SunTrust

Bid Contact **Kim Krause**
kim.krause@suntrust.com
Ph 954-765-7278

Address **Fort Lauderdale, FL 33301**

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
12547-525--01-01	Total Sample Cost for 5 years	**Supplier Product Code:**	**First Offer - $412,500.00**	1 / lump sum	**$412,500.00**	**Y**	**Y**

Supplier Total **$412,500.00**

SunTrust

Item: **Total Sample Cost for 5 years**

Attachments

Truist Response to City of Fort Lauderdale Cemetery Perpetual Care Trust.pdf

TRUIST

Truist Bank
Funeral and Cemetery Trust Services
200 S. Orange Avenue, 10th Floor
Orlando, FL 32801
Tel 407.237.5907
mark.hall@truist.com

June 23, 2021

Ms. AnnDebra Diaz
City of Fort Lauderdale
Procurement Services Division
100 N. Andrews Avenue, #619
Fort Lauderdale, FL 33301

Re: Cemetery Trust Fund Services

Dear Ms. Diaz:

Thank you for the opportunity for Truist Bank to respond to the City of Fort Lauderdale Cemetery Trust Fund's request for services. It has been an honor and privilege to serve as trustee and investment manager of the Municipal Cemetery System Perpetual Care Trust Fund (Trust) over the last ten years. We appreciate the opportunity to continue our relationship with the City of Fort Lauderdale (City).

Truist's Funeral and Cemetery Trust Services proposes to provide the City managing trustee services which includes investment management/consulting services and administrative custodial trustee services for the Trust. Truist aims to meet the Trust's objective of obtaining a net yield of $800,000 annually from interest and dividends through an innovative cost effective investment approach. We also will adhere to and support the City's investment policy within the framework of a perpetual care trust fund's long-term objectives and applicable Florida Statues.

Truist's service expands beyond investment management with a dedicated Funeral and Cemetery Trust Services department. Our firm will ensure the Trust benefits fully from all of Truist's industry leading capabilities and resources. With working knowledge developed from extensive funeral and cemetery relationships at Truist, we are positioned to continue to help the Trust successfully move forward. As a fiduciary, you can be confident with Truist as one of the largest providers to the cemetery industry in the nation.

Thank you again for the opportunity to respond to your RFP. Please call me should you have any questions.

Sincerely,

Mark A. Hall
Senior Vice President

TRUIST

Institutional Investment Solutions

Response to Request for Proposal for Trustee and Investment Management Services

For

City of Fort Lauderdale Cemetery Perpetual Care Trust

June 23, 2021

Mark A. Hall, CPM
Senior Vice President, Client Manager
Head of Funeral and Cemetery Trust Services
333 South Garland Avenue, Floor 17
Orlando, FL 32801
407.237.5907 (Office)
407.835.0669 (Fax)
mark.hall@truist.com

Kimberly A. Krause, CFA
Director, Investment Advisor
Truist Foundations and Endowments Specialty Practice
515 East Las Olas Boulevard, Floor 7
Fort Lauderdale, FL 33301
954.765.7278 (Office)
954.552.3010 (Mobile)
Kim. Krause@truist.com

TRUIST

Institutional Investment Solutions

Table of Contents

Executive Summary

Truist Bank is one of the leading financial services institutions serving the funeral and cemetery trust services industry. Truist Funeral and Cemetery Trust Services group, led by Mark Hall, is based in Orlando, Florida. The Investment Advisor, Kim Krause, is conveniently located in Fort Lauderdale, Florida. This same team has been serving the Cemetery Trust Fund for the City of Fort Lauderdale since July 1, 2011.

Truist Funeral and Cemetery Trust Services proposes to continue to provide the City of Fort Lauderdale fiduciary services which include investment management, administrative, custodial, trustee and consulting services for the Cemetery Trust Fund. Truist will adhere to and support the investment policy within the framework of a perpetual care trust fund's long-term objectives.

The cost for these services will remain unchanged at 25 basis points annually on the market value of the Cemetery Trust Fund plus any underlying manager fees as outlined on the cost proposal. Truist's fee will be charged monthly.

We appreciate this opportunity to continue to serve the Cemetery Trust Fund and the City of Fort Lauderdale.

Truist's current SSAE has been emailed to Adiaz@fortlauderdale.gov.

The following representative is duly authorized and has legal capacity to execute and deliver this Request for Proposal.

Signature	
Name	**Mark A. Hall**
Title	**Senior Vice President, Head of Funeral and Cemetery Trust Services**
Date	**June 23, 2021**

Experience and Qualifications

Full Name	Funeral and Cemetery Trust Services
Primary Contact	Mark A. Hall, Head of Funeral and Cemetery Services
Address	200 South Orange Avenue, Orlando, Florida 32801
Phone/Fax	407.237.5907/407.835.0669
Email Address	mark.hall@truist.com
Parent Company	Truist Financial Corporation
Headquarter Address	214 N. Tryon Street, Charlotte, NC 28202
Ownership	Publicly Held
Legal Form	Corporation
Operations	Through its banking subsidiaries, the company provides deposit, credit, trust, and investment services to a broad range of retail, business, and institutional clients. Other subsidiaries provide mortgage banking, brokerage, equipment leasing, and capital market services
Firm Website	www.Truist.com

Truist Funeral and Cemetery Trust Services

Truist is one of the leading financial services institutions serving this industry. This provides clients with the additional benefit of knowing their funds are being prudently handled by a premiere financial institution. This unit works exclusively with clients in the funeral and cemetery industry and assists them in managing their trust, investment and reporting needs.

The Funeral and Cemetery Trust Services, established in 1990 and based in Orlando, Florida, is a part of our Institutional Investment Solutions division which is focused exclusively on providing fiduciary, investment and administrative services to institutional client needs.

Our mission is to be a trusted advisor and the market leader in providing trust, administrative and investment advisory services to the funeral and cemetery industry. Our fiduciary services are specialized to meet the needs of the industry and include cemetery merchandise trusts, endowment care trusts, pre-need funeral trusts and pre-construction trusts.

In addition, Truist delivers investment and trustee services locally, with Kim Krause, your Investment Advisor, in Fort Lauderdale and Mark Hall, your Client Manager and Head of Funeral and Cemetery Trust Services, in Orlando. Both are readily accessible to the City of Fort Lauderdale via phone, email or in person.

Details of Past Projects

Truist is currently serving as trustee and providing investment management services for the Cemetery Trust Fund and has done so since July 1, 2011. The Fund has experienced significant growth after paying all expenses including fees, maintenance reimbursements and capital improvements. Truist attends the Cemetery System Board of Trustees (Board) meetings to offer updates on the global economy as well as the performance of the Cemetery Trust Fund. We comply with the Investment Policy Statement and work with the City Liaison to ensure all requirements and concerns are addressed.

Professionals and Support Staff

Truist's team of experienced investment professionals includes 29 CFAs, 19 CFPs, 2 CIMAs, 25 MBAs, 7 CTFAs and 2 JDs. They average 20 years of financial industry experience. Approximately 150 professionals support delivery of investment advisory and related administrative services to our institutional clients. Over 300 Truist operations team members support our client service teams.

Spotlight on Truist: Clients, Capabilities and Commitment

Truist is proud to provide trustee, investment advisory and key administrative services designed specifically for the pre-need sector. As part of our service commitment, we continually review, invest and make enhancements in our service features that help clients keep up with industry demands and requirements. As a leader in the industry for over 20 years, our firm is honored that our average client tenure is 13 years, with clients ranging from $2 million to over $1 billion in managed assets. Our business model is fully scalable to grow as our clients grow, anticipating evolutions and having solutions at the ready.

As part of our commitment to the industry, we continue to add team members and technology to our Funeral and Cemetery Trust team. Account loads are closely monitored with new resources brought on board as appropriate to ensure the highest level of client focus.

Timely, actionable information is a crucial part of the services we provide. At the outset of each new relationship, as we established with the City of Fort Lauderdale, specific client requirements are clearly documented and implemented by our team. Customized reporting, market updates and investment results are delivered according to the specifications of the City of Fort Lauderdale, and can be updated at any time should requirements change.

Approach to Scope of Work

Based on the scope of work, we understand that the City of Fort Lauderdale requires a seasoned, qualified fiduciary investment advisor and administration team to support the Cemetery Trust Fund. The Trust seeks a positive net yield through interest, dividends and capital appreciation while adhering to the Investment Policy Statement of the Municipal Cemetery System Perpetual Care Trust Fund and the governing document (i.e. trust agreement).

Truist Funeral and Cemetery Trust Services has had the privilege of serving as fiduciary investment advisor and administration support since 2011. During this partnership with the City, the Cemetery Trust Fund has experienced significant growth net of fees, maintenance reimbursements and capital improvements. Our vision has been to work closely with, communicate and provide transparency related to the Cemetery Trust Fund with the City and the Board.

In addition to attending regular board meetings and conducting annual investment education training, your locally based Truist team is readily available to address any concerns of the Board or City in a timely manner. This relationship is part of our current workload and is an excellent fit with our firm. Truist's expertise with cemetery trusts and investment management allows us to deliver a uniquely tailored client experience for the City. As part of our engagement, we ensure on-time payment of both maintenance reimbursements as well as capital improvements. All transactions are closely monitored through the Trust 3000® trust accounting system with account information available to the City via our secure online client portal, Truist PortfolioView.

It has been our pleasure and privilege to extend the highest level of service and expertise to the City. As part of this partnership, we look forward to continually enhancing the services the City receives and ensuring the sustainability and health of the Cemetery Trust Fund.

1. Organization

1. **Describe the organization, date founded, including past and current ownership of the firm and regulatory bodies this firm reports to. Has your firm experienced a significant change in organizational structure, ownershipor management during the past three years? If so, please describe.**

Truist Funeral and Cemetery Trust Services

With over $5 billion in funeral and cemetery trust assets under administration, Truist is one of the leading financial services institutions serving this industry.[1] This provides clients with the additional benefit of knowing their funds are being prudently handled by a premiere financial institution. This unit works exclusively with clients in the funeral and cemetery industry and assists them in managing their trust, investment and reporting needs.

The Funeral and Cemetery Trust Services, established in 1990 and based in Orlando, Florida, is a part of our Institutional Investment Solutions division which is focused exclusively on providing fiduciary, investment and administrative services to institutional client needs.

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Truist Financial Corporation

Truist Financial Corporation (NYSE: TFC) is the sixth largest financial services holding company in the U.S. with $509 billion in assets as of December 31, 2020. Its oldest predecessor organization was established in 1811.

At Truist, our purpose is to inspire and build better lives and communities. **Every day, the pursuit of better drives us** - to empower clients with more choice, teammates with more fulfillment, and communities with more hope.

Our Values

Trustworthy - We serve with integrity.
Caring - Everyone and every moment matters.
One Team - Together, we can accomplish anything.
Success - When our clients win, we all win.
Happiness - Positive energy changes lives.

[1] As of December 31, 2020

Key features of Truist include:

- **Efficient Integrators**: Industry-leading efficiency is a hallmark feature of the legacy companies, and leadership strives to continue this sterling record.
- **Proven Leadership**: Kelly King, Chairman and Chief Executive Officer, has a long history of successful merger integrations and strong risk management. He has assembled an outstanding executive management team.
- **Innovative Thinkers**: The newly merged company has the size, scale, and personnel to bring innovation to the banking industry.
- **Commitment to the Community**: Truist stands for better communities and a better future. That starts with a $60 billion Truist Community Benefits Plan.

On December 6, 2019, BB&T and SunTrust combined in an historic merger of equals to create Truist, the sixth largest commercial bank in the U.S. Headquartered in Charlotte, North Carolina, Truist serves approximately 12 million households with leading market share in many high-growth markets in the country. There are no additional changes anticipated over the next 12 months. We invite you to visit us at www.truist.com to learn more about Truist.

2. Describe any other business affiliations (e.g. subsidiaries, joint ventures, "soft dollar" arrangements with brokers).

We offer a wide range of services including retail, small business and commercial banking; asset management; capital markets; commercial real estate; corporate and institutional banking; insurance; mortgage; payments; specialized lending and wealth management.

We do not participate in any soft dollar, commission recapture, 12b-1 or other indirect forms of compensation as a method of payment for services provided. We also do not use or recommend any proprietary funds for use in client portfolios.

