01/09	02/21/20	10.984	50.00000	23.000	1,150.00	52.000	2,600.00	1,450.00	126.09	7.7
<b>Total Long Term Activity:</b>						1,150.00		2,600.00	1,450.00	126.09	
<b>Total Net Activity</b>						4,448.74		6,594.25	2,145.51	48.23	

## Estimated Income Report

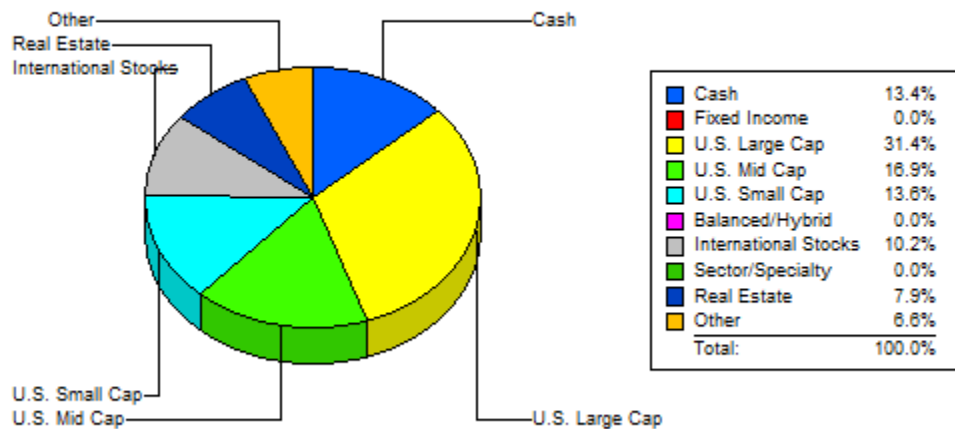
### IAM Demo Portfolio 3

<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	53,537.55000	53,537.55	53,537.55	0.00	0.00	2,676.88	5.0
			53,537.55	53,537.55	0.00	0.00	2,676.88	5.0
<u>Exchange Traded Funds</u>								
Ishares MidCap Idx	IJH	300.00000	32,040.00	53,346.00	0.00	21,306.00	1,035.00	1.9
Ishares SmallCap Idx	IJR	800.00000	32,745.00	54,632.00	0.00	21,887.00	960.00	1.8
Vanguard FTSE	VWO	800.00000	30,933.00	31,688.00	0.00	755.00	960.00	3.0
			95,718.00	139,666.00	0.00	43,948.00	2,955.00	2.1
<u>Mutual Funds</u>								
Dodge & Cox Funds	DODGX	234.97600	33,489.03	37,760.67	-308.61	4,580.25	939.91	2.5
Loomis Sayles Bond	LSBRX	1,213.99900	17,249.71	15,502.77	-5.64	-1,741.30	352.06	2.3
Vanguard ST Trsy	VFISX	1,021.96560	10,128.61	11,129.20	3.79	996.80	173.74	1.6
Vanguard Wellington	VWELX	985.54270	37,932.37	40,722.61	-5.55	2,795.79	1,054.54	2.6
			98,799.72	105,115.25	-316.01	6,631.54	2,520.25	2.4
<u>Common Stocks</u>								
Aflac	AFL	424.35740	9,386.11	15,289.60	-171.16	6,074.65	475.27	3.1
Chewy Inc. Class A	CHWY	100.00000	3,075.00	4,469.00	1,394.00	0.00	0.00	0.0
Community Bank	CBU	250.00000	5,307.65	14,255.00	0.00	8,947.35	410.00	2.9
Danaher Corporation	DHR	75.00000	9,896.21	13,262.25	0.00	3,366.04	54.00	0.4
Facebook	FB	75.00000	8,634.00	17,030.25	0.00	8,396.25	0.00	0.0
General Electric	GE	537.32895	12,300.51	3,669.95	0.00	-8,630.56	21.50	0.6
Target	TGT	200.00000	11,506.67	23,986.00	0.00	12,479.33	528.00	2.2
Walgreen Boots	WBA	250.00000	5,750.00	10,597.50	0.00	4,847.50	457.50	4.3
			65,856.15	102,559.55	1,222.84	35,480.56	1,946.27	1.9
	<b>Totals:</b>		313,911.42	400,878.35	906.83	86,060.10	10,098.40	2.5

