



CRM STANDARD REPORTS

Summer 2019

Satuit Technologies, Inc.
100 Grossman Drive
Braintree, MA 02184
(P) 781-871-7788
(F) 781-356-1363
www.satuit.com

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STI Technologies, Inc.

80 Washington Street
Suite M-50
Norwell, MA 02061

Switchboard
781-871-7788

Company Fax
781-871-7993

Toll Free
800-123-4567

Rating
1. Positive

Relationship Type
Client

Entity Type
Institutional

Website
www.satuit.com

Company Profile

Satuit Technologies, Inc. is a global leader in On-Demand and On-Premise vertical market sales force automation (SFA) and client relationship management (CRM) solutions that are easy to implement and provide our clients with the precise tools they need to increase sales, better serve their clients, master information-intensive business relationships, and cut costs.

Contacts

Name	Job Title	Direct Phone	Mobile Phone	E-Mail
Elizabeth Smith	Analyst	781-871-4125		demomail@satuit.com
Kathleen Jones	Managing Director, Pensions	781-871-7912		demomail@satuit.com
Benjamin Burns	Director, Fixed Income Investments			demomail@satuit.com
Joanne Smith	Administrative Assistant			demomail@satuit.com
William Brown	CEO	671-123-4567	671-821-0001	demomail@satuit.com
Steve F. Brown	Chief Financial Officer	781-871-7983	113-646-1898	sbrown@stitest.com
Holly Case	Director, Equity Investments			demomail@satuit.com
Teds Brown	Analyst	781-871-4124		demomail@satuit.com
Mary Smithsonian	Director of Pensions	765-345-9876	781-555-0893	msmithsomnian@sti.com
Loid Brown	Analyst	781-871-4123		demomail@satuit.com
William Smith	Managing Director	123-456-3459		wsmith@test.com

Asset Summary

Plan Type	Currency	Assets
Defined Benefit Assets	USD	234,789,000
Total Plan Assets	USD	305,000,000
Defined Contribution Assets	USD	123,456,778

Asset Details

Service Type	Asset Type	Assets	Source of Data	Service Provider	Year	Date
Actuary	DB	1,517,690	MMD	Watson Wyatt	1988	31-MAR-2016
Lawyer	Retirement	7,893,452	n/a	Robertson & Jones	1995	31-MAR-2016
US Bonds	DB	3,456,789	AP data	Strategic Investments	1999	31-MAR-2016
Global Bonds	DB	1,234,567	AP Data	Exchange Investors	1996	31-MAR-2016
European Bonds	DC	3,456,789	AP data	ABC Management	2014	31-MAR-2016
REIT	DC	12,345,678	MMD	XYZ Investment	2000	31-MAR-2016

Completed Activities

Start Date	Activity Type	Rep	Product
27-FEB-2016	Phone Call	ANNE	Small Cap

Catch up call

Catch up with Ben--review agenda for upcoming meeting.

25-FEB-2016	Other	BILL	Small Cap
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Marketing Information Sent

Sent Marketing materials and 3rd Qtr performance to Steve

20-FEB-2016 Other ANNE Emerging

New Funds being teansfered from Trust # 1234-5678-9

Expected funds: 1.4 million

Open Activities

Start Date	Activity Type	Rep	Product
22-FEB-2016	Phone Call	SYSTEM	Small Cap

Follow up on meeting

Called Steve to follow up on meeting last week...He would like a copy of the presentation book and the Performance Attribution report we discussed during the meeting.

21-APR-2016 Phone Call KAREN Small Cap

Check on hard copy of contract

The contract is with legal. Should hear back next week.

26-APR-2016 Appointment KAREN Small Cap

Asset transfer

Contact custodian regarding transfer of assets to new account.

Accounts Under Management

Product	Legal Account Name/Investor	Portfolio Code	Market Value
Emerging	STI Salaried Workers Pension Plan	STI 12345	12,345,679
Euro Equities	STI Hourly Workers Pension Plan	STI 21001	64,982,700
Large Cap	STI Large Cap Equities	STI 23423	14,345,651

Linked Entities

Business	Role	City
Breton Oil & Gas PLC	Affiliate Company	London
J.J. Callan Associates Inc	Consultant	San Francisco
Stingy Consulting Corp.	Consultant	New York
Water Mellon Trust	Custodian	Boston

Linked Contacts

Linked Contact	Role	Linked Contact's Business
Martin Stingy	Consultant	Stingy Consulting Corp.
Ronald D. Smiley	Consultant	J.J. Callan Associates Inc

Steve F. Brown - Key

STI Technologies, Inc.	Switchboard 781-871-7788	Job Title	Chief Financial Officer
80 Washington Street	Fax	E-Mail	sbrown@stitest.com
Suite M-50	Direct Phone 781-871-7983	Create Date	5/11/2003
Norwell, MA 02061	Mobile Phone 113-646-1898	Contact Rep	ANNE

Additional Contact Information

Wifes name is Marcia and has two children in college.

Steve Brown joined STI Technologies, Inc. in 2001. In 2006 Steve was promoted to the position of chief financial officer.

Steve's background includes service in the United States Air Force, where he was stationed in Zweibrucken, Germany, holding responsibility for the maintenance of sophisticated reconnaissance aircraft. He also worked at US Airways and in management information systems for State Street Bank.

Steve holds FINRA Series 7, 24 and 66 registrations through Commowearth Financial Network. Steve is a Registered Representative of Commonwealth Financial Network. Steve is a summa cum laude graduate of NYU with a concentration in management information systems and finance.

Linked Entities

Business Name	Role	City
Stingy Consulting Corp.	C-Trustee	New York

Activities

Start Date	Product	Rep	Activity Type	Subject
2/25/2016	Small Cap	BILL	Other	Marketing Information Sent
2/22/2016	Small Cap	SYSTEM	Phone Call	Follow up on meeting
2/12/2016	Fixed	ANNE	Phone Call	Manager Search

Documents

Document Type	Product	Date Sent	Description
RFP	Fixed	3/15/2014	Manager Search Questionnaire prepared by XYZ Consulting
Other	Fixed	2/8/2016	New Investment Guidelines
Agreement	Fixed	2/18/2016	Contract
Marketing Materials	Emerging	11/30/2015	Notes to review
Presentation-Books	Small Cap	1/9/2016	Sample presentation
Other		2/25/2016	Contract

STI Technologies, Inc.

Primary Contact	Steve F. Brown	Rep	ANNE	Product	Small Cap
Enter Date	13-JAN-2016	Probability	2-Medium	Revenue Estimate	250,000
Relationship Type	Client	Sales Phase (Funnel)	2-Mid Stage	Target Assets (000)	25,000
Origination	Consultant	Current Status	1-In Progress	Decision Date	29-APR-2016

Opportunity Comments

Pension Fund Opportunity
 Finalists: XYZ Investors; ABC Management
 They are concerned about change in PM last year. We will need to put this issue on the table for discussion.

Explain Reason For Lost Business

Linked Activities

Completed?	Start Date	Activity Type	Contact	Rep
Yes	12-JAN-2016	Phone Call	Martin Stingy (Consultant)	ANNE
Spoke with Martin. He asked if our sc was open and available for a \$25M mandate. He will follow up with an RFP.				
Yes	14-JAN-2016	E-mail	Martin Stingy (Consultant)	ANNE
Martin sent an RFP asking us to complete by May 4th.				

Linked Contacts

Name	Role	Company	City
Martin Stingy	Consultant	Stingy Consulting Corp.	New York
Ronald D. Smiley		J.J. Callan Associates Inc.	San Francisco

STI Technologies, Inc.

Start Date	27-FEB-2016	End Date	2/27/2016
Rep	ANNE	Other Internal Participants	Bill Frost
Activity Type	Phone Call		
Product	Small Cap	Completed?	True
Contact	Benjamin Burns	Direct Phone	
Subject	Catch up call	Switchboard	781-871-7788
Comment	Catch up with Ben--review agenda for upcoming meeting.		

Start Date	25-FEB-2016	End Date	2/25/2016
Rep	BILL	Other Internal Participants	
Activity Type	E-mail		
Product	Small Cap	Completed?	True
Contact	Steve F. Brown	Direct Phone	781-871-7983
Subject	Marketing Information Sent	Switchboard	781-871-7788
Comment	Sent Marketing materials and 3rd Qtr performance to Steve		

Start Date	20-FEB-2016	End Date	2/20/2016
Rep	ANNE	Other Internal Participants	Jack Kennedy
Activity Type	Other		
Product	Emerging	Completed?	True
Contact	Mary Smithsonian	Direct Phone	765-345-9876
Subject	New Funds being transferred from Trust # 1234-5678-9	Switchboard	781-871-7788
Comment	Expected funds: 1.4 milion		

Start Date	18-FEB-2016	End Date	2/18/2016
Rep	ANNE	Other Internal Participants	
Activity Type	Phone Call		
Product	Fixed	Completed?	True
Contact	Joanne Smith	Direct Phone	
Subject	finals presentation	Switchboard	781-871-7788
Comment	We made the short list. Joanne will call back shortly with some tentative times for the finals presentations.		