3. Identify the types of accounts primarily managed by your firm.

With fully scalable services, our target market is not-for-profit institutions ranging from $5 million to $100 million in investment assets.

4. Does your firm have an office in the State of Florida? If so, please indicate the closest location to Fort Lauderdale.

Yes. Truist has offices in the State of Florida. Your Investment Advisor, Kim Krause, is located in Fort Lauderdale at 515 East Olas Boulevard. Mark Hall and the Funeral and Cemetery Trust Services team are located in Orlando, Florida. The team in Orlando is comprised of Mark Hall and four Client Service Specialists that are responsible for day to day administrative services, client interaction and as backups for Mark's role as Client Manager.

5. Provide a brief history of your company's experience with custody, safekeeping clearing services, investment management and any special expertise or unique capabilities. Describe your strengths that differentiate your services from other providers.

The depth and extent of industry and regulatory knowledge accumulated by Truist puts our firm among an elite group of fiduciary service providers for City of Fort Lauderdale. Truist has served in a trustee capacity for funeral and cemetery trusts since 1990. We have provided trust services for over 100 years.

Truist currently administers over 850 accounts across 24 states with over $5 billion in funeral and cemetery trust assets.[2] Specialized fiduciary services have been tailored to address the specific needs unique to the death care industry.

Leadership in Funeral and Cemetery Management

In tandem with the City of Fort Lauderdale, the Truist Funeral and Cemetery Trust Services will develop strategic asset allocation designed to meet your return and spending targets. Using a rigorously screened platform of high quality and diversified manager strategies, your portfolio will be managed to both capture upside opportunities while protecting principal.

Fiduciary stewardship is the heart of our culture. We are an invested partner sharing responsibility for prudent management of our client assets. Distinguishing characteristics of our firm include:

- **Extensive Funeral and Cemetery Trust Experience**, ensuring that the City of Fort Lauderdale Cemetery Perpetual Care Trust is fully supported by a corporate trustee with expertise, technology and professionals specifically focused on these types of trusts.
- **Dedicated Client Manager** is available to work with the City of Fort Lauderdale Cemetery Perpetual Care Trust and staff, providing not only regular reporting and support, but also personal attention to the relationship, identifying ways that we can improve our service based upon the organization's needs and the requirements of your investment managers.
- **Dedicated Investment Advisor** is your primary contact for all investment related activities, provides all analytical work for the portfolio, and is responsible for the overall advisement, including asset allocation, investment policy review, manager/strategy recommendations, portfolio optimization and construction.
- **Best Practices Sharing**, leveraging the breadth of our funeral and cemetery client base, Truist is uniquely positioned to share methodologies and approaches that have worked well for organizations similar to the City of Fort Lauderdale Cemetery Perpetual Care Trust in developing programs and other creative approaches to support the changing needs of the organization.
- **Investment Education Programs** designed to support the eight hours of continuing educational requirements for the City of Fort Lauderdale Cemetery Board members.
- **Efficient Administrative Support Services** which are critical in organizations where staff time is at a premium and multiple investment managers are involved, making timely, accurate concise information even more vital than ever before.
- **Clear Reporting**, providing information on the City of Fort Lauderdale Cemetery Perpetual Care Trust separate pools while aggregating assets for pricing purposes.

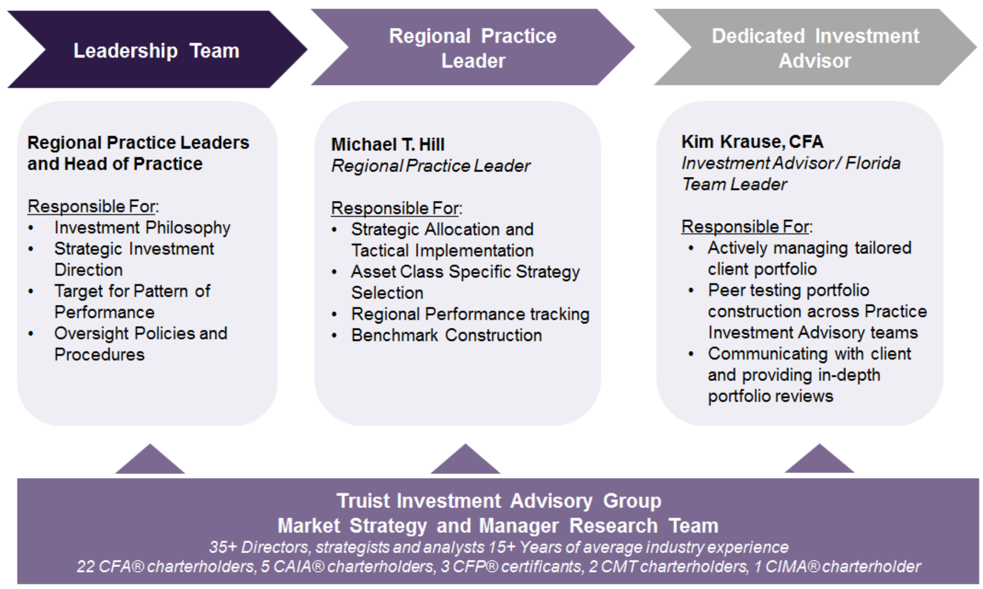
[2] As of December 31, 2020

- **Competitive Fees** while delivering a full complement of administrative, investment management and support services.

Disciplined Investment Process

While each portfolio is customized to the needs of the client, the Truist Funeral and Cemetery Trust Services has established a disciplined process to ensure consistency of results across all regions.

During each investment review, and more frequently as desired, your dedicated Investment Advisor, Kim Krause, will review your strategic allocations and tactical tilts in light of our forward-looking analysis of expected risks and opportunities. A key component of the review will be the discussion of ex post drivers of investment returns relative to ex ante expectations. Additional topics covered during the review include portfolio construction, global economic and market events, manager research, Investment Policy Statement compliance, and full performance reporting.



Effective Communications

We engage with our clients as partners, collaborating on strategic asset allocation and investment policy statement, while acting nimbly to execute your investment strategy and maintaining IPS compliance.

Your bi-monthly investment reviews will feature in-depth holdings reviews, market analysis, IPS compliance reporting and fee transparency at the portfolio and underlying manager levels.

Our firm is pleased to offer Board and Staff members invitations to our Institutional Investor Conferences. In addition to peer networking opportunities, our annual conference features prominent speakers who cover high impact topics including investment considerations for institutional investors and best practices in fiduciary stewardship. Our team of professionals is often featured as speakers at conferences throughout the year and across industries.

For 2021, we are hosting a series of web-based seminars focusing on Diversity in Asset Management.

6. Summarize fidelity bond coverage, errors and omissions, employee dishonesty, fiduciary liability insurance, or other fiduciary coverage the firm carries.

Truist utilizes the primary carrier, XL Specialty Insurance Company plus various other carriers for all policies.

Coverage Type	Carrier	Limits
Fiduciary Liability	XL Specialty Insurance Company + Various Others	$200,000,000
Fidelity Bond/Cyber	XL Specialty Insurance Company + Various Others	$250,000,000
Errors & Omissions	XL Specialty Insurance Company + Various Others	$200,000,000
Directors & Officers Liability	XL Specialty Insurance Company + Various Others	$275,000,000
Excess Cyber Security	Lloyd's of London + Various Others	$200,000,000

2. Professional Qualifications

1. **What is the number of full-time employees in this firm?**

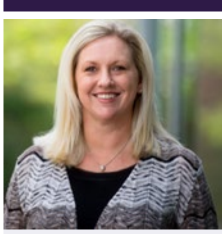
   Approximately 150 professionals support delivery of investment advisory, related administrative and compliance services which include investment manager research, strategy, portfolio construction, and global and domestic economics to our institutional clients. Over 300 Truist operations team members support our client service teams. Our team of experienced investment and not-for-profit professionals includes 29 CFAs, 6 CAIAs, 25 MBAs/Masters Degrees, 7 CFPs, 4 CIMAs, 7 CTFAs, 1 AIF, 2 CMTs, 2 JDs, and 1 PhD.

2. **Submit biographical profiles on the individual(s) who will be assigned to thisaccount including but not limited to, title, number of years at this firm, total number of years of experience, professional designations or licenses and SEC, NASD, or any other regulatory censures or actions or litigations, if any. Please indicate where these individual(s) are located. Indicate which individuals will attend quarterly review meetings with Cemetery Advisory Board of Trustees.**

   The City of Fort Lauderdale has a dedicated relationship team to provide investment advisory and related administrative services. Your relationship team includes Kim Krause and Mark Binnion, Senior Investment Advisors; Dylan Smith, Investment Associate; and Mark Hall, Relationship Manager.

   The team is directly available to your board and staff and, in addition to ongoing communication, provides six meetings per year and eight hours per year for investment education training with multiple connection points throughout the year.

Investment Advisory



Kimberly A. Krause, CFA
First Vice President, Investment Advisor

Kim Krause is an Institutional Investment Advisor within the Foundations and Endowments Specialty Practice.

Kim offers clients more than 26 years of investment management experience. Kim has earned the professional designation of Chartered Financial Analyst® (CFA®) from the CFA Institute and is a graduate of Florida State University. She also has earned a Master of Business Administration degree from Nova Southeastern University.

As an Investment Advisor, Kim advises on the development and implementation of investment strategies to help clients meet their short and long term goals. She follows a disciplined team-centered process of assessing an organization's financial situation, determining risk tolerance, forming and executing an appropriate investment strategy, and regular portfolio rebalancing and reporting in order to obtain measurable results.

Kim joined the firm in 2011. As a member of the firm's Thought Leadership Editorial Committee, Kim contributes investment-related content for the development of white papers and webinars. She has also represented the firm as a featured speaker at several industry conferences. Prior to joining the firm, Kim held various positions at Franklin Templeton Institutional Investments.

Kim is a member of CFA Miami and volunteers her time at several local community organizations.

Mark F. Binnion, CFA
First Vice President, Investment Advisor

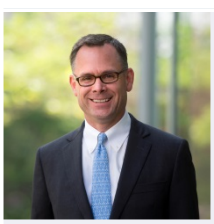
Mark Binnion is an Institutional Investment Advisor within the Foundations and Endowments Specialty Practice.

Mark offers clients 31 years of investment management experience. He has earned the professional designation of Chartered Financial Analyst® (CFA®), is a member of the CFA Society of South Florida, and is a graduate of the University of Maryland, College Park with a Bachelor of Arts in Economics.

As an Investment Advisor, Mark advises on the development and implementation of investment strategies to help clients meet their short and long term goals. He follows a disciplined team-centered process of assessing an organization's financial situation, determining risk tolerance, forming and executing an appropriate investment strategy, and regular portfolio rebalancing and reporting in order to obtain measurable results.

Prior to joining the firm, Mark was a Senior Vice President and Institutional Relationship Manager with Franklin Templeton Institutional for 14 years. In this role he was responsible for servicing large endowments and foundations, as well as public and corporate defined benefit and defined contribution plans. Before Franklin Templeton, Mark was an Account Manager at Putnam Investments focusing on global asset allocation clients. He started his career in 1990 at Delaware investments where he served in a variety of roles including equity analysis and portfolio management, quantitative analysis and risk management.

Mark is on the Finance Committee of the Humane Society of Broward County. He is involved in many community activities and has done volunteer work for a local school as a math tutor and enjoys coaching youth soccer, baseball and flag football.



Michael T. Hill
Managing Director, Regional Practice Leader

Mike Hill is the Regional Practice Leader and a member of the management team within the Foundations and Endowments Specialty Practice.

Mike offers clients 32 years of investment management experience, with an exclusive focus on institutional clients. His experience includes debt structuring, portfolio management, global asset allocation, and strategic consulting. Mike attended the University of Tennessee and Belmont University earning a Bachelor of Science degree in Biology and also a Bachelor of Business Administration in Finance.

Mike's role is to provide leadership and oversight to the Investment Advisory and Outsourced Chief Investment Officer (OCIO) roles for clients and team members. He is responsible for the articulation and implementation of the disciplined and consistent investment process employed by the Specialty Practice in Florida, Georgia, Tennessee, Texas, and other expansion markets.

Mike also advises on the development and implementation of investment strategies to help clients meet their short and long term goals. He follows a disciplined process of assessing an organization's financial situation, determining risk tolerance, forming and executing an appropriate investment strategy, and regular portfolio rebalancing and reporting in order to obtain measurable results. Mike and his team's work focuses on discretionary and non-discretionary investment mandates for clients nationally.