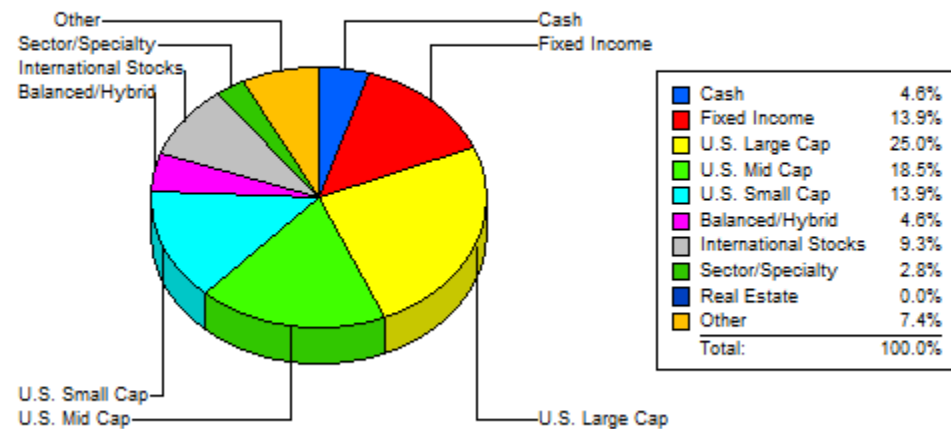
## Allocation Rebalancing Level 1 - Summary IAM Demo Portfolio 3

Asset Class	Market Value	Current Allocation %	Recommend Allocation %	Absolute Difference %	Relative Difference %	Rebalancing Amount
Cash	53,537.55	13.36	5.00	-8.36	-167.20	-33,493.63
Fixed Income	0.00	0.00	15.00	15.00	100.00	60,131.75
U.S. Large Cap	126,065.22	31.45	27.00	-4.45	-16.48	-17,828.07
U.S. Mid Cap	67,601.00	16.86	20.00	3.14	15.70	12,574.67
U.S. Small Cap	54,632.00	13.63	15.00	1.37	9.13	5,499.75
Balanced/Hybrid	0.00	0.00	5.00	5.00	100.00	20,043.92
International Stocks	40,722.61	10.16	10.00	-0.16	-1.60	-634.77
Sector/Specialty	0.00	0.00	3.00	3.00	100.00	12,026.35
Real Estate	31,688.00	7.90	0.00	-7.90	0.00	-31,688.00
Other	26,631.97	6.64	8.00	1.36	17.00	5,438.30
<b>Grand Total</b>	<b>400,878.35</b>					