Start Date	13-FEB-2016	End Date	2/13/2016
Rep	BILL	Other Internal Participants	Ann Smith
Activity Type	Phone Call		
Product	Euro Equities	Completed?	True
Contact	Holly Case	Direct Phone	
Subject	Send Presentation	Switchboard	781-871-7788
Comment	Send copy of STI presentation to John.		

Monday, April 25, 2016 09:00AM - 11:00AM

Williams College

Appointment - BILL

Address: One Berkshire Drive
Berkshire House
Williamstown, MA 02345

Switchboard: 413-987-7839
Fax:
Website: www.williamscollege.edu

Key	Attendees	Title	Direct
No	Michael Abraham (Primary)	Dean of Students	413-876-0997

Directions:

Mass Pike to Exit 17

Comments:

Meet with Mike and discuss upcoming plans and what they would like to do. Mike wanted me to circle back with him after he had some more time to review the information we discussed.

Tuesday, April 26, 2016 11:00AM - 11:30AM

STI Technologies, Inc.

Appointment - BILL

Address: 80 Washington Street
Suite M-50
Norwell, MA 02061

Switchboard: 781-871-7788
Fax: 781-871-7993
Website: www.satuit.com

Key	Attendees	Title	Direct
Yes	Steve F. Brown (Primary)	Chief Financial Officer	781-871-7983
No	Holly Case	Director, Equity Investments	
Yes	Kathleen Jones	Managing Director, Pensions	781-871-7912
Yes	Martin Stingy (Consultant) (Stingy Consulting Corp.)	Director of Consulting	212-234-1087

Other Key Contacts

Yes	Mary Smithsonian	Director of Pensions
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Directions:

FROM DOWNTOWN BOSTON: Rte. 93 south to Rte 3 south (heading toward Cape Cod); take exit 15; head to Rte. 53 south. Continue 500 yards (just past Fleet/ Shawmut Bank) to main entrance of Washington Square office Park (address is 80 Washington Street). The office is in back left section of park, building M-50.
London office is next to Broadgate complex (Liverpool Street).

Comments:

Reveiw take on process with Steve and Martin Stingy

Breton Oil & Gas PLC
Entities linked to this Entity

Business	Business Role	City	Last Updated
Callan Associates Inc.	Consultant	San Francisco	3/31/2016
Mercer Consulting, Inc.	Consultant	London	3/31/2016
STI Technologies, Inc.	Relationship Mgr	Norwell	3/31/2016
Water Mellon Trust	Custodian	Boston	3/31/2016

Contacts linked to this Entity

Name	Business	Role	Mod Date
Ron Mercer	Mercer Consulting, Inc.	Consultant	3/31/2016
Joanne Smith	STI Technologies, Inc.	Relationship Mgr	3/31/2016

Kraft Family
Entities linked to this Entity

Business	Business Role	City	Last Updated
Capital Financial Planners	C-Trustee	Sydney	3/31/2016
J.J. Callan Associates Inc	Consultant	San Francisco	3/31/2016
Robert L. Finestein Law Group	Legal Advisor	Boston	3/31/2016
Stingy Consulting Corp.	Client	New York	3/31/2016
Williams College	C-Board Member	Williamstown	3/31/2016

Contacts linked to this Entity

Name	Business	Role	Mod Date
Alan Alad	Capital Financial Planners	C-Trustee	3/31/2016
Martin Stingy	Stingy Consulting Corp.	Client	3/31/2016

Robert L. Finestein Law Group
Entities linked to this Entity

Business	Business Role	City	Last Updated
J.J. Callan Associates Inc	Consultant	San Francisco	3/31/2016
Kraft Family	Legal Advisor	Boston	3/31/2016

Contacts linked to this Entity

No Contacts Linked to this Entity

STI Technologies, Inc.
Entities linked to this Entity

Business	Business Role	City	Last Updated
Breton Oil & Gas PLC	Affiliate Company	London	3/31/2016
J.J. Callan Associates Inc	Consultant	San Francisco	3/31/2016
Stingy Consulting Corp.	Consultant	New York	3/31/2016
Water Mellon Trust	Custodian	Boston	3/31/2016

Contacts linked to this Entity

Name	Business	Role	Mod Date
Martin Stingy	Stingy Consulting Corp.	Consultant	3/31/2016

Williams College
Entities linked to this Entity

Business	Business Role	City	Last Updated
J.J. Callan Associates Inc	Client	San Francisco	3/31/2016
Kraft Family	Investor	Boston	3/31/2016

Contacts linked to this Entity

Name	Business	Role	Mod Date
Jonathan Kraft	Kraft Family	Investor	3/31/2016

Joanne Smith STI Technologies, Inc.

Entities this Contact is linked to

Business	Business Role	City	Last Updated
Breton Oil & Gas PLC	Relationship Mgr	London	31-MAR-2016

Contacts this Contact is linked to

This Contact is not linked to any Contacts

Steve F. Brown STI Technologies, Inc.

Entities this Contact is linked to

Business	Business Role	City	Last Updated
Stingy Consulting Corp.	C-Board Member	New York	31-MAR-2016

Contacts this Contact is linked to

This Contact is not linked to any Contacts

Loid Brown STI Technologies, Inc.

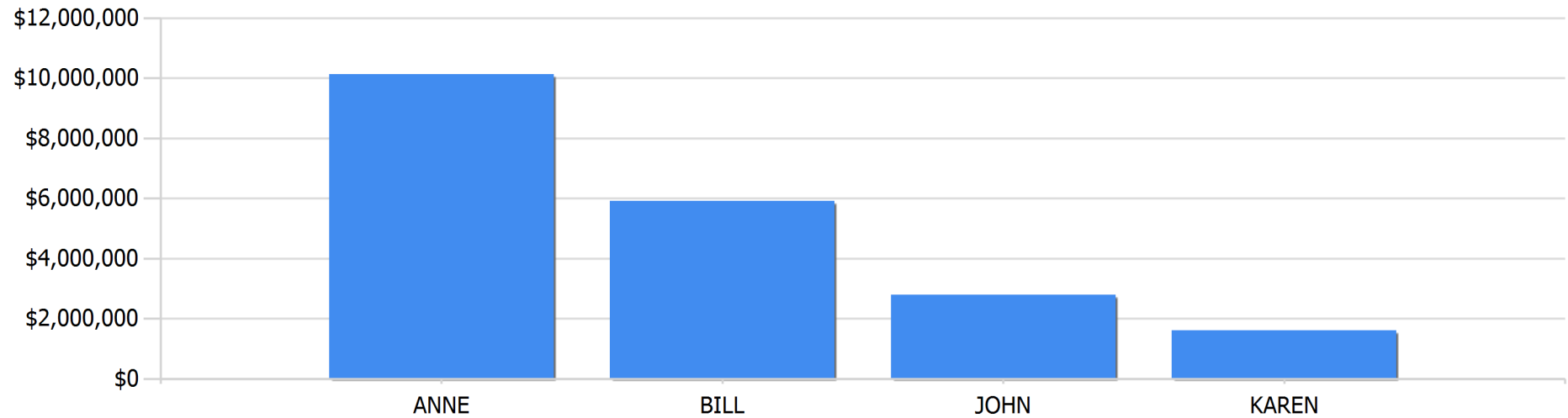
Entities this Contact is linked to

This Contact is not linked to any Entities

Contacts this Contact is linked to

This Contact is not linked to any Contacts

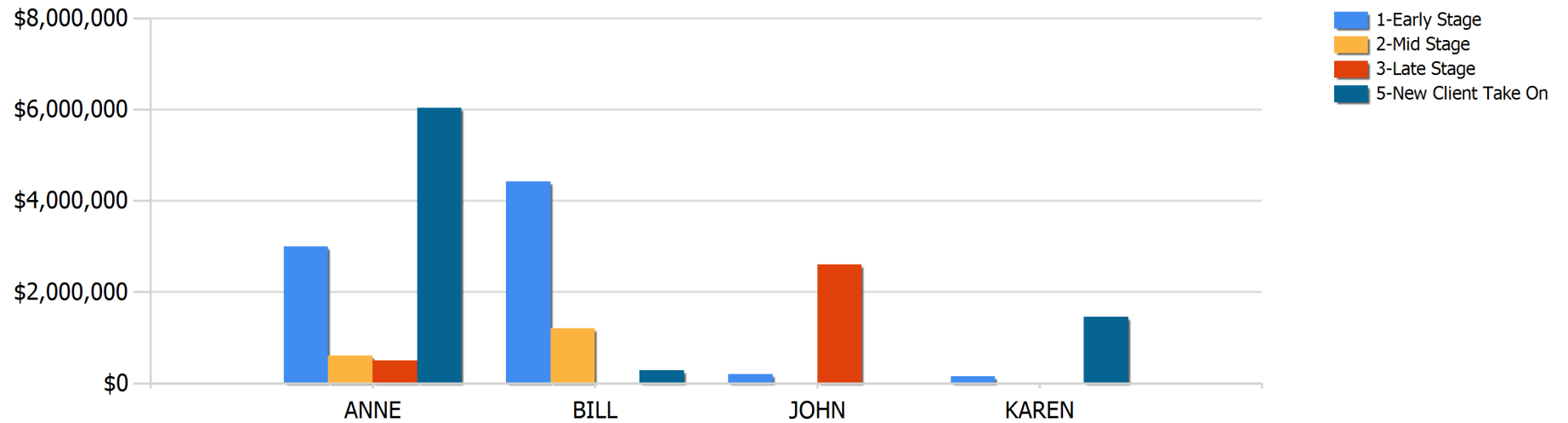
Opportunity Revenue By Rep



Rep	Expected Fees
ANNE	\$10,136,765
BILL	\$5,905,000
JOHN	\$2,800,000
KAREN	\$1,600,000
Total	\$20,441,765

Summary Graph and Count of Opportunities generated broken down by Rep, Sales Phase, and Status. A saved view is used to determine the time period used. The report also includes Opportunity details for all businesses that each rep has generated an Opportunity with.