Mike joined the firm in 1999 following a career as a proprietary trader for a southeastern investment bank specializing in fixed income derivative securities. Upon joining the firm, Mike was a portfolio manager for Trusco Capital Management managing their flagship, large cap core equity strategy.

A native of Nashville, Mike is a member of the Board and President of the Nashville CFA Society. Mike is a member of the Board and past Chair of the Nashville Humane Association Supporting Foundation.

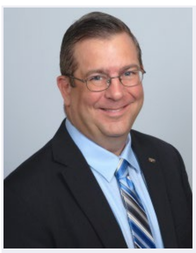
Dylan Smith
Investment Associate

Dylan Smith is an Investment Associate within the Foundations and Endowments Specialty Practice.

Dylan serves as a secondary contact for investments. He provides customized client reporting and analysis, portfolio characteristics, and performance presentations.

Dylan joined the firm in 2016 and has six years of industry experience. Dylan earned his B.B.A. in Finance from Florida State University. He is currently a CFA® Level III candidate.

Client Service



Mark A. Hall, CPM
Senior Vice President, Client Manager
Head of Funeral and Cemetery Trust Services

Mark A. Hall, Senior Vice President, is Head of Funeral and Cemetery Trust Services, a specialty group of Institutional Investment Management. In this role, he provides administrative, operational, investment and consultative services to organizations with a focus on funeral and cemetery trusts.

Mark joined SunTrust, now Truist, in 1995 and has over 27 years of experience in the financial services industry. He began his career in Privately Held Investments within the Wealth and Investment Management division. He later served as a Real Estate Officer and Closely Held Business Officer in the Central Virginia Region. He subsequently held positions as State Manager of Privately Held Investments – Closely Held Businesses for Florida and then State Manager for Privately Held Investments – Real Estate for Florida. His success in these roles provided Mark the opportunity to assume his current position, in 2011, as Head of Funeral and Cemetery Trust Services.

Mark received his Business Administration degree from the University of Delaware in 1992. He is a graduate from the ABA Graduate Trust School.

Mark is a native of Maryland and has been residing in Orlando, Florida since 2002. In his free time he enjoys spending time with his family.

3. Investment Philosophy/Hypothetical Analysis of Fund

1. Briefly describe the firm's investment philosophy in developing portfolio construction to meet the client's investment policy objectives.

Our investment philosophy is driven by a primary objective: to enable our not-for-profit clients to achieve their mission-specific goals. We know that a well-managed investment portfolio is an essential element for our clients' long-term success.

Grounded in discipline to avoid emotional investment decision making, our investment philosophy is designed to deliver optimized, risk-adjusted returns tailored to each organization's specific risk appetite, liquidity needs, and long-term growth objectives.

We will prudently utilize a wide variety of investment vehicles and strategies depending on our clients' needs and our forward looking view of the dynamic investment landscape. We are not wed to a single framework, for example, growth or value investing, however there will be times where we favor one over another depending on conditions. Risk management is incorporated into everything we do.

Our investment philosophy is built upon four key tenets, as described below.

Invest with a purpose	Commit to a disciplined process	Select investments thoughtfully	Mitigate unnecessary risk
Begin with the destination in mind	Asset allocation is the most determinant factor of investment success	Optimize net risk-adjusted returns	Stress test and monitor portfolios for policy compliance
Link investment strategy to organizational objectives	Custom-fit your investment policy as the foundation of a successful investment program	Combine internal best thinking with best-in-class external research	Regular rebalancing and agile tactical shifts
Evaluate success holistically against those objectives	Our disciplined approach establishes the framework for long term success	Vet underlying managers vigorously and continuously	Rigorously diversify using passive, active and alternative strategies

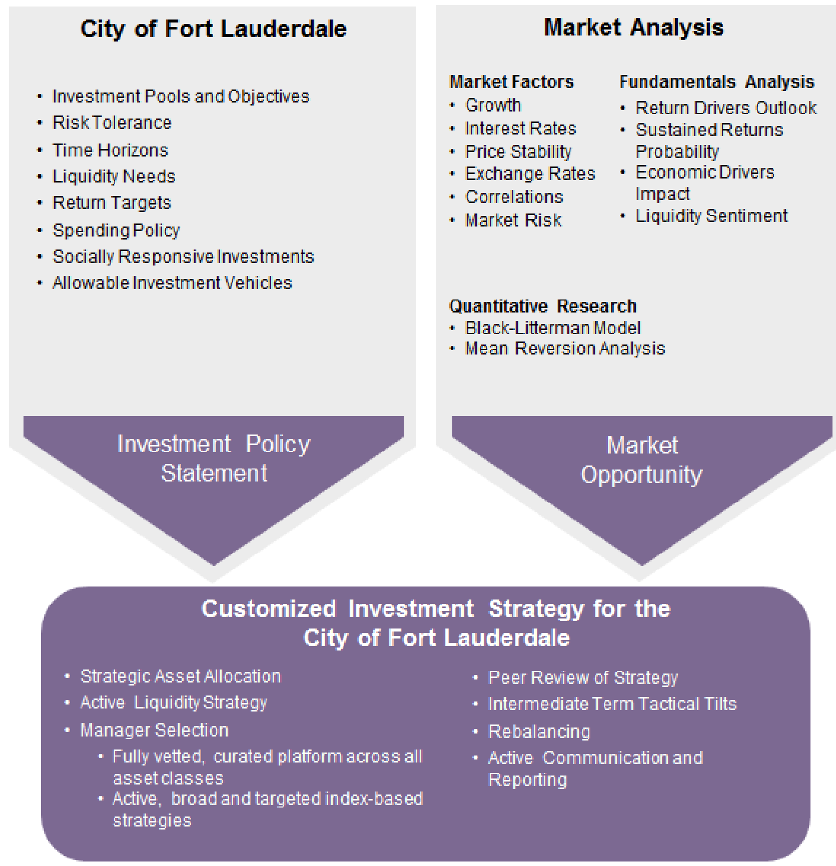
Developing Tailored Investment Strategies for the City of Fort Lauderdale

Your investment program will be customized to the Cemetery Trust's specific investment goals, risk preferences, maintenance reimbursement needs, and liquidity needs. The diagram on the following page illustrates how we will approach designing a sustainable and prudent investment strategy.

Our investment strategy development process proceeds along two parallel tracks. We first assess the Cemetery Trust in a multi-dimensional matrix that defines your objectives, time horizons, income needs, liabilities, liquidity preferences, and risk tolerances so that we can fully understand the elements that will be expressed in your Investment Policy Statement and contribute to a successful portfolio solution.

The second track involves deep dive analysis of the current and forecasted economic and market environments. Our goal is to assess the suitability of different investment strategies for the Cemetery Trust using the inputs gathered in the first track.

These two tracks come together in a mapping process, aligning the specific vehicles used within your portfolio with the Cemetery Trust's goals, objectives, and constraints. Through this process, a highly tailored portfolio is devised that incorporates the best thinking of the Truist Funeral and Cemetery Trust Services team with the focused and specific expertise of your investment advisor as it relates to your unique situation.



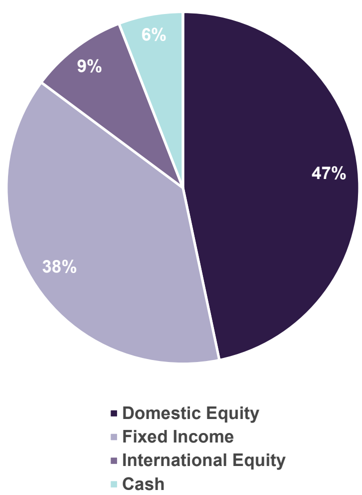
On an ongoing basis, the portfolio construction and use of specific strategies are tested by the Truist Funeral and Cemetery Trust Services team while a dynamic, constant dialogue and sharing of insights informs the work of each investment advisor. Part of the ongoing testing process is an additional level of peer review where investment advisors analyze a selection of one another's portfolios on a regular basis throughout the year and discuss the allocation choices and strategy selection. These cross-review activities ensure that the team's best thinking is implemented across the Truist Funeral and Cemetery Trust Services, and that each client gains the benefit of individual advisor insight combined with team-tested perspectives.

Active Management

Every client portfolio is actively managed by a dedicated investment advisor. Your dedicated Truist team deploys the best thinking refined within the Truist Funeral and Cemetery Trust Services team and supported by the analytic resources of our Investment Advisory Group to determine investment decisions for your portfolio. This structure allows clients to benefit from all investment insights, outlook, and recommendations on an ongoing basis.

2. Provide a sample analysis of the current Fund amount of 29,000,000. Allocate the assets to specific classes. Show the Fund Fact Sheet for any mutual fund and/or investment manager advisor to be used as well as all fees associated with the allocation. Provide the projected annual yield for each asset allocation.

Provided below is the current asset allocation and manager selection for the Cemetery Trust portfolio managed by Truist as of 4/30/2021. The estimated annual income is $683,310 with a current yield of 2.03% based on the current composition of the portfolio and total assets of $33,317,117 as of 4/30/2021. Fund fact sheets are included in the appendix.



Allocation as of April 30, 2021

	Vehicle	Current Market Value	Current Allocation	Current Yield	Expense Ratio
Total Portfolio		$33,317,117	100.0%	2.033%	0.23%
Total Equities		$18,534,456	55.6%	$683,310	
Large Cap Equities		$12,296,513	36.9%		
iShares DJ Select Dividend	ETF	$2,250,868	6.8%	2.92%	0.39%
Vanguard Institutional Index	MF	$3,951,813	11.9%	1.39%	0.04%
Edgewood Growth Fund	ETF	$2,525,206	7.6%	0.41%	1.00%
Vanguard Value Index- Admiral	MF	$1,770,952	5.3%	1.77%	0.05%
SPDR S&P Dividend	ETF	$1,797,674	5.4%	2.52%	0.35%
Smid Cap Equities		$1,087,142	3.3%		
Eaton Vance Atlanta Capital SMID-Cap R6	MF	$1,087,142	3.3%	0.56%	0.82%
Small Cap Equities		$1,256,082	3.8%		
Fidelity Small Cap Index	MF	$1,256,082	3.8%	0.81%	0.03%
Real Estate		$944,279	2.8%		
SPDR Dow Jones REIT	MF	$944,279	2.8%	3.32%	0.25%
International Equities		$2,950,440	8.9%		
Vanguard International Growth	MF	$1,291,025	3.9%	0.33%	0.33%
Vanguard FTSE Emergining Markets ETF	ETF	$645,826	1.9%	1.71%	0.10%
iShares Core MSCI EAFE ETF	ETF	$1,013,588	3.0%	1.79%	0.07%
Total Fixed Income		$12,814,167	38.5%		
Corporate Obligations	MA	$3,611,172	10.8%	3.50%	0.00%
Foreign Bonds	MA	$366,636	1.1%	6.11%	0.00%
U.S. Govt Bds	MA	$536,418	1.7%	2.11%	0.00%
Western Asset Core Plus Bond IS	MF	$2,177,782	6.5%	2.54%	0.42%
Vanguard Total Bond Market	MF	$5,155,270	15.5%	2.06%	0.04%
Neuberger Berman High Income	MF	$966,889	2.9%	4.88%	0.70%
Total Cash Equivalents		$1,968,495	5.9%	0.03%	

Yield statistics as of 6/15/2021 or earlier. Only latest current yield provided by fund managers.
Total current yield and est. annual yield income ($) as of 6/15/2021
**Source – Morningstar, First Rate and PortfolioView*

3. What are the primary strategies employed by your firm for adding value to the portfolio (e.g. market timing, research, etc.)?

Truist uses four primary strategies to add value to portfolios:

- Strategic Asset Allocation
- Tactical Shifts
- Manager Due Diligence
- Expense Management

Developing Strategic Asset Allocation

To construct the asset allocation strategy for the City of Fort Lauderdale Cemetery Perpetual Care Trust, your Truist team, led by Kim Krause, will confirm the investment objective and maintenance reimbursement requirements, along with any unique goals, objectives, or constraints. The asset allocation analysis process begins with the construction of a series of efficient frontier portfolios incorporating your specific objectives. Each portfolio strategy will consider estimated return, estimated risk (standard deviation), correlation, Sharpe ratio, expected upside and downside risk and drawdown stressed at various standard deviations.