**Current Allocation**



**Target Allocation**



## Allocation Rebalancing Level 1 - Details

### IAM Demo Portfolio 3

07/01/20

Asset Class	Security Name	Market Price	Market Value	Current Allocation %	Recommend Allocation %	Absolute Difference %	Relative Difference %	Rebalancing Allocation
<b>Cash</b>								
MMF1	Portfolio Cash	1.000	53,537.55	13.36	5.00	-8.36	-167.20	-33,493.63
<b>Totals for Cash</b>			<b>53,537.55</b>	<b>13.36</b>	<b>5.00</b>	<b>-8.36</b>	<b>-167.20</b>	
<b>Fixed Income</b>								
No Securities Found		0.000	0.00	0.00				
<b>Totals for Fixed Income</b>			<b>0.00</b>	<b>0.00</b>	<b>15.00</b>	<b>15.00</b>	<b>100.00</b>	
<b>U.S. Large Cap</b>								
AFL	Aflac	36.030	15,289.60	3.81	3.00	-0.81	-27.00	-3,263.25
CHWY	Chewy Inc. Class A	44.690	4,469.00	1.11	0.00	-1.11	0.00	-4,469.00
DHR	Danaher Corporation	176.830	13,262.25	3.31	0.00	-3.31	0.00	-13,262.25
DODGX	Dodge & Cox Funds Stock Fund	160.700	37,760.67	9.42	7.00	-2.42	-34.57	-9,699.19
XOM	Exxon	44.720	0.00	0.00	4.00	4.00	100.00	16,035.13
FB	Facebook	227.070	17,030.25	4.25	3.00	-1.25	-41.67	-5,003.90
GE	General Electric	6.830	3,669.95	0.92	3.00	2.08	69.33	8,356.40
TGT	Target	119.930	23,986.00	5.98	3.00	-2.98	-99.33	-11,959.65
WBA	Walgreen Boots	42.390	10,597.50	2.64	4.00	1.36	34.00	5,437.63
<b>Totals for U.S. Large Cap</b>			<b>126,065.22</b>	<b>31.45</b>	<b>27.00</b>	<b>-4.45</b>	<b>-16.48</b>	
<b>U.S. Mid Cap</b>								
CBU	Community Bank	57.020	14,255.00	3.56	5.00	1.44	28.80	5,788.92
IJH	Ishares MidCap Idx	177.820	53,346.00	13.31	0.00	-13.31	0.00	-53,346.00
IJK	iShares S&P Mid-Cap 400 Growth	224.020	0.00	0.00	15.00	15.00	100.00	60,131.75
<b>Totals for U.S. Mid Cap</b>			<b>67,601.00</b>	<b>16.86</b>	<b>20.00</b>	<b>3.14</b>	15.70	
<b>U.S. Small Cap</b>								
IJR	Ishares SmallCap Idx	68.290	54,632.00	13.63	15.00	1.37	9.13	5,499.75
<b>Totals for U.S. Small Cap</b>			<b>54,632.00</b>	<b>13.63</b>	<b>15.00</b>	<b>1.37</b>	9.13	
<b>Balanced/Hybrid</b>								
No Securities Found		0.000	0.00	0.00				
<b>Totals for Balanced/Hybrid</b>			<b>0.00</b>	<b>0.00</b>	<b>5.00</b>	<b>5.00</b>	<b>100.00</b>	
<b>International Stocks</b>								
VWELX	Vanguard Wellington	41.320	40,722.61	10.16	5.00	-5.16	-103.20	-20,678.69
<b>Totals for International Stocks</b>			<b>40,722.61</b>	<b>10.16</b>	<b>10.00</b>	<b>-0.16</b>	<b>-1.60</b>	
<b>Sector/Specialty</b>								
No Securities Found		0.000	0.00	0.00				