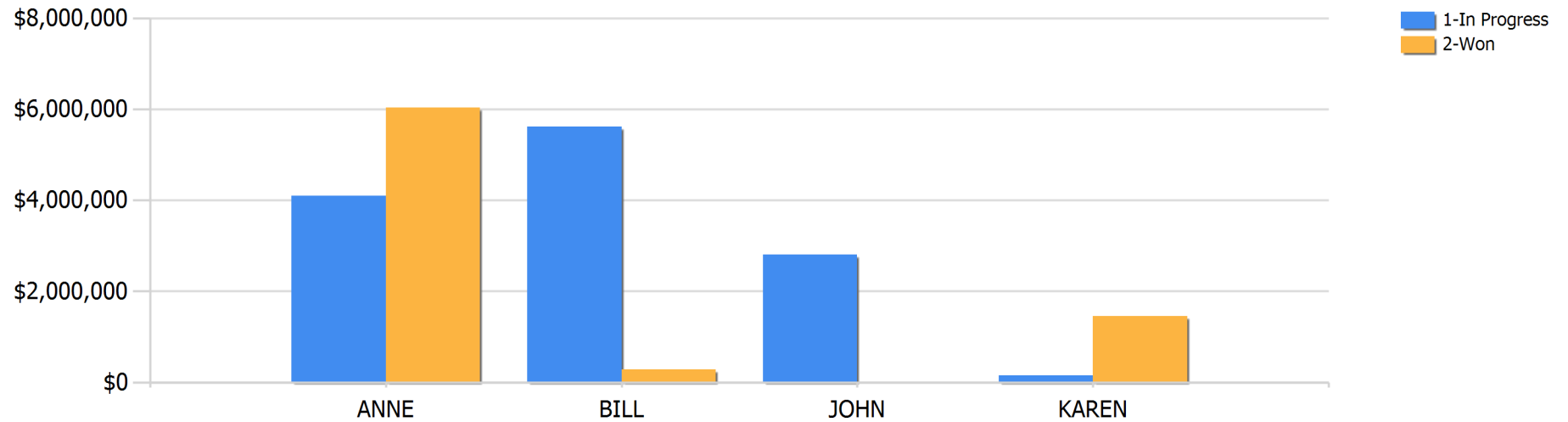
Opportunity Revenue by Sales Phase



Rep	1-Early Stage	2-Mid Stage	3-Late Stage	5-New Client Take On	Total
ANNE	\$3,000,000	\$600,000	\$500,000	\$6,036,765	\$10,136,765
BILL	\$4,420,000	\$1,200,000		\$285,000	\$5,905,000
JOHN	\$200,000		\$2,600,000		\$2,800,000
KAREN	\$150,000			\$1,450,000	\$1,600,000
Total	\$7,770,000	\$1,800,000	\$3,100,000	\$7,771,765	\$20,441,765

Summary Graph and Count of Opportunities generated broken down by Rep, Sales Phase, and Status. A saved view is used to determine the time period used. The report also includes Opportunity details for all businesses that each rep has generated an Opportunity with.

Opportunity Revenue by Current Status



Rep	1-In Progress	2-Won	Total
ANNE	\$4,100,000	\$6,036,765	\$10,136,765
BILL	\$5,620,000	\$285,000	\$5,905,000
JOHN	\$2,800,000		\$2,800,000
KAREN	\$150,000	\$1,450,000	\$1,600,000
Total	\$12,670,000	\$7,771,765	\$20,441,765

Summary Graph and Count of Opportunities generated broken down by Rep, Sales Phase, and Status. A saved view is used to determine the time period used. The report also includes Opportunity details for all businesses that each rep has generated an Opportunity with.

Rep	Business	Fund	Sales Stage	Expected Date	Status	Target Assets	Expected Revenue	Origination
ANNE	Lawrence Rundle	Emerging	1-Early Stage	25-SEP-2016	1-In Progress	\$212,000	\$2,500,000	Inbound Inquiry
	Water Mellon Trust	Emerging	5-New Client Take On	18-MAY-2016	2-Won	\$17,000	\$2,700,000	Consultant
	CTA (IL) Retirement	Large Cap	3-Late Stage	29-APR-2016	1-In Progress	\$10,000	\$500,000	Outbound Call
	STI Technologies, Inc.	Small Cap	2-Mid Stage	29-APR-2016	1-In Progress	\$25,000	\$250,000	Consultant
	STI Technologies, Inc.	Fixed	5-New Client Take On	2-APR-2016	2-Won	\$45,000	\$980,000	Consultant
	STI Technologies, Inc.	Euro Equities	5-New Client Take On	25-FEB-2016	2-Won	\$42,000	\$2,356,765	Client Referral
	AgriBank, FCB	Large Cap	2-Mid Stage		1-In Progress	\$45,000	\$350,000	RFP Online
	BASF Corp.	Fixed	1-Early Stage		1-In Progress	\$75,000	\$500,000	RFP Online
BILL	Water Mellon Trust	Fixed	1-Early Stage	16-SEP-2016	1-In Progress	\$1,000	\$2,120,000	Consultant
	Breton Oil & Gas PLC	Large Cap	2-Mid Stage	9-JUN-2016	1-In Progress	\$75,000	\$1,200,000	Consultant
	Merry Lynch Corporation	Fixed	5-New Client Take On	26-FEB-2016	2-Won	\$14,550	\$285,000	Client Referral
	AbitibiBowater Inc. (USA)	Emerging	1-Early Stage		1-In Progress	\$45,000	\$2,300,000	Outbound Call
JOHN	Gaylord & Dorothy Donnelley Foundation	Japan Equities	1-Early Stage	28-JUL-2016	1-In Progress	\$20,000	\$200,000	Inbound Inquiry
	Metro Water Reclamation Dist. Retirement Fund	Euro Equities	3-Late Stage	5-MAY-2016	1-In Progress	\$92,000	\$2,600,000	Outbound Call
KAREN	Breton Oil & Gas PLC	Fixed	5-New Client Take On	4-MAR-2016	2-Won	\$100,000	\$600,000	Outbound Call
	Williams College	Euro Equities	5-New Client Take On	28-FEB-2016	2-Won	\$15,000	\$850,000	Consultant
	American Air Liquide Holdings, Inc.	Emerging	1-Early Stage		1-In Progress	\$20,000	\$150,000	Outbound Call

Summary Graph and Count of Opportunities generated broken down by Rep, Sales Phase, and Status. A saved view is used to determine the time period used. The report also includes Opportunity details for all businesses that each rep has generated an Opportunity with.

Sales Cycle	Business	Rep	Product Detail	Sales Amount	Current Status	Trend	Updated	Current Phase Aging	Aging	Last Appointment
6-Additional Funding	Scott Family	ANNE	Insight Fund First Close	\$500,000	2-Won		10/29/2018	187	635	
	BASF Corp.	ANNE	BASF Fixed Income	\$500,000	2-Won	+	05/05/2019	0	737183	
			6-Additional Funding Total	\$1,000,000						
5-New Client Take On	Lawrence Rundle	ANNE	Hi Fidelity LCC.	\$1,250,000	2-Won		06/06/2017	697	737183	5/23/2016
	CTA (IL) Retirement	ANNE	Defined Benefit Plan addition	\$500,000	2-Won		06/29/2017	674	737183	6/29/2018
	Stingy Consulting Corp.	ANNE	Blind RFP for Japan Equities	\$12,345	2-Won		06/13/2018	325	1005	4/5/2016
	STI Technologies, Inc.	ANNE	European Equities - STI Upsell 1	\$2,356,765	2-Won		02/22/2019	71	737183	4/18/2018
	Metro Water Reclamation Dist. Retirement Fund	JOHN	New Funds for Metro Water	\$2,600,000	2-Won		06/29/2017	674	737183	2/22/2016
	Gaylord & Dorothy Donnelley Foundation	JOHN	Donnelley Foundation additional funds copy	\$200,000	2-Won		01/02/2019	122	199	5/17/2016
			5-New Client Take On Total	\$6,919,110						
4-Closing & Contract	Kraft Family Office	ANNE	Mader Family Investments	\$2,000,000	1-In Progress		08/28/2016	979	737183	2/18/2019
			4-Closing & Contract Total	\$2,000,000						
3-Late Stage	Clarke, Tim & Joanne	ANNE	European Equities	\$2,356,765	2-Won	+	05/05/2019	0	184	8/2/2018
			3-Late Stage Total	\$2,356,765						
1-Early Stage	Mercer Consulting, Inc.	ANNE	Blind Opportunity	\$790,000	1-In Progress		08/30/2016	977	977	11/29/2016
			1-Early Stage Total	\$790,000						
Grand Total				\$13,065,875						