Creating multiple portfolios illustrates how different asset allocations can impact both risk and return. Your Truist team will review each of these portfolio scenarios with the City of Fort Lauderdale, with the goal of reaching a collaborative decision on appropriate asset allocation ranges, balancing expected return with associated risk.

Investment Process: Inputs to Tactical Asset Allocation Decisions

Our framework is to evaluate how various economic environments as well as fiscal and monetary policies influence relative performance between asset classes. One can then approach asset allocation in a forward manner; that is, identify which asset classes have better risk/return prospects given the current and future economic and market cycles.

Disciplined asset allocation and portfolio selection procedures are consistently executed to manage risk for our clients. Risk management at the strategic asset allocation level incorporates the current market environment, our economic outlook, identifying the period within economic and business cycles, the interest rate environment along with long-term, 10-year return assumptions for each strategic asset class.

Tactical asset allocation decisions build on long-term strategic outlooks within our Capital Market Assumptions by comparing dispersions of expected returns over 3 to 36 months relative to 10-year forecasts. When economic or market events reshape the expected outcome of a long-term assumption, we view the trigger as the signal to investigate the likelihood of the trend being actionable (can we effectively and efficiently invest for our clients), sustainable for a 3-36 month period, and offer risk reward characteristics consistent with our client’s investment philosophies and policy. Attribution analysis demonstrates that a portion of the long-term investment outperformance in client portfolios is generated by our execution of tactical asset allocation. These tactical tilts are represented by a wide number of portfolio positions, weights, or exclusions of asset classes for periods of time.

Manager Due Diligence and Selection

One of the most important aspects of our business is to identify compelling investment opportunities for our clients. To fulfill this essential role, we screen and select external investment managers with unique talent and a proven, repeatable investment process to fulfill specific asset class mandates in client portfolios. Additionally, portfolio construction and manager selection allow for more tailored risk management directly aligned with client objectives and preferences. Risk controls include asset class range parameters, inclusion of certain sub-asset classes, risk budgeting, and regular rebalancing.

The other source of consistent outperformance in client portfolios identified through attribution analysis is active manager selection. Risk management for active manager selection and inclusion within client portfolios focuses on the demonstrated consistency of adherence to the stated investment philosophy and process for which a manager was hired. We continuously monitor tracking error to stated benchmarks, emphasize manages with strong upside/downside capture ratios favoring principal protection along with risk-adjusted return statistics and fees on a relative basis. Index-based strategy risk controls are in place to ensure the vehicle provides the desired beta efficiently and consistently.

Expense Management: Active Versus Passive Strategies

Our philosophy favors active managers who exhibit superior skill and a consistent, repeatable process that can add value over time. We invest heavily in manager research and due diligence to identify and incorporate best-in-class managers in all asset classes. Meanwhile, passive strategies provide clients with continued investment during periods of manager transitions or significant portfolio rebalancing, low cost access to the most efficient asset classes, and minimal tracking error to benchmark(s). Our investment management process incorporates both active and passive strategies to maximize efficiency, reduce fees, and provide the highest probability of our clients achieving their risk-adjusted return goals.

Active strategies tend to reduce the manager’s market sensitivity, and enhance the ability for active managers to preserve capital in periods when market indices decline. Active manager representation is driven by the efficiency of the asset class and available opportunity set. In the most efficient asset classes such as large cap, domestic equity, we tend to favor broad market exposure obtained for a minimal cost. For asset classes with slightly less efficiency such as domestic, large cap growth and value, we tend to incorporate active managers with a passive strategy and the allocation to each determined by client fee and tracking error sensitivity. For less efficient and more volatile asset classes, our preference is for the use of all active strategies.

Core Versus Specialty Portfolios

We believe alternative investment strategies can be an important component to a portfolio’s asset allocation. When properly sourced, screened, and incorporated into a portfolio, alternative investment strategies have a history of:

- Decreasing portfolio risks through lower asset class correlation
- Providing capital preservation
- Providing attractive risk-adjusted returns
- Increasing overall portfolio diversification and efficiency

4. Please describe your equity and fixed income management styles (individual securities or mutual funds, active versus passive, etc.)

Broad diversification across multiple asset class is the primary means of minimizing risk and volatility within investment portfolio. As a result, we seek to ensure that client investment strategies incorporate a full range of asset classes allocated according to efficient frontier modeling and reflecting each client’s risk appetite and investment goals.

To help our clients achieve optimal diversification across multiple asset classes, we utilize mutual funds, exchange traded funds, separately managed accounts, individual securities, hedge funds, and private equity vehicles as allowed by the Investment Policy Statement. Each is carefully selected based on a client's stated objectives, requirements, and allocation targets. Every investment vehicle is fully researched by our Manager Evaluation Group and further vetted by the Truist Funeral and Cemetery Trust Services for suitability and manager quality.

Our research covers managers across all asset classes as shown in the table below.

Core U.S. Equity	Core Fixed Income	International Markets
▪ Large Cap Core ▪ Large Cap Value ▪ Large Cap Growth ▪ Mid Cap Core ▪ Mid Cap Value ▪ Mid Cap Growth ▪ Small Cap Core ▪ Small Cap Value ▪ Small Cap Growth ▪ Multi Cap Core ▪ Multi Cap Value ▪ Multi Cap Growth	▪ Short-Term Liquid ▪ Short Duration ▪ Intermediate Treasuries ▪ Intermediate Duration ▪ Long Duration Bond ▪ Mortgages ▪ Corporates ▪ High Yield Corporates ▪ Global - Hedged ▪ Global - Unhedged ▪ International Bonds - Unhedged	▪ Developed Nations - Equity ▪ Developed Nations - Bonds ▪ Emerging Economies - Equity ▪ Emerging Economies - Bonds
Real Assets and Inflation Hedges	**Hedge Funds**	**Private Capital**
▪ REITs ▪ Domestic Real Estate ▪ International Real Estate ▪ Commodities ▪ Natural Resources ▪ TIPs	▪ Diversified Fund of Funds ▪ Multi Strategy Hedge Funds ▪ Long/Short Equity ▪ Distressed Strategies ▪ Credit Strategies	▪ Private Equity Funds ▪ Venture Capital Funds ▪ Private Credit

Our Capital Market Assumptions are used to effect tactical asset allocation within prescribed asset class ranges. Tactical allocation capabilities are essential to capturing short- and medium-term opportunities within policy risk constraints. Tactical tilts and style representation are an output of our Capital Market Assumptions and ongoing asset allocation and cycle analysis. Factor or style exposure is continuously monitored and analyzed for risk-adjusted enhancements within each portfolio. When our analysis identifies an exposure that offers an expected risk-adjusted return that varies from the long-term strategic return, a recommendation is made to overweight or underweight the sub asset class.

Active Vs. Passive

Allocations to active and passive strategies will vary in different market cycles. The use of passive and active strategies will evolve as the market cycle evolves and through assessment of client sensitivity to tracking error. We employ a mix of passive, passive plus, and fully active strategies depending upon client circumstances.

Where our research has shown active managers do well, our team utilizes actively-managed investment strategies within the asset allocation framework in an effort to maximize above-average returns with below-average risk. Complementary investment strategies are used to further enhance the portfolio's risk and return profile. The probability of successfully implementing an actively-managed approach can be improved when the following criteria and perspectives are employed:

- **Active Share**: Outperformance of the market occurs when investment managers construct portfolios that are different from the market. Active share is a measure of active management that is expressed as the percentage of securities in a portfolio that differ from those in the benchmark index, and is determined by the absolute differences in portfolio weights for all securities in the portfolio compared to the appropriate benchmark.
- **Highly Skilled Investment Teams**: A disciplined and rigorous due diligence process must be in place to accurately differentiate between skill and luck.
- **Reasonable Expenses**: Empirical evidence shows a strong relationship between lower expenses and higher excess returns.
- **Long-Term Time Horizon**: Remaining committed to highly-skilled investment managers through a full market cycle is a key component in meeting clients' long-term investment goals. We recognize that even the most highly skilled managers are going to experience periods of underperformance. Numerous studies show that investors are notorious for firing managers after a relatively short period of underperformance, only to miss out on potential future outperformance as the manager's style comes back into favor. This misstep is further compounded by the fact that investors often replace these managers with managers that just experienced a period of significant short-term outperformance that they are unlikely to replicate in the near-to-intermediate term.

Active strategies tend to reduce the manager's market sensitivity and enhance the ability for active managers to preserve capital in periods when market indices decline. Active manager representation is driven by the efficiency of the asset class and available opportunity set. In the most efficient asset classes, such as large cap core domestic equity, we tend to favor broad market exposure obtained for a minimal cost through passive strategies. For asset classes with slightly less efficiency such as domestic large cap growth and value, we tend to incorporate both passive and active strategies. The allocation to each is determined by client fee and tracking error sensitivity. For less efficient and more volatile asset classes, our preference is for the use of active strategies.

4. Investment Manager Selection

1. What is the procedure and criteria you follow in the selection of investment managers? Historically, how long does this process take from start to finish?

Primary Advantages of our Manager Research, Due Diligence and Selection Process	
Integrity and Depth of Data	Our database is robust, with significant resources standing behind our platform
Sub-Style Trend Identification	We use holdings based analysis conducted at the sector and security level to identify emerging trends that are not apparent on the surface
Qualitative Information Capture	Our analysts seek answers beyond the numbers to fully understand the source of returns for each manager, organizational factors that may contribute to (or inhibit) future success, and ensure the integrity of managers utilized in client portfolios

Research is provided in house by the Truist Manager Evaluation Group (MEG). MEG is divided into three teams of specialists. The Traditional Manager Evaluation Team is staffed by five senior analysts averaging 22 years' experience and three junior analysts averaging 18 years' experience. The analysts focus on either equity or fixed income strategies. Within our Alternative Investment Research Team, there are four senior analysts averaging 24 years' experience and three junior analysts averaging six years' experience. The Private Equity Team features two seasoned professionals with 29 and 19 years' experience respectively. Below is an organizational chart for our Investment Strategy and Research Team.

Ernest Dawal, Jr., CFA
Chief Investment Officer

PORTFOLIO & MARKET STRATEGY

- Keith Lerner, CFA, CMT — Chief Market Strategist
- Mike Skordeles, AIF® — Director, US Macro Strategist
- Eylem Senyuz — Director, Global Macro Strategist
- Jeff Terrell, CFA — Senior Vice President, Chief Wealth Market Strategist
- Shelly Simpson, CFA, CAIA — Director
- Sabrina Bowens-Richard, CFA, CAIA — Director
- Emily Novick, CFA, CFP® — Research Analyst
- Dylan Kase, CFA — Associate

TRADITIONAL MANAGER EVALUATION

- Ric Mayfield, CFA, CAIA — Managing Director
- Alison Majors, CFA, CFP® — Director
- Tracey Devine — Director
- Kelly Frohsin, CIMA®, CFP® — Director
- Chris Hett, CFA — Research Analyst
- Thomas Toman — Research Analyst
- Diane Schmidt — Research Analyst
- Benardo Richardson — Associate

PRIVATE EQUITY & CREDIT RESEARCH

- Ravi Ugale — Managing Director
- Will Repath — Director

ALTERNATIVE INVESTMENTS RESEARCH

- Spencer Boggess — Managing Director
- Mohan Badgujar — Director
- Len Lebov — Director
- Noah Harris, CFA — Director
- Ryan Taylor, CFA, CAIA — Associate
- Colin Fox, CTFA — Associate
- Haley Lawson — Associate

EQUITY STRATEGIES

- Aki Pampush, CFA — Managing Director
- Charles East — Sr. Research Analyst
- Scott Yuschak, CFA — Sr. Research Analyst
- Adam White, CFA — Sr. Research Analyst
- John Holecek — Sr. Research Analyst
- Vernon Plack, CFA, CMT — Director of Private Client Research
- W. Moultrie Dotterer, CFA — Managing Director
- Charles Redding — Equity Product Manager

FIXED INCOME STRATEGIES

- Chip Hughey, CFA — Head of Fixed Income and Strategy Services
- Evan Moog, CFA — Associate

INVESTMENT COMMUNICATIONS

- Oliver Merten, CFA, CFP® — Managing Director
- Julie Parham — Investment Communications Manager

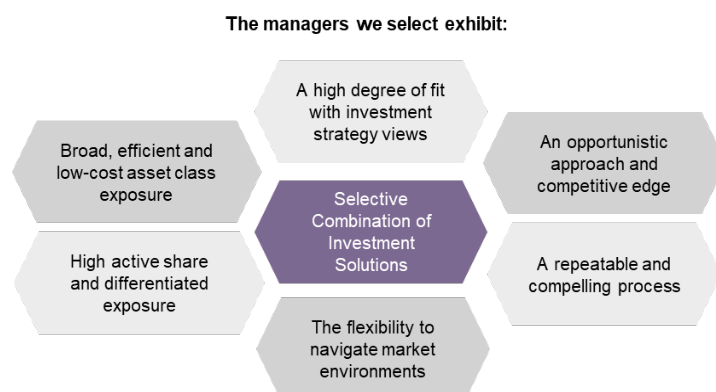
Using a combination of external databases and internal qualitative screening, Truist monitors a universe of more than 13,000 traditional managers, 5,000 hedge strategies, 5,100 private capital and 3,400 real asset strategies covering a complete range of asset classes. We typically maintain a carefully screened, recommended platform of approximately 180 strategies.