## Allocation Rebalancing Level 1 - Details

### IAM Demo Portfolio 3

07/01/20

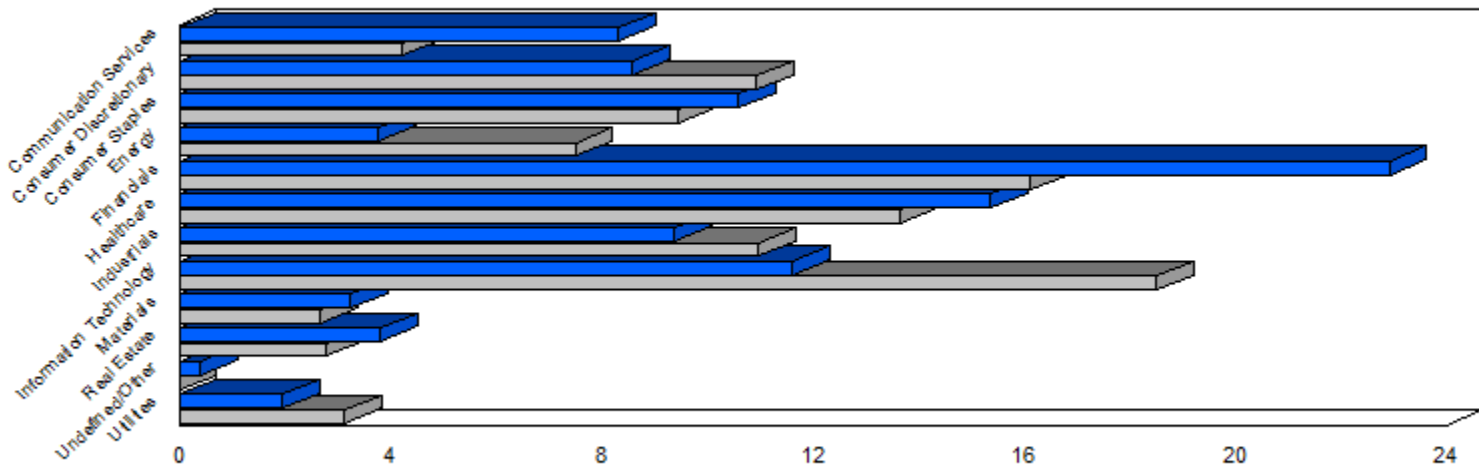
Asset Class	Security Name	Market Price	Market Value	Current Allocation %	Recommend Allocation %	Absolute Difference %	Relative Difference %	Rebalancing Allocation
<b>Totals for Sector/Specialty</b>			<b>0.00</b>	<b>0.00</b>	<b>3.00</b>	<b>3.00</b>	<b>100.00</b>	
<b>Real Estate</b>								
VWO	Vanguard FTSE	39.610	31,688.00	7.90	10.00	2.10	21.00	8,399.84
<b>Totals for Real Estate</b>			<b>31,688.00</b>	<b>7.90</b>	<b>0.00</b>	<b>-7.90</b>	0.00	
<b>Other</b>								
LSBRX	Loomis Sayles Bond	12.770	15,502.77	3.87	0.00	-3.87	0.00	-15,502.77
VFISX	Vanguard ST Trsy	10.890	11,129.20	2.78	0.00	-2.78	0.00	-11,129.20
<b>Totals for Other</b>			<b>26,631.97</b>	<b>6.64</b>	<b>8.00</b>	<b>1.36</b>	17.00	
<b>Grand Total</b>			<b>400,878.35</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	8.32	4.21	-4.11	25,498.57	12,905.15	-12,593.42
Consumer Discretionary	8.60	10.93	2.33	26,352.03	33,504.34	7,152.31
Consumer Staples	10.59	9.45	-1.14	32,472.42	28,967.62	-3,504.80
Energy	3.76	7.51	3.75	11,529.11	23,020.82	11,491.71
Financials	22.94	16.15	-6.79	70,331.49	49,505.50	-20,825.99
Healthcare	15.39	13.68	-1.71	47,182.24	41,934.07	-5,248.17
Industrials	9.38	10.98	1.60	28,741.77	33,657.61	4,915.84
Information Technology	11.62	18.51	6.89	35,629.33	56,739.74	21,110.41
Materials	3.24	2.67	-0.57	9,941.54	8,184.50	-1,757.04
Real Estate	3.81	2.77	-1.04	11,666.55	8,491.04	-3,175.51
Undefined/Other	0.40	0.00	-0.40	1,219.80	0.00	-1,219.80
Utilities	1.95	3.14	1.19	5,970.76	9,625.22	3,654.46
<b>Grand Total</b>				<b>306,535.61</b>		

### Allocation Comparison



Blue = Current Gray = Target

## Portfolio Summary

### IAM Demo Portfolio 3

#### IRR Period - Since Inception

07/01/20

Portfolio Beginning Market Value	0.00
Net Additions/Withdrawals for Period	194,107.97
Realized Capital Gain	119,803.44
Unrealized Capital Gain	86,966.94
<b>Portfolio Ending Market Value</b>	<b>400,878.35</b>

<u>Income Received</u>	
Dividend Income Received	80,294.75
Interest Income Received	3,605.28
Other Income Received	0.00
	<u>83,900.03</u>