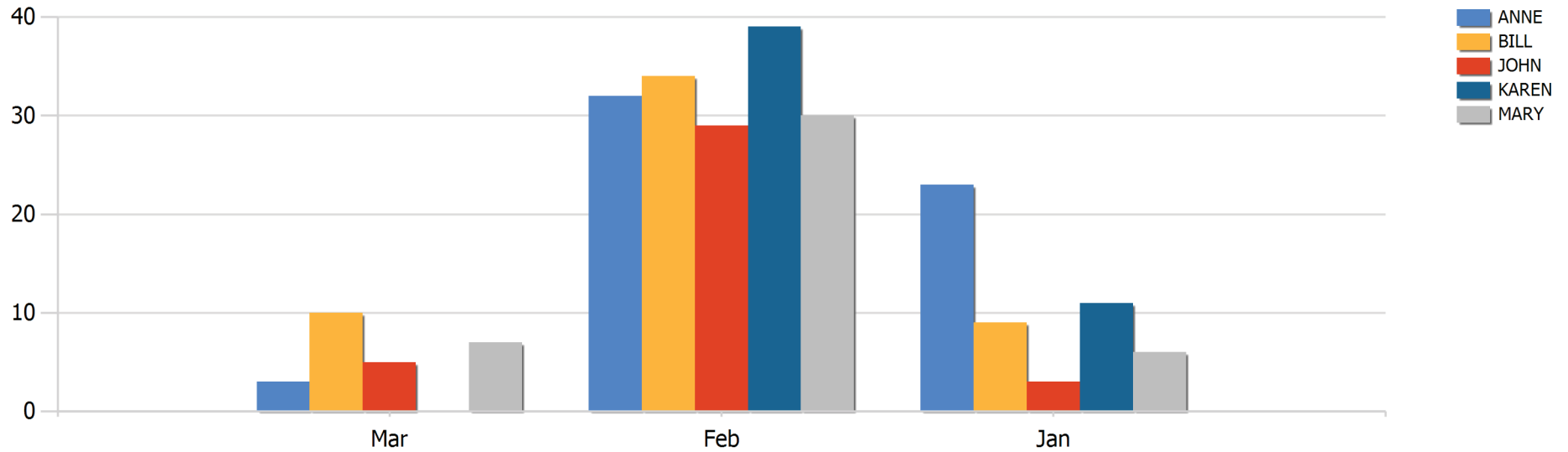
Open Opportunities

1-In Progress								
Business	Mercer Consulting, Inc. Location	Product	Rep	Type	Opportunity Description	Sales Phase (Funnel)	Target Assets (000)	Revenue Estimate
Mercer Consulting, Inc.								
Mercer Consulting, Inc.		Fixed	ANNE	N/A	Blind Opportunity	1-Early Stage	\$105,000	\$790,000
CTA (IL) Retirement	Atlanta	Large Cap	ANNE	New Funds	Defined Benefit Plan addition	3-Late Stage	\$10,000	\$500,000
AbitibiBowater Inc. (USA)	Atlanta	Emerging	BILL	New Funds	EM Fund 143	1-Early Stage	\$45,000	\$2,300,000
BASF Corp.	Boston	Fixed	ANNE	New Funds	BASF Fixed Income	1-Early Stage	\$75,000	\$500,000
Breton Oil & Gas PLC	Chicago	Large Cap	BILL	New Funds	Salaried Workers Pension Large Cap	2-Mid Stage	\$75,000	\$1,200,000
American Air Liquide Holdings, Inc.	Chicago	Emerging	KAREN	New Funds	New option in Defined Contribution account	1-Early Stage	\$20,000	\$150,000
Gaylord & Dorothy Donnelley Foundation	New York	Japan Equities	JOHN	Additional Funds	Donnelley Foundation additional funds	1-Early Stage	\$20,000	\$200,000
Mercer Consulting, Inc. - 1-In Progress - Open - Total:							\$350,000	\$5,640,000
2-Won								
Business	Mercer Consulting, Inc. Location	Product	Rep	Type	Opportunity Description	Sales Phase (Funnel)	Target Assets (000)	Revenue Estimate
Mercer Consulting, Inc.								
Merry Lynch Corporation	Boston	Fixed	BILL	New Funds	New strategy	5-New Client Take On	\$14,550	\$285,000
STI Technologies, Inc.	Boston	Fixed	ANNE	New Funds	New mandate for the Salaried Workers plan	4-Closing & Contract	\$45,000	\$980,000
Breton Oil & Gas PLC	London	Fixed	KAREN			5-New Client Take On	\$100,000	\$600,000
STI Technologies, Inc.	New York	Euro Equities	ANNE	New Funds	European Equities - STI Upsell 1	5-New Client Take On	\$42,000	\$2,356,765
Mercer Consulting, Inc. - 2-Won - Open - Total:							\$201,550	\$4,221,765
Total - Open Consultant Opportunities:							\$551,550	\$9,861,765

Closed Opportunities YTD

2-Won								
Business	Mercer Consulting, Inc. Location	Product	Rep	Type	Opportunity Description	Sales Phase (Funnel)	Target Assets (000)	Revenue Estimate
Mercer Consulting, Inc.								
AgriBank, FCB	Boston	Large Cap	ANNE	Additional Funds	Agribank Large Cap	5-New Client Take On	\$45,000	\$350,000
Mercer Consulting, Inc. - 2-Won - Closed - Total:							\$45,000	\$350,000
3-Lost								
Business	Mercer Consulting, Inc. Location	Product	Rep	Type	Opportunity Description	Sales Phase (Funnel)	Target Assets (000)	Revenue Estimate
Mercer Consulting, Inc.								
CTA (IL) Retirement	Los Angeles	Japan Equities	ANNE	New Funds	New Fund for CTA	2-Mid Stage	\$28,000	\$250,000
Mercer Consulting, Inc. - 3-Lost - Closed - Total:							\$28,000	\$250,000
Total - Closed Consultant Opportunities YTD:							\$73,000	\$600,000

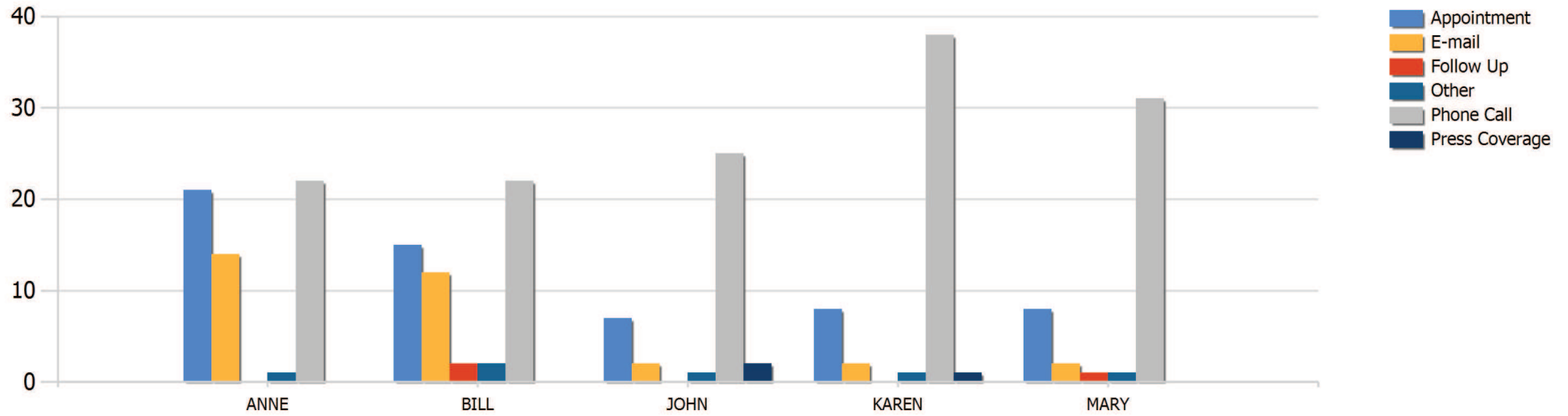
Activities by Rep and Month



Rep	Mar	Feb	Jan	Total
ANNE	3	32	23	58
BILL	10	34	9	53
JOHN	5	29	3	37
KAREN	0	39	11	50
MARY	7	30	6	43
Total	25	164	52	241

Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.