Truist uses Zephyr Style Advisor, Morningstar Direct 3.0, eVestment Alliance, Lipper Analytics, Factset Spar, Mercer GIMD, Albourne Partners, and Pertrac Analytics for both manager search and monitoring purposes. These databases allow us to conduct searches and analyze managers based upon specific criteria that we determine, including performance, risk characteristics and qualitative data about the management firm such as geographic location, tenure and professional criteria of investment managers. We also utilize Pertrac Analytics to provide holdings based analysis to confirm risk/return and style consistency.

Additional research is provided by two globally recognized research firms. These partnerships ensure that we deliver the highest level of investment and operational due diligence across all asset classes and styles.

Manager Research and Due Diligence Process

Truist's due diligence approach is designed to find attractive investment opportunities by developing a deep understanding of the risks associated with the human, operational, legal, and financial aspects of the investment managers overseeing these opportunities. We attempt to eliminate conflicts wherever possible, electing not to accept compensation from the investment managers we utilize in client portfolios. This allows us to remain free from constraint or bias when searching for the most compelling investments.



Within each asset class, investment strategies with a competitive edge are sought, keenly focusing on managers who execute that strategy well. The strategy must be repeatable, and deliver consistently superior risk-adjusted returns. Truist seeks both low cost passive strategies and compelling active managers. These are combined selectively to enable the best expression of our investment views. Managers are continuously monitored using the systems outlined herein.

Final approval must pass our Investment Policy Committee confirming investment strategy, soundness of investment and team, suitability and compliance.

Traditional Manager Research and Due Diligence

The table on the following page illustrates the qualities we consider to be most important to seek in money managers.

Institutional Investment Solutions

The *Five P's*
We source managers that exhibit these characteristics.

	Characteristics	ACTIVE	PASSIVE
PEOPLE	‣ History and pattern of success ‣ Motivation and passion ‣ Strong alignment with partners ‣ Humility and confidence	Performance highly reliant upon portfolio managers	Emphasis placed on firm stability
PHILOSOPHY	‣ Compelling investment beliefs that permeate the organization ‣ Strategies implemented based on those beliefs	Portfolio manager's conviction in approach is paramount	Approach to portfolio construction
PROCESS	‣ A structured, repeatable process ‣ Research integrated with portfolio management ‣ A strong sell discipline	Identification of competitive advantage is critical	Focus on replication and execution
PERFORMANCE	‣ Solid, long-term performance attributable to current portfolio managers ‣ Firm with culture of long-term success ‣ Appropriate size & product capacity to allow managers to implement the strategy	Focus on performance not explained by market factors	Very high degree of fit with benchmark or factors
PRICE	‣ Competitive relative pricing ‣ Fees consistent with differentiation ‣ Fees consistent with market exposure	Willing to pay for differentiated performance	Very price sensitive

Investment Manager Evaluation:
Descriptions apply to the Manager Evaluation Group's work. The Investment Advisory Group's Alternative Investments Research and Private Equity & Credit Strategies teams cover non-traditional strategies.
Past performance should not be taken as an indication or guarantee of future performance.

Our manager search process begins with the following quantitative screens:

- Manager or advisor be organized as a Registered Investment Company under the 1940 Act
- Minimum size requirements of assets under management specific to each asset class
- Sufficient capacity of all managers on our platform
- A minimum three-year performance track record
- Performance for the trailing one, three, five and ten years (if available) versus peer group ranking criteria
- Style consistency screened for R-squared and tracking error
- Risk-adjusted performance metrics including alpha, information ratio, Sharpe ratio, and Sortino ratio versus the relevant peer group
- Portfolio turnover, number of holdings, upside and downside capture ratios, maximum drawdown, standard deviations versus the benchmark and fees

For strategies meeting our quantitative requirements, the following qualitative research is undertaken:

- A lengthy assessment tool (RFI) with accompanying presentation for the strategy under review. All RFI statements are verified via on-site meetings
- We investigate the firm's compliance record through regulatory filings
- We conduct on-site due diligence to learn more about the culture and caliber of people
- Firm's risk management structure and oversight
- Interview the investment management team for the strategy, including the lead manager and analysts studying the investment approach, security selection criteria, portfolio construction, risk controls, and sell discipline. Prepared with the quantitative metrics, our experienced team is able to explore the portfolio characteristics and results in depth

Alternative Manager Research and Due Diligence

Our alternative manager due diligence process is a disciplined, iterative process that typically involves: assessment of merits of the manager, strategy, and firm; evaluation of terms and structure; and understanding of the quality of the investment opportunity. Our quarterly ongoing monitoring approach attempts to extend and validate the original manager due diligence as well as verify the substance of the original diligence. Our Dual Coverage Model is a complementary due diligence discipline. It consists of multiple team members contributing to the monitoring of investments.

Alternative Manager Evaluation/Selection

The due diligence process for a single strategy often takes as long as three months start to finish. This lengthy process typically entails the following steps:

- The initial introductory call
- The request for information (RFI)
- The thorough review of the comprehensive RFI package received
- The onsite visit (or a more detailed conference call, especially during the pandemic)
- The remaining quantitative and qualitative research
- The preparation of a formal research report
- The recommendation process (peer review, presentation to the full research team and committee)

2. How many firms do you track for investment manager search purposes? How many investment managers do you typically recommend to the Board from the total search database?

Using a combination of external databases and internal qualitative screening, Truist monitors a universe of more than 13,000 traditional managers, 5,000 hedge strategies, 5,100 private capital and 3,400 real asset strategies covering a complete range of asset classes. We typically maintain a carefully screened, recommended platform of approximately 180 strategies.

3. What criteria are used to recommend termination of an Investment Manager?

Ongoing Monitoring and Manager Termination

The primary objective of ongoing due diligence of investment managers is to confirm that each manager is satisfactorily performing its duties and is in compliance with the investment style or philosophy for which it was selected.

Qualitative, quantitative, and operational reviews are conducted for the approved managers on a consistent basis. Managers are continually analyzed and monitored for consistent compliance with our requirements.

Performance is monitored continuously with monthly analysis and regular quarterly reviews. A more thorough annual review is conducted with managers on our platform, which includes a written questionnaire requesting various information and documentation. The annual review will also include a presentation from the manager to our Manager Evaluation Group.

As part of the Truist Funeral and Cemetery Trust Services' institutional portfolio management process, if a manager within one of our portfolios is placed on the internal watch list by the Manager Evaluation Group, we pay particular attention to the drivers of performance and qualitative issues that may be impacting the manager experience, and a thorough review is undertaken. Our bias is negative for watch list managers while we recognize some periods of poor performance can prove transitory.

The analysts in the Manager Evaluation Group meet regularly to review various quantitative characteristics of each investment manager. They evaluate:

- Investment performance of the manager versus the peer group and/or the stated benchmark index over a one, three, or five-year period comparison of manager's composite results with Truist's results under that manager
- Comparison of fee structure relative to other providers in the same investment space
- Review of overall dollar amounts of assets under management for a particular manager or strategy approved by Truist

We will also review qualitative characteristics of the manager and may include, but are not limited to, the following:

Manager Issues

- Changes in portfolio manager or management team, whether through the departure or retirement of key investment professionals or by the assignment of a new portfolio manager

- Evaluation of manager's compliance with its original stated investment style, philosophy, or process, with particular focus on repeated violations of the manager's established investment guidelines or sell discipline
- Client service evaluation

Organizational Issues

- Organizational change, including but not limited to a sale of the investment management firm to a new entity, change of investment manager or sub-advisor, high turnover in marketing personnel, continued operational or back-office issues
- Firm or manager level issues involving regulatory actions or other proceedings which may affect the manager's ability to perform its investment duties

If a manager does not meet our expectations in any or all of the characteristics described above, or if we determine that the manager may no longer be able to manage the assets as expected for any reason, Truist will place the manager on our watch list and recommend termination if negative factors are not corrected within a reasonable period of time or deemed to be irreversible.

We maintain an approved list of managers within each asset class and are able to recommend replacement managers simultaneously.

4. Do you or a related company have relationships with investment managers that you recommend, consider for recommendation, or otherwise mention to the plan for consideration? If so, describe those relationships.

No.

5. Do you or a related company receive any payments from investment managers you recommend, consider for recommendation, or otherwise mention to the plan for consideration? If so, what is the extent of these payments in relation to your other income (revenue)?

No.

6. Do you have any policies or procedures to address conflicts of interest or toprevent these payments or relationships from being considered when you provide advice to your clients. Explain your procedures.

While the Truist Financial Corporation is a fully diversified financial firm, the Truist Funeral and Cemetery Trust Services has strict firewalls and practices in place to ensure that we fulfill our fiduciary responsibilities to our clients and our duty to deliver conflict-free investment advice.

Ways We Guard Against Conflicts of Interest

- Firm-wide fiduciary code of conduct
- Chartered Financial Analyst (CFA®) Standards and Uniform Prudent Management of Institutional Funds Act (UPMIFA) regulations
- Conflict-free and objective fiduciary investment advice
- Fully independent trading desks providing best execution and price with no financial considerations paid to investment or research teams

- Control systems and audits are used to maintain ongoing objectivity
- No sales of software, charges for conference attendance, sales of consulting services to investment managers, or distribution of access to manager databases
- Maintenance and monitoring of firewalls to avoid conflicts of interest between our fiduciary investment advisory and management activities and the activities of other business lines, subsidiaries, and affiliates

7. Do you have any arrangements with broker-dealers under which you or a related company will benefit if investment managers place trades for their clients with such broker-dealers?

No. Fully independent trading desks are maintained for the benefit and use of our institutional clients.

5. Performance Evaluating

1. Describe and illustrate any special indices constructed by your firm. Do you use peer review in evaluating an investment manager's performance?

Investment manager benchmark selection consists of (a) the stated benchmark the manager identifies in his accompanying prospectus; or (b) investment strategy and discipline process. We confirm the manager stated benchmark through continuous holdings-based analysis and style analysis to monitor tracking error, style, and capitalization consistency. Along with peer analysis, this process determines the benchmarks for which we will evaluate manager investment performance.

We measure fund performance based on what we feel is the most appropriate benchmark for a given strategy. We attempt to deconstruct performance based on holdings and sector weightings as well as other style factors. Understanding the components of what has driven performance is critical to assessing whether the manager has in fact been adding value or simply benefitting from market exposure.

2. Please explain size, composition, and source of the firm's performance measurement database. What indices are used for relative comparisons? Specifically describe the performance evaluation system and the philosophy behind it.

Truist utilizes First Rate Advisor® performance measurement system to supply our clients with portfolio returns. First Rate Advisor® enables us to customize and monitor client accounts and calculation methodology. Investment results are calculated according to CFA Institute standards. Specifically, the modified Dietz formula is used to calculate returns which utilize time-weighted, total return and trade-date accounting. The monthly returns are geometrically linked to provide returns for the quarter, year and longer. Periods greater than 12 months are annualized. Results may not reflect the deduction of investment advisory fees. All investment results are subject to final verification.

Performance Measurement Capabilities	
Core Performance Measurement and Reporting	Time-Weighted Historical Return Reporting
Flexible Portfolio Aggregation	Attribution Analysis
Comprehensive Reporting Formats	Risk Measurement and Analysis
An Extensive Library of Market Indices	GIPS Compliant Calculation Methodology

Indices Used

Truist utilizes a comprehensive set of index and performance information. Below is an abbreviated list of the Indices used.