<u>Capital Gain Distributions</u>	
Short-Term Received	117.78
Long-Term Received	249.86
	<u>367.64</u>

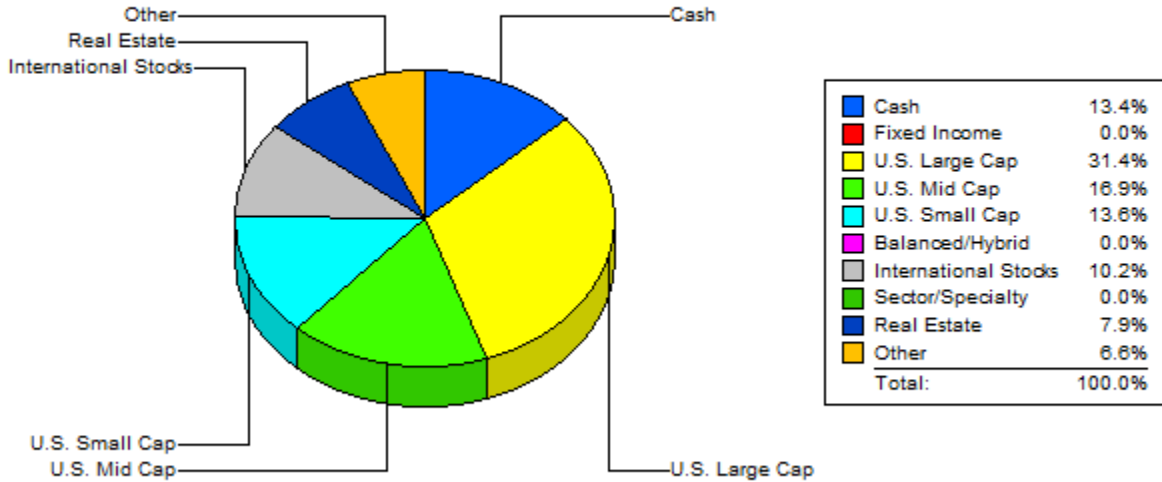
<u>Realized Capital Gain</u>	
Short-Term Capital Gain	7,886.15
Long-Term Capital Gain	111,917.29
	<u>119,803.44</u>