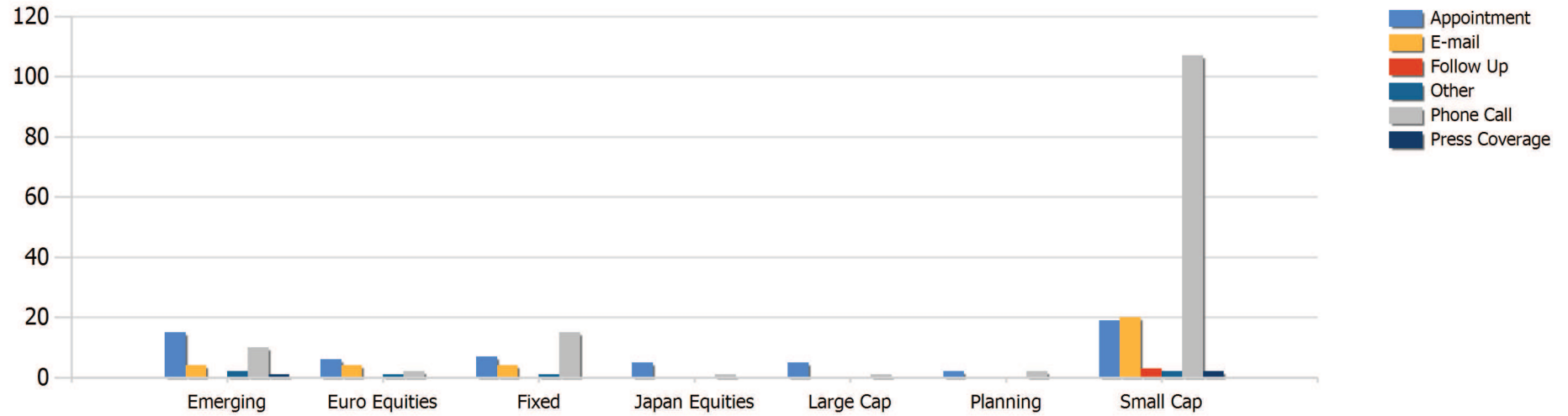
Activities By Rep and Type



Rep	Appointment	E-mail	Follow Up	Other	Phone Call	Press Coverage	Total
ANNE	21	14	0	1	22	0	58
BILL	15	12	2	2	22	0	53
JOHN	7	2	0	1	25	2	37
KAREN	8	2	0	1	38	1	50
MARY	8	2	1	1	31	0	43
Total	59	32	3	6	138	3	241

Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.

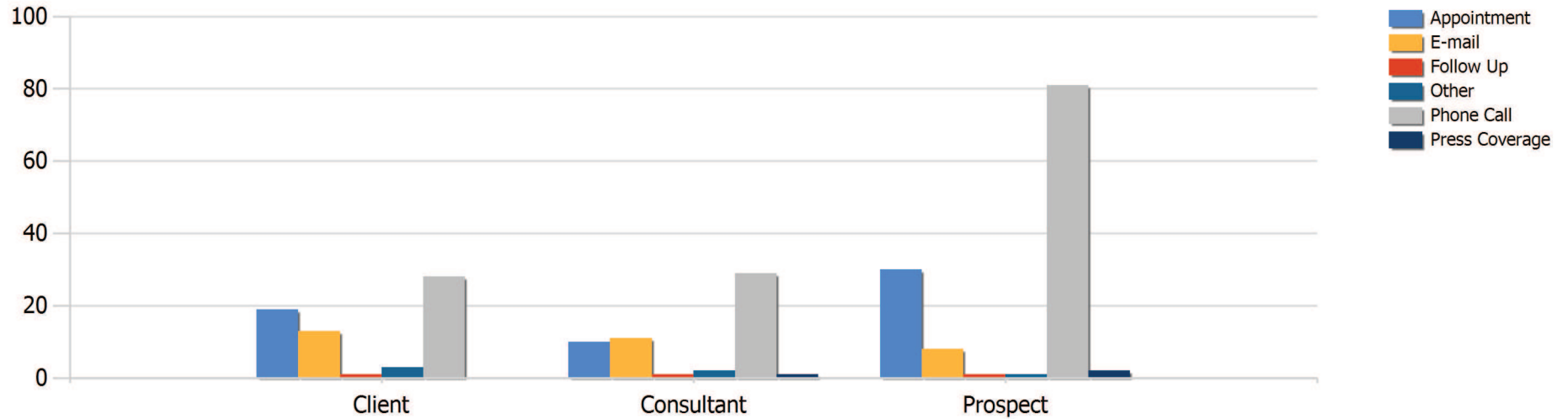
Activities By Product



Product	Appointment	E-mail	Follow Up	Other	Phone Call	Press Coverage	Total
Emerging	15	4	0	2	10	1	32
Euro Equities	6	4	0	1	2	0	13
Fixed	7	4	0	1	15	0	27
Japan Equities	5	0	0	0	1	0	6
Large Cap	5	0	0	0	1	0	6
Planning	2	0	0	0	2	0	4
Small Cap	19	20	3	2	107	2	153
Total	59	32	3	6	138	3	241

Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.

Activities By Relationship Type



Rep	Appointment	E-mail	Follow Up	Other	Phone Call	Press Coverage	Total
Client	19	13	1	3	28	0	64
Consultant	10	11	1	2	29	1	54
Prospect	30	8	1	1	81	2	123
Total	59	32	3	6	138	3	241

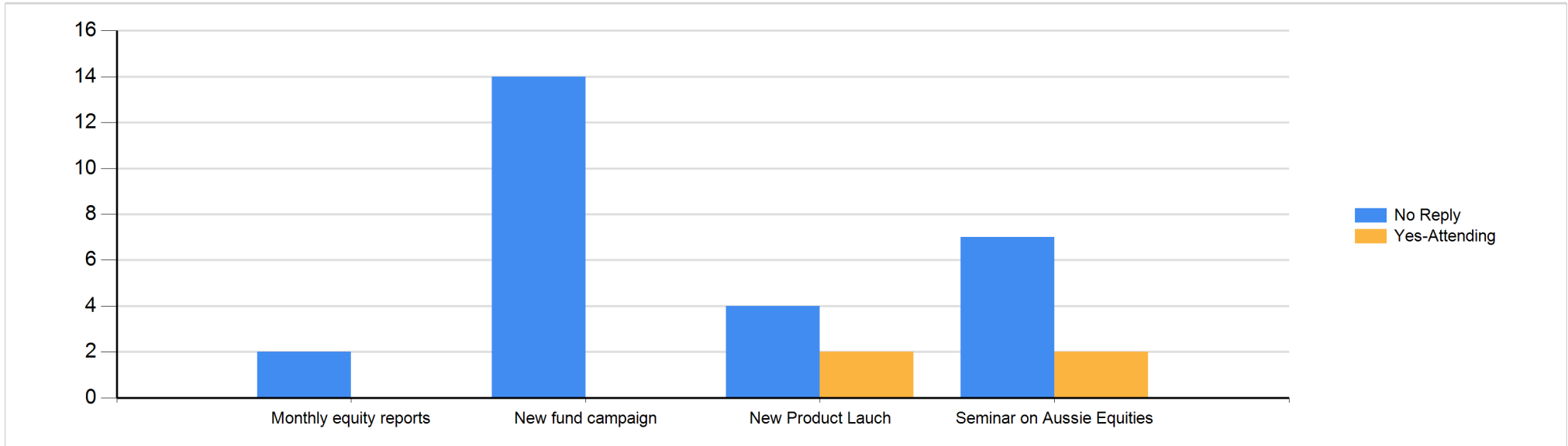
Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.

Rep	Business	Type	Product	Contact	Date	Activity	Subject
ANNE	Kerry Albert & Co	Prospect	Emerging	Kerry Albert	11-MAR-2016	Phone Call	Follow up on questions from previous meeting
	Water Mellon Trust	Prospect	Euro Equities	Paul Jones	6-MAR-2016	E-mail	E-mail Paul regarding custodian changes
	CTA (IL) Retirement	Prospect	Large Cap	John Kallanis	3-MAR-2016	Appointment	Finals
	Accenture, LLP	Prospect	Small Cap	Paul Vick	29-FEB-2016	Appointment	Meeting with Paul and Team
	Chicago Firefighters Annuity & Benefit Fund	Prospect	Emerging	William Brown	29-FEB-2016	Phone Call	Catch Up
	Water Mellon Trust	Prospect	Fixed	Paul Jones	28-FEB-2016	Phone Call	follow up
	J.J. Callan Associates Inc	Consultant	Small Cap	Michael B. Johnson	28-FEB-2016	Phone Call	Confirm Investment Plan Changes
	Breton Oil & Gas PLC	Client	Small Cap	Nicholas Harrington	28-FEB-2016	Appointment	Contract Details Completed
	Accenture, LLP	Prospect	Small Cap	Paul Vick	27-FEB-2016	Appointment	Follow up on recent changes
	STI Technologies, Inc.	Client	Small Cap	Benjamin Burns	27-FEB-2016	Phone Call	Catch up call
	J.J. Callan Associates Inc	Consultant	Euro Equities	Michael B. Johnson	22-FEB-2016	Appointment	Changes to the investment committee
	Accenture, LLP	Prospect	Small Cap	Paul Vick	21-FEB-2016	Phone Call	Spoke to Paul
	Accenture, LLP	Prospect	Small Cap	Paul Vick	21-FEB-2016	E-mail	Meeting Confirmation
	STI Technologies, Inc.	Client	Emerging	Mary Smithsonian	20-FEB-2016	Other	New Funds being transferred from Trust # 1234-5678-9
	Accenture, LLP	Prospect	Small Cap	Paul Vick	20-FEB-2016	Phone Call	Follow Up
	Engineers, Operating, Local #15	Prospect	Large Cap	James Callahan	20-FEB-2016	Appointment	Meeting to introduce Large Cap Product
	J.J. Callan Associates Inc	Consultant	Emerging	Ronald D. Smiley	19-FEB-2016	E-mail	E-mail Mike
	STI Technologies, Inc.	Client	Fixed	Joanne Smith	18-FEB-2016	Phone Call	finals presentation
	Kelly Family	Client	Planning	Felicity Kelly	18-FEB-2016	Phone Call	Call to set meeting
	Accenture, LLP	Prospect	Small Cap	Paul Vick	18-FEB-2016	Phone Call	Intro to Paul
	Stingy Consulting Corp.	Consultant	Small Cap	Martin Stingy	15-FEB-2016	E-Mail	test
	CTA (IL) Retirement	Prospect	Japan Equities	Steve Burns	14-FEB-2016	Appointment	Selection was made
	J.J. Callan Associates Inc	Consultant	Euro Equities	Michael B. Johnson	13-FEB-2016	E-Mail	Meeting with the Team
	Breton Oil & Gas PLC	Client	Emerging	James Petty	12-FEB-2016	Appointment	Performance Fees & New Potential
	Breton Oil & Gas PLC	Client	Fixed	Nicholas Harrington	12-FEB-2016	Phone Call	Meeting Agenda
	STI Technologies, Inc.	Client	Fixed	Steve F. Brown	12-FEB-2016	Phone Call	Manager Search
	Kelly Family	Client	Planning	John J. Kelly	12-FEB-2016	Appointment	quarter review
Robert L. Fineststein Law Group	Client	Emerging	Robert L. Fineststein	7-FEB-2016	E-mail	Thank You!	
J.J. Callan Associates Inc	Consultant	Fixed	Steve F. Brown	7-FEB-2016	Phone Call		
STI Technologies, Inc.	Client	Fixed	Joanne Smith	7-FEB-2016	Appointment	Finals presentation	

Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.

MARY	Cambridge Financial Services Group, Inc.	Consultant	Small Cap	Maria E. Barbieri	25-FEB-2016	Phone Call	Confirm Meeting Time
	Sodexo USA	Prospect	Small Cap	David Frick	25-FEB-2016	Phone Call	Check In
	Nestle Waters North America, Inc.	Prospect	Small Cap	Bill Pearson	25-FEB-2016	Phone Call	Returned My Call
	Robert R. McCormick Tribune Foundation	Prospect	Small Cap	Stanton R. Cook	22-FEB-2016	Phone Call	Intro Offerings
	Foley & Lardner	Prospect	Small Cap	Darrell R. Ohlhauser	22-FEB-2016	Phone Call	Set Call Time
	Cambridge Financial Services Group, Inc.	Consultant	Small Cap	Maria E. Barbieri	21-FEB-2016	Phone Call	Referral Call
	Robert R. McCormick Tribune Foundation	Prospect	Small Cap	Charles T. Brumback	21-FEB-2016	Phone Call	Intro
	Sodexo USA	Prospect	Emerging	David Frick	20-FEB-2016	Appointment	Meeting with David
	McDermott, Will & Emery Ptr.	Prospect	Small Cap	Alan D. Nesburg	20-FEB-2016	Phone Call	Check In
	Foley & Lardner	Prospect	Small Cap	Marilyn L. Lagerman	20-FEB-2016	Phone Call	Follow Up
	Cambridge Financial Services Group, Inc.	Consultant	Small Cap	Maria E. Barbieri	20-FEB-2016	Phone Call	Voice Mail Follow Up
	Cook Pine Capital LLC	Consultant	Small Cap	Yumi Kuwana	20-FEB-2016	Phone Call	Voice Mail Follow Up
	Deutsche Bank Alex. Brown Investment Consulting	Consultant	Small Cap	Jennifer Proga	20-FEB-2016	Phone Call	Voice Mail Follow Up
	Nestle Waters North America, Inc.	Prospect	Small Cap	Bill Pearson	20-FEB-2016	Phone Call	Voice Mail Follow Up
	McDermott, Will & Emery Ptr.	Prospect	Small Cap	Alan D. Nesburg	19-FEB-2016	Phone Call	Follow Up
	Foley & Lardner	Prospect	Small Cap	Darrell R. Ohlhauser	18-FEB-2016	Phone Call	Follow Up
	Cambridge Financial Services Group, Inc.	Consultant	Small Cap	Maria E. Barbieri	18-FEB-2016	Phone Call	Introductory Call
	Cook Pine Capital LLC	Consultant	Small Cap	Yumi Kuwana	18-FEB-2016	Phone Call	Introductory Call
	Deutsche Bank Alex. Brown Investment Consulting	Consultant	Small Cap	Jennifer Proga	18-FEB-2016	Phone Call	Introductory Call
	Nestle Waters North America, Inc.	Prospect	Small Cap	Bill Pearson	18-FEB-2016	Phone Call	Introductory Call
	Foley & Lardner	Prospect	Small Cap	Darrell R. Ohlhauser	14-FEB-2016	Phone Call	Intro Offerings
	Sodexo USA	Prospect	Small Cap	David Frick	8-FEB-2016	Phone Call	Follow Up Info Sent
	Sodexo USA	Prospect	Small Cap	David Frick	5-FEB-2016	Other	Sent Marketing Info
	Sodexo USA	Prospect	Small Cap	David Frick	4-FEB-2016	Phone Call	Returned My Call
	McDermott, Will & Emery Ptr.	Prospect	Small Cap	Alan D. Nesburg	1-FEB-2016	Phone Call	Follow Up
	McDermott, Will & Emery Ptr.	Prospect	Small Cap	Alan D. Nesburg	30-JAN-2016	Phone Call	Intro Offerings
	Sodexo USA	Prospect	Small Cap	David Frick	29-JAN-2016	Phone Call	Referral Intro
	Sodexo USA	Prospect	Small Cap	Robert A. Stern	28-JAN-2016	Phone Call	Intro Follow Up
	Sodexo USA	Prospect	Small Cap	Robert A. Stern	24-JAN-2016	Phone Call	Intro
	Port Authority of Allegheny County	Prospect	Small Cap	Claudia L. Allen	23-JAN-2016	Appointment	Initial Meeting
AbitibiBowater Inc. (USA)	Prospect	Emerging	Dean McDonald	22-JAN-2016	Appointment	Introduction Meeting	

Summary Graph and Count of Activities generated by Rep broken down by Activity Type, Product and Relationship Type. A saved view is used to determine the time period used. The report also includes Activity details for all businesses that each rep has generated an activity with.



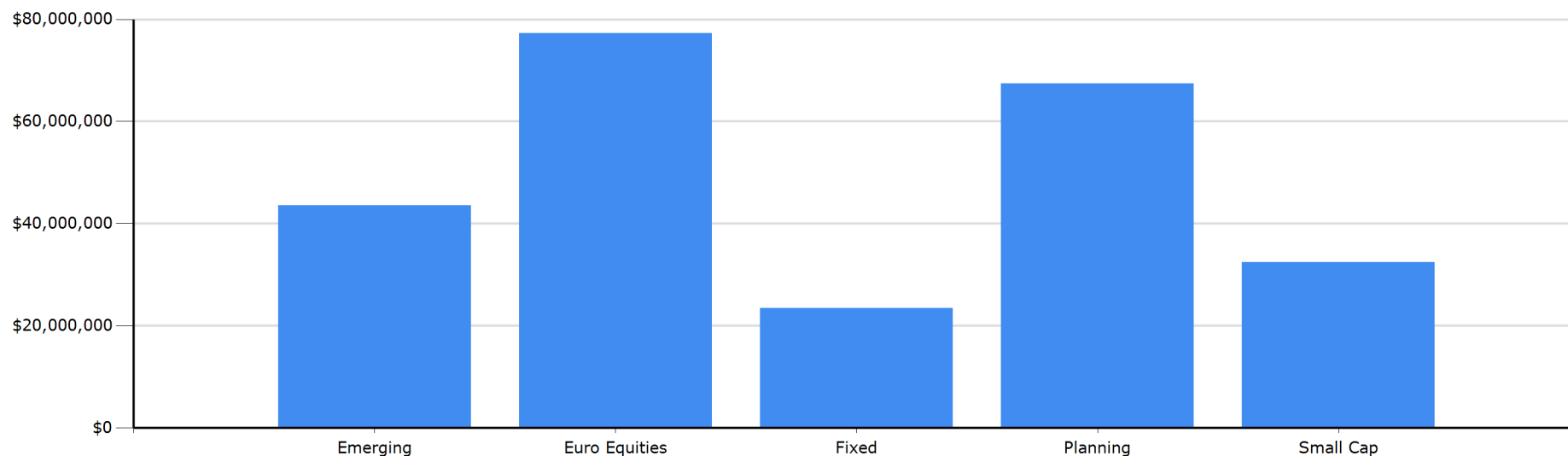
Mailing	Contact	Business	Mailing Type	Date Sent	Reply Received	Reply Date	Reply Type	Number /Guests
Monthly equity reports	Kathleen Jones	STI Technologies, Inc.	Compliance Notice	21-SEP-2008	No		No Reply	0
Monthly equity reports	Joanne Smith	STI Technologies, Inc.	Compliance Notice	21-SEP-2008	No		No Reply	0
Total Sent: 2				Total Replies: 0		Total: 0		
New fund campaign	William Brown	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Holly Case	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Joanne Smith	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Dan Talbot	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Benjamin Burns	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Kathleen Jones	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Joanne Smith	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Dan Talbot	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Benjamin Burns	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Kathleen Jones	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	William Brown	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Caroline Smith	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0