▪ iMoneyNet Financial First Tier Money Funds Avg.	▪ Lipper International Municipal Debt Funds Index
▪ iMoneyNet Financial US Treasury & Repo Funds Avg.	▪ Lipper Large Cap Core Index
▪ iMoneyNet Government Institutional	▪ Lipper Loan Participation Funds Avg.
▪ iMoneyNet All Tax Free	▪ Lipper Mid-Cap Average
▪ iMoneyNet Tax-Free National Retail	▪ Lipper Multi-Cap Growth Index
▪ Barclays Govt / Credit Index	▪ Lipper Multi-Cap Value Index

Institutional Investment Solutions

▪ Barclays Govt / Credit Index A or better	▪ Lipper Money Market Funds Index
▪ Barclays Govt / Credit Intermediate Index	▪ Lipper Science and Technology Index
▪ Barclays Govt / Credit Intermediate Index A or better	▪ Lipper Short-Intermediate Term U.S. Govt Avg.
▪ Barclays Govt 1-3 Year Index	▪ Lipper Short-Term Investment Grade Debt Avg.
▪ Barclays Aggregate Index	▪ Lipper Short-Term Treasury Avg.
▪ Barclays Aggregate Index A or Better	▪ Lipper Small Cap Average
▪ Barclays High Yield Bond Index	▪ Lipper Ultra Short Obligation Funds Index
▪ Barclays Intermediate U.S. Government Bond Index	▪ LV Aggressive Growth Hybrid Index (90/10)
▪ Barclays 1-5 Year Govt/Credit Index	▪ LV Conservative Hybrid Index (70/20/10)
▪ Barclays U.S. Govt Bond Index	▪ LV Growth & Income Hybrid Index (65/25/10)
▪ Barclays U.S. Treas: U.S. TIPS	▪ LV Moderate Growth Hybrid Index (50/40/10)
▪ Barclays Intermediate U.S. Aggregate Bond Index	▪ 60% S&P500/40% Barclays Agg (Qtrly Rebalancing)
▪ Barclays Inter US Agg Bond Index A+ (Ex Baa)	▪ Merrill Lynch 1-3 Govt / Corp. Index
▪ Barclays 3 Year Municipal Bond Index	▪ Merrill Lynch 1-5 Govt / Corp. Index
▪ Barclays 5 Year Municipal Bond Index	▪ Merrill Lynch 1-5 U.S Treasuries/Agencies Index
▪ Barclays 7 Year Municipal Bond Index	▪ Merrill Lynch 6 Month US Treasury Bill Index
▪ Barclays 10 Year Municipal Bond Index	▪ Merrill Lynch US Corp/Government A+ Rated Index
▪ Lipper Balanced Average	▪ Merrill Lynch Govt Mortgage Index
▪ Lipper Balanced Index	▪ Merrill Lynch High Yield Master
▪ Lipper Capital Appreciation Funds Avg.	▪ MSCI EAFE-GDP Weighted (Price)
▪ Lipper Corporate A Rated Debt Funds Avg.	▪ MSCI - EAFE (Net Dividends)
▪ Lipper Equity Income Average	▪ MSCI EAFE Growth Index (Net Divs)
▪ Lipper Florida Municipal Debt Funds Index	▪ MSCI EAFE Small Cap Index (Net Divs)
▪ Lipper General Equity Average	▪ MSCI EAFE Value Index (Net Divs)
▪ Lipper Growth & Income Average	▪ MSCI EAFE + Emerging Markets Free Index (Gross)
▪ Lipper Growth Average	▪ MSCI Emerging Markets Free Index (Net)
▪ Lipper Intermediate-Term Inv Grade Debt Average	▪ MSCI World Index (Net Divs)
▪ Lipper Intermediate-Term U.S. Govt Avg.	▪ MSCI World Ex US Index (Net Divs)
▪ Lipper International Funds Average	▪ MSCI World Free Index (Net Divs)
▪ MSCI World Growth Index (Net Divs)	▪ S & P 500 Index
▪ Dow Jones Ind. Average	▪ S & P 500/Citigroup Growth
▪ Dow AIG Commodity Index	▪ S & P 500/Citigroup Value
▪ NASDAQ Composite Index	▪ S & P Midcap Index
▪ Russell Top 200	▪ S & P Midcap 400/Citigroup Growth
▪ Russell Top 200 Growth	▪ S & P Midcap 400/Citigroup Value
▪ Russell Top 200 Value	▪ S & P SmallCap Index
▪ Russell 1000	▪ S & P SmallCap 600/Citigroup Growth
▪ Russell 1000 Growth	▪ S & P SmallCap 600/Citigroup Value
▪ Russell 1000 Value	▪ S & P 500 Equal Weighted
▪ Russell 2000	▪ Citigroup 3 Month T Bill

▪ Russell 2000 Growth	▪ Citigroup 6 Month T Bill
▪ Russell 2000 Value	▪ Citigroup 1-3 Treasury Index (formerly Salomon)
▪ Russell 3000	▪ Citigroup Currency - Hedged WorldBIG
▪ Russell 3000 Growth	▪ Citigroup World Government Bond
▪ Russell 3000 Value	▪ Citigroup Non-USD World Government Bond
▪ Russell Midcap	▪ HFRI Universe of Indicies (est.)
▪ Russell Midcap Growth	▪ JPMorgan EMBI+ Bond Index
▪ Russell Midcap Value	▪ NAREIT Equity REIT Index
▪ S & P 100 Index	▪ Wilshire Real Estate Securities Index (Full Cap)

3. Will you be able to meet the requirement of meeting bi-monthly with the Board? How soon, following the end of a reporting period, can you have copies of evaluation reports to us?

Yes. Your dedicated investment advisory team is available to meet with the Board on a bi-monthly basis, as they have been doing for the past ten years. Portfolio statements are delivered monthly, and performance reports can be delivered as frequently as monthly. Portfolio statements are typically available online by the 3rd business day following month end. Hard copy monthly performance reports are available by the 7th business day following month end.

Consolidated investment reports are typically available by the 15th of the month following month or quarter end. Exceptions can occur when pricing data is not available in a timely manner.

4. Provide samples of your standard reports. How much variation is available from your standard reports?

A Sample Quarterly Investment Review and Accounting Statement Guides are included in the Appendix of this response.

The quarterly investment review is fully customized to each client's requirements. In addition to standard accounting reports, we offer a combination of daily, monthly, and enhanced administrative reports that provide you with the information you need in a timely manner. Reports are available in hard copy and online formats.

Reporting Availability	
Hard Copy Account Statements	Normally available by the seventh business day following month end.
Online Statements	May be available by the next day following month end, depending on the selected format.
Unitized Accounting Statements	Generally provided three to seven business days following month end, depending upon complexity.
Activity Statements	Can be customized through custom file delivery and are provided according to the periodicity preferred.

PortfolioView

Clients may view accounting data via PortfolioView, our secure online account access portal, 24 hours per day, seven days per week. Account information, including transaction data, is batch processed overnight, including any automated transactions that would occur as of 8:00 a.m. the same day. Pending cash activities are available; market value and positions are updated after posting. Online statements may be available by the next day following month end, depending on the selected format.

PortfolioView Features		
Consolidated Account Information	Investment Reviews	Market Value History
Ten Day Cash Forecast	Bond Maturities	Asset Price History
Maturity List by Date Range	Tax Lot Details	CD Maturities
Income and Expense Projections	Detailed Transactions	Historical Statements
Settlement and Trade Date Information	Pending Trades in Real-Time Mode	

Information is presented as of the close of the previous business day and can be viewed online or exported to spreadsheets on the user's computer for ease of data manipulation and analysis (.csv file format). Users can sort and filter data to meet their specific reporting needs. They can create groups and view accounts in a consolidated mode or individually. They can also toggle between trade date and settlement date information. No specialized software or hardware is required to access the online system. All services are Internet accessible through standard Explorer based online services.

Your relationship team is available to provide onsite training for PortfolioView. There are no costs associated with PortfolioView training.

6. Experience

1. Describe the firm's experience in managing portfolio of this type for trust accounts including any relevant experience in managing trust funds in Florida. Specifically list governmental or similar accounts.

Truist is uniquely qualified to support the needs of the City of Fort Lauderdale Cemetery Perpetual Care Trust based on our breadth, depth and history of experience with these types of accounts. In addition, Truist has been serving as trustee and providing investment management services for the Cemetery Perpetual Care Trust for the City of Fort Lauderdale since July 1, 2011. Truist assumed management of the Cemetery Perpetual Care Trust in 2011 when the assets were at just above $20 million. As of June 10, 2021, assets had grown to over $33 million.

Truist maintains a reputation as a leading financial institution in the funeral and cemetery trust services industry. Our Funeral and Cemetery Trust Services was established in 1990 and is based in Orlando, Florida. We serve over 850 accounts totaling over $5 billion in funeral and cemetery trust funds.[3] Further, Truist has over $9.1 billion in trust managed assets in Florida.

Truist takes great care to provide our clients with the highest level of service and privacy. It is our corporate policy to release client information only with the express consent of our clients. It is our pleasure to offer specific references, with client consent, in lieu of a client list. Please find these references in the References section at the end of our response.

2. Provide details on the scope of the firm's trustee services. Does the firm serve as a named Trustee? If so, how long has it served in this capacity?

Truist as Trustee

As trustee, our fiduciary responsibilities include safekeeping of assets, collection of income, processing and settlement of trades, and timely and accurate preparation of monthly account statements. Truist will ensure that assets are held in the name of the client trust and all assets are accounted for, and provide appropriate reporting to the client. As trustee we have a fiduciary obligation to act prudently and to comply with the governing document (i.e. trust agreement).

Truist executed a successor trustee document naming Truist as a named Trustee as part of our relationship with the Cemetery Trust Fund in 2011. We have served in named Trustee capacity for funeral and cemetery trusts since 1990. We have provided trust services for over 100 years.

[3] As of December 31, 2020

a. Define your process of fiduciary oversight. How would you assist the Cemetery Advisory Board in meeting its fiduciary responsibilities? If you are awarded this contract, will you acknowledge in writing that you have a fiduciary obligation as the trustee?

Truist is a fiduciary investment advisor. We provide the tools, research, and advice required to help staff, board, and committee members meet their fiduciary responsibilities. This includes:

- Managing investment and enterprise risk for our clients by acting in the clients' best interest at all times and avoiding conflicts of interest
- Creating an Investment Policy Statement for clients
- Providing investment manager change criteria and search analysis using a strict fiduciary, conflict-free process
- Preparing and presenting robust investment performance and analysis
- Recommending policy updates or revisions
- Delivering results and analysis of asset allocation studies and recommendations
- Incorporating any liquidity issues that could impact spending in our recommendations
- Communicating overall economic and market updates and analysis
- Conducting personalized education on topics ranging from investment management, to asset classes, governance and not-for-profit policy issues
- Inviting your representatives to conferences we develop or in which we participate

In addition, Pursuant to Section 3 of UPMIFA "Standards of Conduct for Managing and Investing", we support staff, board, and committee members by:

- Ensuring that the organization "incurs only costs that are appropriate and reasonable"
- Explaining the effects of "general economic conditions" on the portfolio
- Educating the committee as to the "role of each investment or course of action"
- Striving to achieve a reasonable "expected total return"
- Mitigating risk by diversifying the portfolio
- Ensuring that "risk and return objectives (are) reasonably suited to the fund and institution"

Truist has served as trustee for the Cemetery Trust Fund since 2011. We have worked side by side with the Board to comply with the Investment Policy Statement, pay maintenance reimbursements to the cemetery operator and fund capital improvement projects as recommended by the Board and approved by the Finance Director.

b. What is the distribution of your Trust Custodial clients?

By size in dollars:

Less than $50 million ________________________

$50- $100 million ___________________________

$100- $500 million __________________________

$500 million - $5 billion ______________________

Over $5 billion ____________________________

By Size in Dollars	Distribution of Clients
Less than $50 million	73%
$50- $100 million	10%
$100- $500 million	13%
$500 million - $5 billion	3%
Over $5 billion	0%

As of December 31, 2020
Percentages based on the sum of the market values for each of the five categories

7. Data Processing/Computer Systems

1. **Please indicate the location(s) of your administrative operations and computer facilities that support your custody operations.**

   Our Funeral and Cemetery Trust Services team is headquartered in Orlando, Florida. Operational divisions supporting the Funeral and Cemetery Trust Services are located in Richmond, Virginia and Atlanta, Georgia.