Return Of Capital Received	0.00
Expenses/Service Charges	675.00

Transfers Delivered	0.00
Transfers Received	0.00

IRR for Period	381.94
Annualized IRR	6.67

### Current Allocation



# Performance Report

## IAM Demo Portfolio 3

### IRR Period - Since Inception

07/01/20

Type/Security	Beginning Activity Date	Ending Activity Date	Unrealized Gain/Loss	Realized Gain/Loss	Ending Market Value	Income Received	IRR For Period	Annualized IRR
<b>Money Market Funds</b>								
Portfolio Cash (MMF1)	02/25/96		0.00	0.00	53,537.55	3,605.28		0.32
<b>Subtotal for Money Market Funds</b>			0.00	0.00	53,537.55	3,605.28		
<b>Exchange Traded Funds</b>								
Ishares MidCap Idx (IJH)	01/08/07		21,306.00	0.00	53,346.00	5,218.81	156.39	7.23
Ishares SmallCap Id (IJR)	01/12/06		21,887.00	0.00	54,632.00	5,063.09	169.79	7.09
ISHARES TR COHEN & (ICF)	02/03/06	01/02/08	0.00	1,061.39	0.00	0.00	9.77	4.99
iShares:MSCI Japan (EWJ)	01/24/06	07/03/08	0.00	-646.45	0.00	0.00	-9.27	-3.90
Technology Select S (XLK)	01/09/15	03/01/17	0.00	3,503.00	0.00	473.85	32.59	14.05
Vanguard FTSE (VWO)	01/04/10		755.00	-604.00	31,688.00	6,568.44	30.45	2.56
<b>Subtotal for Exchange Traded Funds</b>			43,948.00	3,313.94	139,666.00	17,324.19		
<b>Mutual Funds</b>								
Dodge & Cox Funds S (DODGX)	04/15/08		4,271.64	12,192.43	37,760.67	16,388.90	175.82	8.66
ING PIMCO Total Ret (IPRAX)	11/05/04	02/01/06	0.00	1,375.00	0.00	0.00	9.70	7.73
Loomis Sayles Bond (LSBRX)	04/14/10		-1,746.94	546.30	15,502.77	5,021.31	27.23	2.38
Vanguard Equity Inc (VEIPX)	01/07/04	12/27/04	0.00	491.00	0.00	109.30	11.86	12.18
Vanguard Global (VHGEX)	01/15/00	01/24/06	0.00	2,319.60	0.00	400.46	91.44	11.37
Vanguard LT Bnd Idx (VBLTX)	10/15/04	01/04/06	0.00	2,534.00	0.00	819.00	18.64	14.98
Vanguard Mid Cap Gr (VMGRX)	01/04/03	12/27/04	0.00	441.30	0.00	186.88	15.20	7.39
Vanguard Small Cap (VSCIX)	01/05/03	01/12/06	0.00	1,488.00	0.00	0.00	26.96	8.21
Vanguard ST Trsy (VFISX)	04/14/10		1,000.59	2,661.70	11,129.20	1,787.87	49.00	3.98
Vanguard Wellington (VWELX)	01/06/14		2,790.24	-462.00	40,722.61	12,078.37	53.10	6.78
<b>Subtotal for Mutual Funds</b>			6,315.53	23,587.33	105,115.25	36,792.09		
<b>Common Stocks</b>								
Aecom Technology (ACM)	01/09/13	02/20/13	0.00	1,903.10	0.00	0.00	25.65	594.51
Aflac (AFL)	08/15/05		5,903.49	820.13	15,289.60	4,185.68	175.40	7.04
Alpha Natural Resou (ANR)	01/10/13	01/30/13	0.00	-147.98	0.00	0.00	-1.66	-25.25
Apple Computer (AAPL)	09/11/06	10/23/08	0.00	9,099.62	0.00	0.00	132.23	48.78
Archer Daniels Midl (ADM)	02/17/04	07/14/04	0.00	120.02	0.00	22.50	2.92	7.32
Bed Bath Beyond (BBBY)	05/15/99	12/27/04	0.00	3,031.28	0.00	0.00	119.77	15.02
Bioreference Labs (BRLI)	01/03/12	06/30/15	0.00	11,657.01	0.00	0.00	151.20	30.17
Burlington Northern (BNI)	01/22/09	01/04/10	0.00	3,452.01	0.00	160.00	57.04	60.54
Cabelas Inc (CAB)	01/01/06	03/13/12	0.00	7,565.83	0.00	0.00	199.55	19.35
Chewy Inc. Class A (CHWY)	02/21/20		1,394.00	0.00	4,469.00	0.00	45.33	181.17
Chicos Fas Inc (CHS)	05/01/06	08/03/10	0.00	-7,137.04	0.00	0.00	-81.58	-32.76