New fund campaign	Holly Case	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0
New fund campaign	Caroline Smith	STI Technologies, Inc.	Marketing Materials	6-SEP-2008	No		No Reply	0

Total Sent: 14				Total Replies: 0			Total: 0	
New Product Launch	William Brown	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	No		No Reply	0
New Product Launch	Steve F. Brown	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	Yes	23-SEP-2008	Yes-Attending	1
New Product Launch	Benjamin Burns	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	No		No Reply	0
New Product Launch	Holly Case	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	No		No Reply	0
New Product Launch	Kathleen Jones	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	Yes	23-SEP-2008	Yes-Attending	4
New Product Launch	Joanne Smith	STI Technologies, Inc.	Invitation-Event	23-SEP-2008	No		No Reply	0

Total Sent: 6				Total Replies: 2			Total: 5	
Seminar on Aussie Equities	William Brown	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	Benjamin Burns	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No	13-JUL-2008	Yes-Attending	1
Seminar on Aussie Equities	Kathleen Jones	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No	25-JUL-2008	Yes-Attending	2
Seminar on Aussie Equities	Joanne Smith	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	Dan Talbot	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	Steve F. Brown	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	Holly Case	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	William Smith	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0
Seminar on Aussie Equities	Mary Smithsonian	STI Technologies, Inc.	Invitation-Event	2-JUN-2008	No		No Reply	0

Total Sent: 9				Total Replies: 0			Total: 3	
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Product	Business	Legal Account Name/Investor	Portfolio Code	Market Value As of Date	Initial Contribution	Market Value	Net Increase	% Increase
Emerging	STI Technologies, Inc.	STI Salaried Workers Pension Plan	STI 12345	27-JUL-2014	10,345,700	12,345,679	1,999,979	16.20
	Water Mellon Trust	Watermellon Trust Defined Benefit Plan	NS 2314532	27-JUL-2014	25,000,000	26,000,000	1,000,000	3.85
	Robert L. Feinstein Law Group	Feinstein Profit Sharing Fund	RF56788	27-JUL-2014	5,000,000	5,210,400	210,400	4.04
					40,345,700	43,556,079	3,210,379	7.37
Euro Equities	STI Technologies, Inc.	STI Hourly Workers Pension Plan	STI 21001	27-JUL-2014	50,000,000	64,982,700	14,982,700	23.06
	Breton Oil & Gas PLC	Global Bond Fund A	BGP12345	27-JUL-2014	123,456	12,345,678	12,222,222	99.00
					50,123,456	77,328,378	27,204,922	35.18
Fixed	Kraft Family	Kraft Family Trust	KR22311	27-JUL-2014	12,345,678	23,456,789	11,111,111	47.37
						12,345,678	23,456,789	11,111,111
Planning	Breton Oil & Gas PLC	Pipeline Workers Pension Plan	123456789	27-JUL-2014	50,000,000	67,456,789	17,456,789	25.88
						50,000,000	67,456,789	17,456,789
Small Cap	Gaylord & Dorothy Donnelley Foundation	Donnelly Foundation, LP	NS 982102	27-JUL-2014	25,000,000	32,467,000	7,467,000	23.00
						25,000,000	32,467,000	7,467,000
						Total Current Assets:	244,265,035	

STI Technologies, Inc.

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
STI Salaried Workers Pension Plan	STI 12345	\$12,345,679.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Ronald D. Smiley	J.J. Callan Associates Inc	Consultant	31-MAR-2016
Mary Smithsonian	STI Technologies, Inc.	C-Trustee	31-MAR-2016

STI Technologies, Inc.

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
STI Hourly Workers Pension Plan	STI 21001	\$64,982,700.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Kathleen Jones	STI Technologies, Inc.	C-Trustee	31-MAR-2016
Steve F. Brown	STI Technologies, Inc.	Relationship Mgr	31-MAR-2016
Martin Stingy	Stingy Consulting Corp.	Consultant	31-MAR-2016
Loid Brown	STI Technologies, Inc.	Client	31-MAR-2016

Breton Oil & Gas PLC

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
Global Bond Fund A	BGP12345	\$12,345,678.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Joanne Smith	STI Technologies, Inc.	Relationship Mgr	31-MAR-2016
Jane Wheat	Breton Oil & Gas PLC	Client	31-MAR-2016

Breton Oil & Gas PLC

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
Pipeline Workers Pension Plan	123456789	\$67,456,789.00	27-JUL-2014

No Contacts Linked To This Account

Water Mellon Trust

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
Watermellon Trust Defined Benefit Plan	NS 2314532	\$26,000,000.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Caroline White	Water Mellon Trust	Client	31-MAR-2016

Kraft Family

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
Kraft Family Trust	KR22311	\$23,456,789.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Jonathan Kraft	Kraft Family	Investor	31-MAR-2016
Robert Kraft	Kraft Family	Client	31-MAR-2016

Robert L. Finestein Law Group

Legal Account Name/Investor	Portfolio Code	Market Value	Market Value As of Date
Feinstein Profit Sharing Fund	RF56788	\$5,210,400.00	27-JUL-2014

Contacts Linked to this Account

Name	Business	Role	Last Updated
Robert L. Finestein	Robert L. Finestein Law Group	Client	31-MAR-2016

	Appointments	Phone Calls	Emails	Documents	Mailings & Events	Last Activity	Last Appointment
Bear Stearns Investment Consulting Group							
Los Angeles - BILL	0	4	2	0	0	26-FEB-2016	21-SEP-2015
Breton Oil & Gas PLC							
London - ANNE	5	6	0	3	0	28-FEB-2016	28-FEB-2016
Cambridge Associates							
Boston - ANNE	0	0	0	0	0	5-JUL-2015	5-JUL-2015
Cambridge Financial Services Group, Inc.							
Greenwich - MARY	1	4	1	0	0	26-FEB-2016	26-FEB-2016
Capital Asset Management							
Denver - BILL	0	0	0	0	0	28-NOV-2015	28-NOV-2015
Capital Financial Planners							
Sydney - ANNE	0	0	0	0	0		
Colonial Consulting, LLC							
New York - ANNE	0	0	0	0	0	22-OCT-2015	22-OCT-2015
Cook Pine Capital LLC							
Greenwich - MARY	0	2	0	0	0	20-FEB-2016	
Deutsche Bank Alex. Brown Investment Consulting							
Greenwich - MARY	0	2	0	0	0	20-FEB-2016	
Federal Street Advisors, Inc.							
Boston - BILL	0	0	0	0	0	30-OCT-2015	30-OCT-2015
J.J. Callan Associates Inc							
San Francisco - BILL	3	4	4	1	0	28-FEB-2016	22-FEB-2016
Kelly Family							
Palm Beach - ANNE	1	2	0	0	0	18-FEB-2016	12-FEB-2016
Kraft Family							
Boston - ANNE	1	1	5	0	0	18-FEB-2016	6-FEB-2016
Mercer Consulting, Inc.							
New York - ANNE	0	0	0	0	0		
London - ANNE	1	0	1	0	0	27-FEB-2016	27-FEB-2016
Merry Lynch Corporation							
New York - ANNE	0	0	0	0	0		
Boston - ANNE	0	2	0	0	0	19-FEB-2016	24-DEC-2015

A count of interactions with contacts within the indicated date range.

Monticello Associates							
Denver - BILL	0	0	0	0	0	21-NOV-2015	21-NOV-2015
NEPC, LLC							
Cambridge - ANNE	0	0	0	0	0		
Robert L. Finestein Law Group							
Boston - ANNE	1	0	2	0	0	11-FEB-2016	23-JAN-2016
Russell Frank Company							
Tacoma - ANNE	0	1	1	0	0	20-FEB-2016	26-JUL-2015
STI Technologies, Inc.							
Norwell - ANNE	10	14	4	5	0	27-FEB-2016	7-FEB-2016
Stingy Consulting Corp.							
San Francisco - ANNE	0	0	0	0	0		
New York - BILL	1	0	2	3	0	15-FEB-2016	10-JAN-2016
Stingy Consulting Group							
New York - ANNE	0	0	0	0	0		
Strategic Capital Advisers							
Denver - BILL	1	0	0	0	0	24-JAN-2016	24-JAN-2016
Strategic Capital Allocation Group LLC							
Boston - BILL	0	0	0	0	0	14-SEP-2015	14-SEP-2015
Vision Wealth Management, Inc.							
Plano - BILL	0	0	0	0	0	3-AUG-2015	3-AUG-2015
Wainwright Investment Counsel, LLC							
Boston - BILL	0	0	0	0	0	22-NOV-2015	22-NOV-2015
Williams College							
Williamstown - KAREN	0	3	1	2	0	21-FEB-2016	24-AUG-2015