   Truist uses the Trust 3000® trust accounting system. We run the trust accounting system, developed by SEI (NASDAQ:SEIC), via direct connectivity to SEI's system in Wayne, Pennsylvania.

2. **Define the systems support available to your Trust Custodial services.**
   a. **Backup and recovery capabilities**
   b. **Security and emergency arrangements**
   c. **Downtime experience**

   Truist and its systems vendor, SEI, have established disaster and recovery plans. Our firm provides services through five regional locations (Washington, District of Columbia; Richmond, Virginia; Chattanooga, Tennessee; Atlanta, Georgia; Orlando, Florida). The geographic distribution of our sites provides redundancy in our servicing capabilities. Provisions for large scale disasters are included in our master recovery plan which is developed in coordination with our system partners. Plans are designed to minimize disruption for our clients.

Business Continuity

Our firm's business continuity program provides for enterprise-wide planning for business disruption. Business continuity addresses both the recovery of business processes as well as the associated technology. Recovery plans are tested and reviewed for compliance on an annual basis.

Our corporate-wide business continuity policy clearly and concisely delineates the scope, roles, and responsibilities. The scope of the policy includes business impact analysis, threat assessment, recovery prioritization, testing, training, and employee awareness. Business continuity standards, procedures, and guidelines are documented in support of the policy to ensure efficient and effective manageability of business continuity efforts. We have extensively documented critical processes and recovery plans utilizing a software application specific to business resumption planning. Business continuity coordinators and assigned individual business continuity planners ensure ongoing maintenance of recovery processes are performed.

Data Backup and Disaster Recovery

Data backup and disaster recovery systems are provided through our systems vendor, SEI. SEI's disaster recovery plan enables clients to continue processing through SEI's alternate disaster recovery site in the event of a disaster at SEI's Information Technology Center or Data Center. Using alternate processing facilities and standby computer resources of a third party recovery services provider, SEI can recover and resume critical processing services with a target timeline of 18 hours.

COVID-19 Support

We responded swiftly to the COVID-19 crisis, providing critical support including:

- Proactive communication to understand specific client circumstances, changes in liquidity requirements and adjustment to risk tolerance arising from operational challenges
- Forward-looking adjustments to portfolio structure to reduce market risk, improve liquidity, and position portfolios for a more uncertain environment
- Frequent, active two-way communication to receive updates on client challenges and opportunities and to relay portfolio evolution
- Support of efforts to secure PPP funding and other means of financial assistance as opportunities arose
- Active outreach to support clients in small but meaningful ways by providing meals, snacks and other forms of support as their staff navigate through difficult circumstances. Sometimes, the little things matter a lot.

System Availability Rates: January 2020 through April 2021

Trust 3000® (Primary Trust Accounting System) - All months were 100% availability.

CSS (Web-Based, Online Administrative Tool) - All months were 100% availability except one month in 2020 when it was above 96%.

We monitor downtime daily and report it on a monthly basis. Availability is measured on our contractually subscribed times.

3. Do you plan any major system conversions within the next two years? If so, please briefly explain the process.

No. There are no major system conversions anticipated within the next two years.

4. Please describe the independent audit review that is performed on the computer system.

Truist actively embraces the importance of compliance by engaging vigorous internal audit staff, external independent audits, and ongoing oversight. We obtain a detailed SOC 1 report semi-annually for May and November, a copy of which is available upon request.

8. On-Line Communications

1. What reports and functions are available on-line? Please provide examples.

Clients may view accounting data via PortfolioView, our secure online account access portal, 24 hours per day, seven days per week. Account information, including transaction data, is batch processed overnight, including any automated transactions that would occur as of 8:00 a.m. the same day. Pending cash activities are available; market value and positions are updated after posting. Online statements may be available by the next day following month end, depending on the selected format.

PortfolioView Features		
Consolidated Account Information	Investment Reviews	Market Value History
Ten Day Cash Forecast	Bond Maturities	Asset Price History
Maturity List by Date Range	Tax Lot Details	CD Maturities
Income and Expense Projections	Detailed Transactions	Historical Statements
Settlement and Trade Date Information	Pending Trades in Real-Time Mode	

Information is presented as of the close of the previous business day and can be viewed online or exported to spreadsheets on the user's computer for ease of data manipulation and analysis (.csv file format). Users can sort and filter data to meet their specific reporting needs. They can create groups and view accounts in a consolidated mode or individually. They can also toggle between trade date and settlement date information. No specialized software or hardware is required to access the online system. All services are Internet accessible through standard Explorer based online services.

Hard copy account statements are normally available by the seventh business day following month end. Online statements, depending on the selected format, may be available the next day following month-end, but typically no later than the seventh business day.

Quarterly investment reviews are generally available by the third week of the month following quarter end. Your quarterly investment review will include both standard and custom information, as described within this response.

Truist provides additional tailored reporting via custom file delivery. Custom files are delivered in a .csv file type. Files can be transmitted directly, or clients can access them through our online reporting system, PortfolioView, our password protected online reporting system. Files can also be sent via Advent and EVARE file delivery methods. Reporting can be delivered as often as daily, or as a snapshot in time on a weekly, monthly, quarterly or other basis.

Please see the Appendix for Statement Guides.

2. How current are the transactions and valuations?

Our trust accounting system functions in real time, so there is no lag in transactions and settlements posting to the reporting system. Transaction data is posted in overnight batch processing to Truist PortfolioView where the data may be viewed by clients the next day.

3. Describe your system's customer availability timeframes.

Truist PortfolioView is available 24 hours a day seven days a week. A dedicated Truist PortfolioView℠ Customer Care Group is available to assist with log-in problems, resetting passwords and navigation, 7:00 a.m. to 12:00 a.m. (EST), seven days a week.

9. Accounting and Reporting

1. Describe your accounting and reporting system.

Truist employs SEI's Trust 3000® as our trust accounting system. Truist elected to partner with SEI in 2005 due to their extensive expertise in this area. SEI (NASDAQ:SEIC) is a leading global outsourcer of investment processing and investment operations solutions. Truist runs SEI Trust 3000® via direct connectivity to SEI's system.

The ancillary applications that are used internally by Truist to interface with the trust accounting system were developed internally. These applications are on a set release schedule to deliver enhancements several times a year.

Trust 3000® is a complete trust accounting and investment system that provides straight through business processing for investment transactions for multiple types of investment accounts, including personal trust, corporate trust, institutional trust, and non-trust investment accounts.

Trust 3000® Integrated Investment Functionality	
Investment Management	Portfolio analysis, investment decision support, and performance measurement reporting
Trade execution services	Straight-through trade order management and electronic trading services for equities and mutual funds
Account services	Cash processing and investor reporting for all accounts. The software supports many specialized activities associated with large, multi-manager accounts
Investment processing	Securities processing and investment accounting for all types of domestic and global securities[4]
Compliance reporting	Audit, compliance, and regulatory reporting

The SEI accounting system performs field level editing when data is input. It validates code set entries, valid account numbers and asset CUSIP numbers, current account holdings in a sale/delivery entry, etc. Warnings and error messages are displayed prior to posting the entry.

Periodically the system compares detailed records (taxlots) to the corresponding summary records (positions) to the overall account summary records to overall system level summary records to ensure the records are in balance.

2. Describe what format is used to report data (i.e., trade date, settlement date or cash basis).

Trust 3000® can accommodate both trade date and contractual settlement date cash basis accounting. Either reporting format is available to clients online via Truist PortfolioView.

[4] Global processing interfaces with J.P. Morgan systems

3. Describe procedures to ensure securities are properly priced.

Pricing information is received from our vendors on a best efforts basis. Each vendor is responsible for performing a quality review process and will confirm or deny any price. We automatically price 350,000-400,000 securities on a monthly basis and manually price about 2,000 securities.

Truist maintains relationships with numerous vendors to facilitate pricing requirements and compliance with Accounting Standards Codification 820. In situations where a secondary inquiry is required to resolve a pricing issue we may engage another vendor to assist in the valuation process.

Please see our pricing sources and frequency below.

Security Type	Frequency	Vendor or Source
Closely Held Securities	Annually	Privately Held Investments Group
Collateralized Mortgage Obligations/Asset Backed Securities (CMO/ABSs)	Weekly/Monthly	Interactive Data Corp
Non-Actively Traded “Other”	Monthly	Bloomberg, Brokers, Interactive Data Corp
Common Trust Funds	Daily for Collective Funds Semi-monthly for Common Funds	Valued by SEI Fund Accounting
Corporate Bonds	Daily	Interactive Data Corp
Equities	Daily	Interactive Data Corp
Non-Actively Traded Equities	Monthly	Bloomberg, National Quotation Bureau Pink Sheets, Brokers
Federal Agencies and Fed Disc	Daily	Interactive Data Corp
US Treasuries/Savings Bonds	Daily	Interactive Data Corp
Foreign Debt Securities	Monthly	Interactive Data Corp
Foreign Equity Securities	Monthly	Interactive Data Corp
Non-Actively Traded Foreign	Monthly	Bloomberg, J.P. Morgan
Mortgage-Backed Pools	Daily	Interactive Data Corp
GNMA,FNMA, FHLMC & SBA	Daily	Interactive Data Corp
Medium Term Notes	Daily	Interactive Data Corp, Bloomberg, Brokers
Municipal Bonds	Daily	J.J. Kenny
Private Placements/144A	Daily	Interactive Data Corp, Bloomberg, Brokers
Rights/Warrants	Daily	Interactive Data Corp
Non-Actively Traded Fixed	Monthly	Bloomberg, National Quotation Bureau
Variable Rate, Zero Coupon Bonds	Daily	Interactive Data Corp, Bloomberg, Brokers
Non-Actively Traded Bonds	Monthly	Interactive Data Corp, Bloomberg, Brokers
Options/Futures/Currency	Daily	Interactive Data Corp
Non-Actively Traded Options	Monthly	Bloomberg, CBOE
Commercial Paper/Banker Acceptances	Price at Cost	Use Straight-Line Accretion Methodology

Truist sets a specific tolerance to track significant variances in the pricing file and employs a secondary source to test the accuracy of the primary pricing provider at the end of each month before statement release. Truist will review and resolve significant variances.

Truist will accept pricing challenges should the manager feel the vendor provided data is still out of range with the market. In some cases, the expected value quoted by a broker/dealer or external investment manager may be based on average daily price (some may use an end-of-day price). Prices used may also vary depending on the exchange. Differences may also be seen between settlements versus trade date reporting. It is generally preferable if the vendor affirms their price, that it be viewed as an impartial or unbiased evaluation which the client may rely. As Custodian, Truist uniformly prices all securities in all investment manager accounts in the same fashion.

4. What reports are provided as part of your standard Trust Custodial package? How frequently are they produced and how quickly are they distributed? Please list and describe each report separately, along with dates available to the client and provide examples of these reports.

Portfolio statements are delivered monthly, and performance reports can be delivered as frequently as monthly. Reports are typically available online by the 3rd business day following month end. Hard copy monthly performance reports are available by the 7th business day following month end.

Consolidated investment reports are typically available by the 15th of the month following month or quarter end. Exceptions can occur when pricing data is not available in a timely manner. In the case of alternatives, performance reports may be delayed as updated pricing and performance typically lags by 20-30 days.

Please see Section 5 “Performance Evaluation” Question 4 for complete details of our comprehensive reporting options. Statement Guides are available in the Appendix.

5. What optional reports are available with/without an extra fee?

Please see Section 5 “Performance Evaluation” Question 4 for complete details of our comprehensive reporting options. Clients may select any of the reports from these options.

Customized Reporting: Custom File Delivery

Truist provides additional tailored reporting via custom file delivery. Custom files are delivered in a .csv file type. Files can be transmitted directly, or clients can access them through our online reporting system, Truist PortfolioView, our password protected online reporting system. Files can also be sent via Advent and EVARE file delivery methods. Reporting can be delivered as often as daily, or as a snapshot in time on a weekly, monthly, quarterly or other basis. No fee applies for custom file delivery.

6. Does your system allow reports to be recreated as of an interim past date?

Yes. Our trust accounting system and our performance measurement system both allow for up to 18 months past history reporting. Information can be accessed via Truist PortfolioView.

