Definitions of Terms

Agency – Agency bonds are issued by Government Sponsored Enterprises (GSE), but are NOT direct obligations of the U.S. government. Common GSE's are the Federal Home Loan Mortgage Corp. (Freddie Mac) Federal National Mortgage Association (Fannie Mae) and Federal Home Loan Bank (FHLB).

Beta - Beta measures a security or portfolio's volatility relative to an index, in this case, S&P 500 plus non-overlapping Recommended list stocks. If a security has a beta coefficient greater than one, it is considered more volatile. If a security has a beta coefficient of less than one, its price can be expected to rise and fall more slowly.

Bloomberg Consensus - An arithmetic average of selected broker estimates for a specific company. The Bloomberg Professional service utilizes statistics and accounting, as well as market, industry, and company knowledge to determine which estimates to include in the consensus for the best representation of the current and future fundamentals of the company.

Combined Ratio – Percentage of each premium dollar a property & casualty insurer spends on claims and expenses. A decrease in the combined ratio means the financial results are improving; an increase means they are deteriorating. A ratio over 100 reflects an underwriting loss.

Comps -- Comparable store sales, Same store sales, Identical store sales, Same restaurant store sales.

Copper is the world's third most widely used metal, after iron and aluminum, and is primarily used in highly cyclical industries. It is therefore commonly used as a leading indicator for economic activity.

Corporate Bonds – Are debt instruments issued by a private corporation. Non-Investment grade securities, commonly known as "high-yield" or "junk" bonds, are historically subject to greater risk of default, including the loss of principal and interest, than higher-rated bonds, which may result in greater price volatility than experienced with a higher-rated issue.

Correlation is generally interpreted as the percentage of a stock's price movement that can be explained by movements in a benchmark, in this case, S&P 500 plus non-overlapping Recommended list stocks.

The Effective Fed Funds Rate is the daily volume-weighted median value of overnight rates conducted by brokers. Prior to 2016, the rate was calculated by the New York Fed as the volume-weighted mean.

EV/EBITDA - Enterprise value as a multiple of earnings before interest, taxes, depreciation and amortization (EBITDA). Enterprise value is the theoretical takeover price of a firm. It is calculated by adding the value of debt to the company's market capitalization and subtracting out the cash and cash equivalents.

FactSet Consensus - Price target represents the average projected price over the next 6 to 12 months, for a particular security, from a universe of broker research that contributes to FactSet. By default, consensus estimates calculated by FactSet are based on estimates that have been validated via broker research within the past 100 days. Brokers who have "dropped coverage" are excluded for all fiscal periods that are not completed.

Gold spot price is quoted in US dollars per troy ounce. Gold is commonly used as a safe haven asset or inflation hedge. Its price tends to spike in a counter-cyclical fashion to economic activity.

Maximum Drawdown – Maximum drawdown is the maximum observed loss from a peak to a trough of a portfolio in a given time period.

Mortgage Backed Securities (MBS) – Bonds are subject to prepayment risk. Yield and average lives shown consider prepayment assumptions that may not be met. Changes in payments may significantly affect yield and average life. Please contact your financial advisor for information on CMOs and how they react to different market conditions.

Municipal Bonds – Interest income may be subject to state and/or local income taxes and/or the alternative minimum tax (AMT). Municipal securities subject to AMT assume a "nontaxable" status for yield calculations. Certain municipal bond income may be subject to federal income tax and are identified as "taxable". Gains on sales/redemptions of municipal bonds may be taxed as capital gains. If the bonds are insured, the insurance pertains to the timely payment of principal (at maturity) and interest by the insurer of the underlying securities and not to the price of the bond, which will fluctuate prior to maturity. The guarantees are backed by the claims-paying ability of the listed insurance company.

Net Debt/EBITDA - A pure measure of a firm's leverage. It divides the company's interest-bearing liabilities, minus cash and equivalents, divided by its trailing 12-month EBITDA (cash flow). Assuming all other things held constant, the ratio provides a theoretic timeline for how long it would take the company to pay down these obligations based on current cash flow generating capabilities.