	Appointments	Phone Calls	Emails	Documents	Mailings & Events	Other Activities	Last Activity	Last Appointment
STI Technologies, Inc.								
Steve F. Brown	5	0	0	0	0	0	7-OCT-2015	7-OCT-2015
Benjamin Burns	4	0	0	0	0	0	8-SEP-2015	8-SEP-2015
Holly Case	3	0	0	0	0	0	4-DEC-2015	4-DEC-2015
Tyler Durden	0	0	0	0	0	0		
Peter Griffin	0	0	0	0	0	0		
Bob Jones	1	0	0	0	0	0	7-OCT-2015	7-OCT-2015
Theodore Jones	0	0	0	0	0	0	31-DEC-2014	31-DEC-2014
Matt Joyce	0	0	0	0	0	0	17-SEP-2014	
Shannon Maclay	1	0	0	0	0	0	16-NOV-2015	16-NOV-2015
Paula Ryan	0	0	0	0	0	0	15-SEP-2014	
Luke Skywalker	0	0	0	0	0	0		
Robert Smith	0	0	0	0	0	0		
William Smith	0	0	0	0	0	0	18-SEP-2014	
Joanne Smith	0	0	0	0	0	0	25-FEB-2015	25-FEB-2015
Mary Smithsonian	2	0	0	0	0	0	4-DEC-2015	4-DEC-2015
Mike Ward	0	0	0	0	0	0	15-SEP-2014	
Josh Weiss	0	0	0	0	0	0		

	Phone Calls	Emails	Other Activities	Documents	Mailings & Events	Last Appointment	Last Activity
Bear Stearns Investment Consulting Group							
Los Angeles - BILL	4	2	1	0	0	21-SEP-2015	26-FEB-2016
Cambridge Associates							
Boston - ANNE	0	0	0	0	0	5-JUL-2015	5-JUL-2015
Capital Asset Management							
Denver - BILL	0	0	0	0	0	28-NOV-2015	28-NOV-2015
Capital Financial Planners							
Sydney - ANNE	0	0	0	0	0		
Colonial Consulting, LLC							
New York - ANNE	0	0	0	0	0	22-OCT-2015	22-OCT-2015
Cook Pine Capital LLC							
Greenwich - MARY	2	0	0	0	0		20-FEB-2016
Deutsche Bank Alex. Brown Investment Consulting							
Greenwich - MARY	2	0	0	0	0		20-FEB-2016
Federal Street Advisors, Inc.							
Boston - BILL	0	0	0	0	0	30-OCT-2015	30-OCT-2015
Mercer Consulting, Inc.							
New York - ANNE	0	0	0	0	0		
Merry Lynch Corporation							
New York - ANNE	0	0	0	0	0		
Boston - ANNE	2	0	0	0	0	24-DEC-2015	19-FEB-2016
Monticello Associates							
Denver - BILL	0	0	0	0	0	21-NOV-2015	21-NOV-2015
NEPC, LLC							
Cambridge - ANNE	0	0	0	0	0		
Russell Frank Company							
Tacoma - ANNE	1	1	0	0	0	26-JUL-2015	20-FEB-2016
Stingy Consulting Corp.							
San Francisco - ANNE	0	0	0	0	0		
Stingy Consulting Group							
New York - ANNE	0	0	0	0	0		

Strategic Capital Allocation Group LLC								
Boston - BILL	0	0	0	0	0	14-SEP-2015	14-SEP-2015	
Vision Wealth Management, Inc.								
Plano - BILL	0	0	0	0	0	3-AUG-2015	3-AUG-2015	
Wainwright Investment Counsel, LLC								
Boston - BILL	0	0	0	0	0	22-NOV-2015	22-NOV-2015	
Williams College								
Williamstown - KAREN	3	1	0	2	0	24-AUG-2015	21-FEB-2016	

	Phone Calls	Emails	Documents	Mailings & Events	Other Activities	Last Activity	Last Appointment	
STI Technologies, Inc.								
Tyler Durden	0	0	0	0	0			
Peter Griffin	0	0	0	0	0			
Theodore Jones	0	0	0	0	0	31-DEC-2014	31-DEC-2014	
Matt Joyce	0	0	0	0	0	17-SEP-2014		
Paula Ryan	0	0	0	0	0	15-SEP-2014		
Luke Skywalker	0	0	0	0	0			
Robert Smith	0	0	0	0	0			
William Smith	0	0	0	0	0	18-SEP-2014		
Joanne Smith	0	0	0	0	0	25-FEB-2015	25-FEB-2015	
Mike Ward	0	0	0	0	0	15-SEP-2014		
Josh Weiss	0	0	0	0	0			

Rep	Business	Consultant-Global	Consultant-National	Consultant-Regional	Corporate Pension Fund	Endowment	Family Office	Foundation	Law Firm	Total
ANNE	Breton Oil & Gas PLC	0	0	0	1	0	0	0	0	1
	Cambridge Associates	0	1	0	0	0	0	0	0	1
	Colonial Consulting, LLC	0	0	1	0	0	0	0	0	1
	Kelly Family	0	0	0	0	0	1	0	0	1
	Kraft Family	0	0	0	0	1	1	1	0	3
	Mercer Consulting, Inc.	2	2	2	0	0	0	0	0	6
	NEPC, LLC	0	1	0	0	0	0	0	0	1
	Robert L. Finestein Law Group	0	0	0	0	0	0	0	1	1
	Russell Frank Company	1	0	0	0	0	0	0	0	1
	STI Technologies, Inc.	0	0	0	1	0	0	0	0	1
William Brown	Stingy Consulting Corp.	1	0	0	0	0	0	0	0	1
Total		4	4	3	2	1	2	1	1	18

Rep	Business	Contact	-Emergency Contact	Gifts-not permitted	Holiday Card	Newsletter	-Performance Analyst	Seminar Invitations	Total
ANNE	Amherst College	Dawn M. Bates	0	0	1	0	0	0	1
	Breton Oil & Gas PLC	James Petty	0	0	1	0	0	0	1
		Jane Wheat	0	0	1	0	0	0	1
		Nicholas Harrington	0	1	1	0	0	0	2
	Capital Financial Planners	Alan Alad	0	0	1	0	0	0	1
		Alan Cresson	0	1	1	0	0	0	2
		Lachlan M. Lachloon	0	0	1	0	0	1	2
	Kelly Family	Felicity Kelly	0	0	1	0	0	1	2
	Kerry Albert & Co	Catherine Moss	0	0	0	1	0	0	1
		Kerry Albert	0	0	0	1	0	0	1
		Linda Ingleby	0	0	0	1	0	0	1
	Kraft Family	Daniel Kraft	0	0	1	1	0	0	2
		Jonathan Kraft	0	0	1	1	0	0	2
		Robert Kraft	0	1	1	0	0	0	2
	Mercer Consulting, Inc.	Ron Mercer	0	0	1	1	0	0	2
	NEPC, LLC	Richard M. Charlton	0	1	1	0	0	0	2
	STI Technologies, Inc.	Benjamin Burns	0	0	1	0	0	0	1
		Holly Case	0	0	1	0	0	0	1
		Joanne Smith	0	1	1	0	0	0	2
		Kathleen Jones	0	0	1	0	0	0	1
		Steve F. Brown	1	1	1	1	0	0	4
		William Brown	0	0	1	0	0	0	1
	Stingy Consulting Corp.	Fred Jones	0	0	0	0	1	0	1
Martin Stingy		0	0	1	0	0	0	1	
John Doe	J.J. Callan Associates Inc	Amanda Burkhart	0	0	0	1	0	0	1
		Ronald D. Smiley	0	0	1	0	0	0	1
	Water Mellon Trust	Caroline White	0	0	1	0	0	0	1
Karen Jones	Water Mellon Trust	Leslie Larsen	0	0	1	0	0	0	1
	Williams College	Michael Abraham	0	0	1	0	0	0	1
Total			1	6	24	8	1	2	42

Rep	Business	Contact	Capital Call Letter	Compliance Notifications	Invoices	Quarterly Statement	Statements	Total
Anne Squires	Breton Oil & Gas PLC	Jane Wheat	0	0	1	0	0	1
	Kraft Family	Jonathan Kraft	0	0	0	1	0	1
		Robert Kraft	0	0	1	1	0	2
	Robert L. Finestein Law Group	Robert L. Finestein	0	0	0	1	0	1
	STI Technologies, Inc.	Joanne Smith	0	1	0	0	0	1
		Kathleen Jones	0	0	1	0	0	1
		Mary Smithsonian	0	0	1	0	1	2
		Steve F. Brown	0	0	1	1	0	2
Stingy Consulting Corp.	Martin Stingy	0	0	0	1	0	1	
John Doe	Gaylord & Dorothy Donnelley Foundation	Elliot R. Donnelley	0	0	1	0	0	1
	J.J. Callan Associates Inc	Ronald D. Smiley	1	1	0	0	1	3
	Water Mellon Trust	Caroline White	0	0	0	1	0	1
William Brown	STI Technologies, Inc.	Loid Brown	1	0	0	0	0	1
Total			2	2	6	6	2	18