**Performance Report**  
**IAM Demo Portfolio 3**  
**IRR Period - Since Inception**

07/01/20

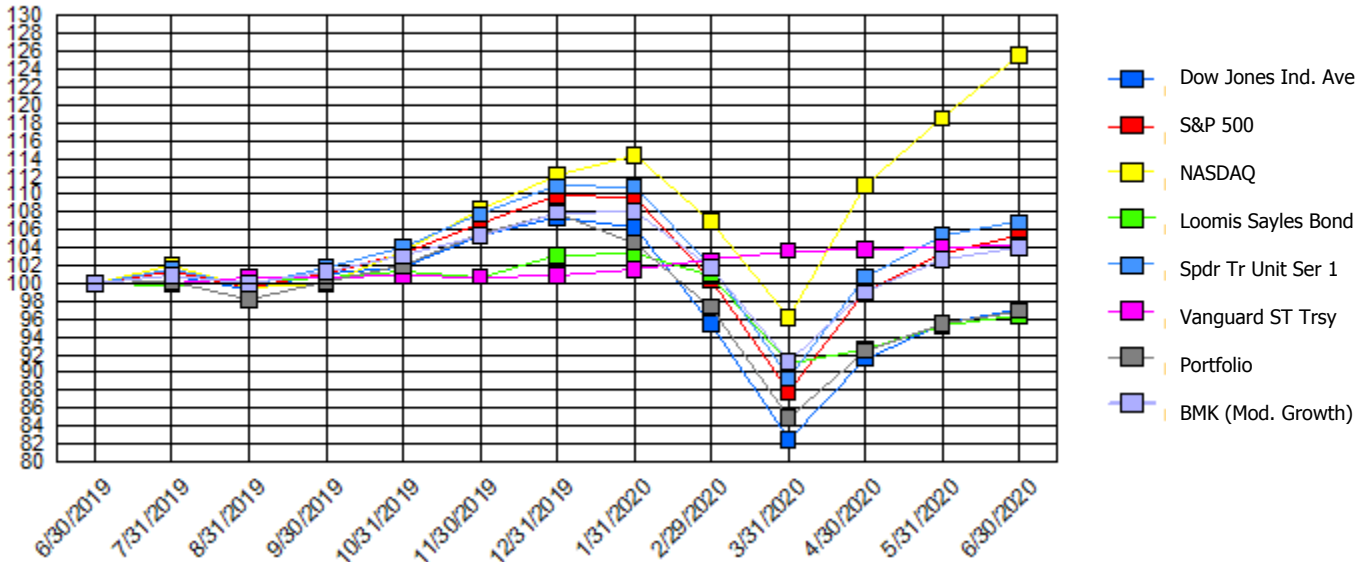
<u>Type/Security</u>	<u>Beginning Activity Date</u>	<u>Ending Activity Date</u>	<u>Unrealized Gain/Loss</u>	<u>Realized Gain/Loss</u>	<u>Ending Market Value</u>	<u>Income Received</u>	<u>IRR For Period</u>	<u>Annualized IRR</u>
<b>Common Stocks</b>								
Cisco Systems (CSCO)	03/02/02	03/11/03	0.00	-2,538.00	0.00	0.00	-39.55	-38.73
Community Bank (CBU)	02/14/08		8,947.35	2,896.45	14,255.00	4,643.50	353.28	12.97
Covance Inc (CVD)	04/01/09	11/30/09	0.00	1,950.00	0.00	0.00	32.50	52.34
Danaher Corporation (DHR)	05/02/19		3,366.04	695.51	13,262.25	95.00	34.49	28.83
EMC Corporation (EMC)	04/02/01	01/09/04	0.00	-3,690.98	0.00	0.00	-31.63	-12.80
Facebook (FB)	12/01/16		8,396.25	0.00	17,030.25	0.00	97.25	20.85
Factset Research (FDS)	05/08/02	01/20/04	0.00	1,724.51	0.00	90.00	19.17	10.82
Fiserv Inc (FISV)	03/01/05	02/03/06	0.00	1,244.00	0.00	0.00	17.19	18.56
Freeport-mcmoran Co (FCX)	01/03/08	02/04/09	0.00	2,820.00	0.00	0.00	28.92	26.16
General Electric (GE)	07/13/03		-8,630.56	-1,928.91	3,669.95	4,976.08	-68.08	-6.50
Geoeye Inc (GEOY)	02/24/08	04/29/08	0.00	-1,910.07	0.00	0.00	-23.47	-77.21
Harley Davidson (HOG)	02/04/09	01/09/13	0.00	11,761.61	0.00	478.00	442.28	53.68
ICU Medical (ICUI)	01/09/04	12/22/04	0.00	-1,808.47	0.00	0.00	-22.28	-23.17
Intel Corporation (INTC)	12/05/16	01/03/17	0.00	387.00	0.00	0.00	5.62	94.55
Johnson & Johnson (JNJ)	01/30/07	05/24/11	0.00	151.56	0.00	1,217.25	14.25	3.13
Kohl's Corp (KSS)	02/01/02	03/12/03	0.00	5,170.00	0.00	0.00	85.95	74.90
L-3 Communications (LLL)	07/29/04	09/15/11	0.00	347.60	0.00	920.20	15.75	2.07
O'Reilly Automotive (ORLY)	08/05/03	01/05/07	0.00	5,901.54	0.00	0.00	83.40	19.38
Quality Systems Inc (QSII)	08/09/07	01/02/08	0.00	-1,762.27	0.00	50.00	-21.34	-44.90
Quest Diagnostics I (DGX)	12/22/04	01/04/06	0.00	881.02	0.00	54.00	10.00	9.61
Resmed Inc Com Com (RMD)	05/24/11	01/06/14	0.00	9,872.56	0.00	680.00	75.05	23.75
Smith AO (Corp). (AOS)	02/03/04	07/29/04	0.00	-223.48	0.00	22.50	-4.44	-8.88
Target (TGT)	03/01/17		12,479.33	1,672.67	23,986.00	1,964.00	129.15	28.18
Teva Pharmaceutical (TEVA)	03/01/05	09/11/06	0.00	2,003.02	0.00	102.40	33.30	20.61
Walgreen Boots (WBA)	12/15/96		4,847.50	20,945.89	10,597.50	5,803.00	***	23.05
Waters Corporation (WAT)	02/09/07	09/28/10	0.00	80.94	0.00	0.00	0.78	0.21
Wells Fargo Company (WFC)	03/09/00	08/07/02	0.00	8,315.49	0.00	1,082.00	61.34	21.89
Whole Foods Market (WFMI)	04/03/06	05/07/07	0.00	-2,420.99	0.00	0.00	-37.20	-34.59
<b>Subtotal for Common Stocks</b>			36,703.40	92,902.18	102,559.55	26,546.11		
<b>Total for Portfolio(s)</b>			86,966.93	119,803.45	400,878.35	84,267.67	381.94	6.67