The PEG Ratio is defined as a company's price-to-earnings ratio (P/E) divided by the growth rate (G) of the company's earnings for a given period. The PEG calculation helps balance a company's stock value in the context of the company's ability to grow earnings over that same period.

Price/Book: A financial ratio used to compare a company's market share price, as of a certain date, to its book value per share. Book value relates to the accounting value of assets and liabilities in a company's balance sheet. It is generally not a direct reflection of future earnings prospects or hard to value intangibles, such as brand, that could help generate those earnings.

Price/Cash Flow: The P/CF ratio is the ratio of a stock's price to its cash flow per share. The P/CF ratio is an indicator of a stock's valuation. Although there is no single figure to indicate an optimal P/CF ratio, a ratio in the low single digits may indicate the stock is undervalued, while a higher ratio may suggest potential overvaluation. The ratio takes into consideration a stock's operating cash flow, which adds non-cash earnings such as depreciation and amortization to net income. It is especially useful for valuing stocks that have positive cash flow but are not profitable because of large non-cash charges.

Price/Earnings: An equity valuation multiple calculated by dividing the market share price, as of a certain date, by earnings per share. Trailing P/E uses the share price divided by the past four-quarters' earnings per share. Forward P/E uses the share price as of a certain date divided by the consensus estimate of the future four-quarters' EPS.

Price/FFO: An equity valuation multiple calculated by dividing the market share price, as of a certain date, by funds from operations per share. Trailing P/FFO uses the share price divided by the past four-quarters' FFO per share. Forward P/FFO uses the share price as of a certain date divided by the consensus estimate of the future four-quarters' FFO.

R-square is generally interpreted as the percentage of a stock's price movement that can be explained by movements in a benchmark, in this case, S&P 500 plus non-overlapping Recommended List stocks.

Price/Sales: An equity valuation multiple calculated by dividing the market share price, as of a certain date, by the company's sales per share over the most recent year.

Return on Assets: Indicator of how profitable a company is relative to its total assets, in percentage. Return on assets gives an idea as to how efficient management is at using its assets to generate earnings.

Return on Equity (ROE) is the amount of net income returned as a percentage of shareholders equity. Return on equity measures a corporation's profitability by revealing how much profit a company generates with the money shareholders have invested. ROE is expressed as a percentage and calculated as: Return on Equity = Net Income/Shareholder's Equity

Standard Deviation is a statistic that measures the dispersion of a set of data relative to its mean. When the data points are further away from the mean, there is a greater deviation from the mean and a higher standard deviation.

Trailing P/E uses the share price divided by the past four-quarter earnings per share.

U-6 is a measure of unemployment that includes the total unemployed, plus all persons marginally attached to the labor force, plus total employed part time for economic reasons, as a percent of the civilian labor force.

Upside Capture Return is a measure of the manager's performance in periods when the market (benchmark) goes up.

Weekly Economic Index (WEI) is an index of ten daily and weekly indicators of real economic activity scaled to align with the four-quarter GDP growth rate.

Yield to Call (YTC) is the yield of a bond or note if you were to buy and hold the security until the call date, but this yield is valid only if the security is called prior to maturity. The calculation of yield to call is based on the coupon rate, the length of time to the call date and the market price.

Yield to Maturity (YTM) is the total return anticipated on a bond if the bond is held until the end of its lifetime. Yield to maturity is expressed as an annual rate.

Yield to Worst (YTW) is the lowest potential yield that can be received on a bond without the issuer actually defaulting. The YTW is calculated by making worst-case scenario assumptions on the issue by calculating the return that would be received if the issuer uses provisions, including prepayments, calls or sinking funds.

Investment products are not insured by the FDIC, NCUA or any federal agency, are not deposits or obligations of, or guaranteed by any financial institution, and involve investment risks including possible loss of principal and fluctuation in value.

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