## Performance Comparison

7/1/2020

IAM Demo Portfolio 3  
Monthly: 07/01/2019 to 06/30/2020

## 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)
06/30/2019	0.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00	100.00
07/31/2019	0.20	100.20	100.99	101.31	102.11	99.85	101.51	99.90	100.93
08/31/2019	(2.07)	98.13	99.25	99.48	99.46	100.23	99.81	100.76	100.02
09/30/2019	2.11	100.20	101.19	101.19	99.92	100.76	101.75	100.57	101.39
10/31/2019	1.79	101.99	101.68	103.25	103.58	101.36	104.00	100.86	103.03
11/30/2019	3.44	105.50	105.46	106.76	108.24	100.75	107.76	100.77	105.31
12/31/2019	2.30	107.93	107.30	109.81	112.07	103.09	110.90	100.96	107.96
01/31/2020	(3.11)	104.57	106.24	109.63	114.30	103.39	110.86	101.54	108.06
02/29/2020	(6.87)	97.39	95.54	100.41	107.01	100.97	102.08	102.60	101.85
03/31/2020	(12.86)	84.87	82.41	87.85	96.18	90.93	89.33	103.66	91.16
04/30/2020	8.91	92.43	91.54	98.99	111.04	92.67	100.67	103.85	98.99
05/31/2020	3.40	95.57	95.44	103.47	118.54	95.16	105.46	104.14	102.75
06/30/2020	1.43	96.94	97.05	105.37	125.64	96.37	106.86	104.23	103.97

	Return for Period %	Annual Rate of Return %
Account:	-3.06	-3.06
Dow Jones Ind. Ave	-2.96	-2.96
S&P 500	5.39	5.39
NASDAQ	25.64	25.64
Loomis Sayles Bond	-3.62	-3.62
Spdr Tr Unit Ser 1	6.87	6.87
Vanguard ST Trsy	4.21	4.21
BMK (Mod. Growth)	3.97	3.97