10. Securities Processing/Procedures and Controls

1. **Which major depository and clearinghouse facilities are you a member of?**

   Depository Memberships
   SEI Private Trust Company is a direct member of the Depository Trust and Clearing Company (DTCC) and engages USBank for Fed custody. Positions are reconciled daily with the Depository Trust Company (DTC), the central securities depository subsidiary of DTCC, and the Fed on a daily basis. Further, appropriate records are maintained regarding client segmentation. Some assets, such as global securities, are held at other depositories or in accounts at mutual fund companies. These assets are reconciled on a regular basis. The frequency depends on information availability and risk assessments.

2. **Please describe how you distribute and keep track of proxy information. Give examples of any reports you produce that are available to clients. What is the price of this service, if any?**

   There are several alternatives when it comes to proxy voting. The account can be coded as bank votes and the proxy ballots would be voted on behalf of the client for Truist by Glass Lewis & Company. Truist provides Glass Lewis with a list of parameters which they are to consider when conducting their research and voting proxies on behalf of Truist's clients. If a client is coded as bank votes and has a strong opinion concerning a specific ballot proposal and wants to guarantee the issue is voted in a specific manner, the client's shares can be withdrawn from Truist's position that is voted by Glass Lewis and an individual ballot can be generated specifically for the client to vote. The account can also be coded as account votes and all the proxy ballots would be sent to a client representative or a designated voting company hired by the client.

   Truist cross-checks vendor feeds on SEI, DTC, and J.P. Morgan online web tools for corporate actions. On voluntary actions, we notify the advisor or client as soon as an expiration date is announced. Delivery of notification is made via fax and/or email to the internal or external manager of the account. A status receipt is placed in the corporate actions folder and shares are restricted if participating.

   Truist has an internal deadline of three days prior to offer expiration. As a courtesy, we will try to contact via fax, email, or phone if a response has not been received. Responses received after internal deadline are submitted on a best efforts basis. Election to DTC and J.P. Morgan are submitted the day before the offer's expiration on a total participant basis. Only if an offer's terms are amended will we resend out notification. Truist does not solicit odd lots or mini-tender offers. The rate of unreported or late-reported/amended corporate actions is not tracked.

3. **Do you automatically file securities class action suits for your clients forsecurities held in the period under contract with your institution? How about claims for securities held by the client prior to the period under contract with your institution?**

   Yes. Class action and bankruptcy filings will be monitored and responses filed on the client's behalf. Filings are handled based on the information we have available. If we receive the necessary data to complete claims for securities held by the client prior to the period under contract with us, we can handle those filings. However, we are generally not provided sufficient data by the prior custodian to handle these types of claims.

4. **What is your system of quality control to ensure reporting accuracy?**

Accounting Statement

All trade date and accrual accounting statements are audited and reconciled prior to delivery. Client statements are reviewed for accuracy by our Client Reporting group, an independently-functioning unit within our trust operations area. For the past five years, we have achieved a 99.95% success rate of meeting our statement delivery standards.

Portfolio Performance

Performance measurement and accuracy of a client portfolio or manager within a portfolio is equally important. We have an internal team dedicated to reviewing and analyzing performance returns. All accounts are run through a series of audits on a monthly basis.

Data is processed daily. Data is received electronically each day and loaded into the system using a series of software programs. After each day has been processed, the job stream report is reviewed for problems. In addition, a unit balance report is generated to verify that the current number of units for each asset in each account is equal to last month's units plus or minus any trading activity in the current month.

At month end, the following reports are reviewed for data accuracy.

Report	Description
Return Distribution	Provides an overall distribution of the returns for the month among the major asset classes of all accounts.
Return Variation	Identifies all accounts that have potential return problems based upon tolerance ranges that have been established for each of the asset classes.
Cash Verification	Verifies that cash is in balance for all accounts.
Balance Reconciliation	Checks the financial information in the current month to make sure that everything is in balance.
Transaction Exception	Flags exception transactions that can be reviewed to verify they were valued and treated correctly.
Asset Classification	Highlights any assets that have changed asset classes.
Price Warning	Shows any security that has a questionable return. These questionable returns are based on an established tolerance range.

Our performance system allows the ability to set a tolerance range at the sector level. This enables our team to view accounts that do not meet that tolerance. If there is a data issue (bad price, bad transaction code, etc.), we would be able to edit the data to correct the problem.

SOC 1 Report

We obtain a detailed SOC 1 report semi-annually for May and November, a copy of which is available upon request.

5. **What controls are in place to ensure that account activity is within the policies set by the client?**

Truist provides comprehensive compliance and risk management support for all policies, processes and procedures related to client accounts and investments.

As noted above, Trust 3000® provides compliance reporting, inclusive of audit, compliance and regulatory reporting for each client account.

Utilizing the technology of our trading platform, Longview®, we code asset class ranges set forth in the Investment Policy Statement to maintain compliance as well as rebalancing to coincide with the Investment Policy Statement guidelines for asset allocation. Policy adherence is also part of the updates provided during quarterly investment review meetings.

11. Cash Management

1. **Describe your policies concerning:**

   a. **Collection and crediting of interest and dividend income**

   Trust 3000®, our trust accounting system, has an advanced cash management program that projects cash to be received for maturities, interest, and dividends. This information is checked for agreement with payment information from the various depositories Truist uses. Any exceptions are monitored and resolved. All income that can be readily determined is credited to the client's account on payable date in same day funds.

   b. **Automatic investment of cash balances**

   The Trust 3000® system monitors current and anticipated cash balances. In an effort to make sure that clients are fully invested, this system sweeps all available cash to the penny twice each day.

2. **Describe your investment vehicles used for short-term cash reserves.**

   Truist provides a daily sweep of all cash into selected investment vehicles. All excess cash is automatically swept and invested 30 minutes prior to fund closing each day. Interest is accrued monthly and credited the first business day of the following month. The minimum purchase unit for all funds is $1.00.

   Sweep vehicles are the Federated Government Obligations Fund #5 and Federated Treasury Obligations #68. Funds sweep at 4PM. Current yield for both funds are 0.01%.

   Short term cash reserves can also be managed using laddered US Treasury Bills.

3. **When does income become available for investment?**

   All income that can be readily determined is available for investment on payable date in same day funds.

4. **What is the procedure for requesting demand checks? What is the turn-around time? Is there a related cost for demand checks?**

   With direction from an authorized signer, Truist can provide disbursements in the form of check, ACH or wire. Check requests made by noon are processed same day. After noon, requests are processed next day. Checks can be sent directly to recipient if desired and directed by your authorized signer(s). There are no additional costs associated with this service. We have current authorized signer forms for the appropriate parties within the City of Fort Lauderdale pursuant to the terms of the governing document.

12. Transition to new Trustee

1. **Include a conversion plan and an outline of the process.**

   We are proud to currently serve as investment advisor, trustee and custodian for the City of Fort Lauderdale Cemetery Perpetual Care Trust. No conversion process is required.

2. **Please specify if you have a dedicated "conversion team".**

   We are proud to currently serve as investment advisor, trustee and custodian for the City of Fort Lauderdale Cemetery Perpetual Care Trust. No conversion process is required.

3. **What amount of lead time is necessary to proceed with the conversion?Describe the timeframe associated with the conversion process.**

   We are proud to currently serve as investment advisor, trustee and custodian for the City of Fort Lauderdale Cemetery Perpetual Care Trust. No conversion process is required.

13. Disputes, Litigation and Defaults

Proposer shall disclose the results, including amount of settlement, if any, for all current, pending, or prior litigation, arbitration, mediation or other claims involving the Proposer related to custodial trustee services. For prior litigation, proposer shall disclose the results for a period of five (5) years prior to the submission of this proposal.

In the normal course of business, Truist and its affiliates may become involved in legal actions to either pursue legal claims or remedies or to defend them. Such claims and actions are reviewed closely by the company's executive management, legal counsel, and independent accountants. If any such action or event is deemed to be material, it would be disclosed and reported pursuant to regulations and law in periodically required financial statements. Truist is required to submit such financial filings and disclosures to the Securities Exchange Commission. To review those filings online, please visit www.truist.com or www.sec.gov.

References

Provide at least three references, preferably government agencies, for projects with similarscope as listed in this RFP. Information should include:

- **Client Name, address, contact person telephone and E-mail addresses.**
- **Description of work.**
- **Year the project was completed.**
- **Total cost of the project, estimated and actual.**

Note: Do not include City of Fort Lauderdale work or staff as references to demonstrate your capabilities. The Committee is interested in work experience and references other than the City of Fort Lauderdale.

We encourage you to call our references to find out firsthand the positive impact we have had on their organization.

Service Corporation International
Stan Szafran
Director of Trust Investments
1929 Allen Parkway
Houston, TX 77019
214.293.4850
stan.szafran@sci-un.com

Description of work: Administrative and Investment Management Services

Year the project was completed: Ongoing. They have been a client for over 30 years and we continue to partner together to find ways to become more efficient and grow.

Total cost: Ongoing. We have worked on many different projects and the cost is usually not separate from our agreed upon fee structure.

Miami Memorial
Robert Hernandez
Principal / Owner
5301 West Flagler Street
Miami, FL 33134
305.446.7625
robert.hernandez@miamimemorial.net

Description of work: Administrative and Investment Management Services

Year the project was completed: Ongoing. They have been a client for over 9 years and we continue to partner together to find ways to become more efficient and grow.

Total cost: Ongoing. We have worked on many different projects and the cost is usually not separate from our agreed upon fee structure.

Boynton Memorial Chapel
Stormet C. Norem
Principal / Owner
800 W. Boynton Beach Blvd.
Boynton Beach, FL 33426
561.734.5600
stormed@att.net

Description of work: Administrative and Investment Management Services

Year the project was completed: Ongoing. They have been a client for over 20 years and we continue to partner together to find ways to become more efficient and grow.

Total cost: Ongoing. We have worked on many different projects and the cost is usually not separate from our agreed upon fee structure.

Required Forms

- Proposal Certification
- Cost Proposal
- Non-Discrimination Certification
- Insurance Certificates
- Truist Bank W-9
- Active Status Page
- E-Verify Affirmation Statement
- Addendum 1 Acknowledgement

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/).

Company: (Legal Registration) Truist Bank EIN (Optional):

Address: 214 N. Tryon Street

City: Charlotte State: NC Zip: 28202

Telephone No.: 407-237-5907 FAX No.: 844-329-6323 Email: mark.hall@truist.com

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Delivery: Calendar days after receipt of Purchase Order **(section 1.02 of General Conditions)**: June 23, 2021

Total Bid Discount **(section 1.05 of General Conditions)**: N/A

Check box if your firm qualifies for MBE / SBE / WBE **(section 1.09 of General Conditions)**: ☐

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
1	June 4, 2021				

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **You must also click the "Take Exception" button.**

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal.

I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars ($500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Mark A. Hall	
Name (printed)	Signature
June 23, 2021	Senior Vice President
Date	Title

Revised 4/28/2020

SECTION VI - COST PROPOSAL PAGE

Proposer Name: Truist Bank

Cost to the City: Proposer must quote firm, fixed, annual rate for Investment Management Fee and any additional fees (if applicable) for services identified in this Request for Proposal. This is a fixed rate based on the value of the portfolio. The basis points as indicated on this cost proposal will be the same for the initial contract period of five years.

Basis Points 25 on the first $ 29,000,000

Basis Points 25 on the next $ 2,000,000

Basis Points 25 on the next $ 2,000,000

Basis Points 25 on the next $ 2,000,000

Basis Points 25 on the next $ 2,000.000

Cost of sample portfolio for five years (basis points to be in accordance with above response):

YEAR 1	$29,000,000 x 25	Basis Points =	$ 72,500
YEAR 2	$31,000,000 x 25	Basis Points =	$ 77,500
YEAR 3	$33,000,000 x 25	Basis Points =	$ 82,500
YEAR 4	$35,000,000 x 25	Basis Points =	$ 87,500
YEAR 5	$37,000,000 x 25	Basis Points =	$ 92,500

TOTAL SAMPLE COST FOR 5 YEARS $ 412,500

Please list any additional optional fees (if applicable). (Use additional sheet if required)

_______________ $_______

_______________ $_______

Submitted by:

Mark A. Hall
Name (printed)

Signature

June 23, 2021
Date

Senior Vice President
Title

Version 10-2020

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-187(c), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

The Contractor shall not, in any of his/her/its activities, including employment, discriminate against any individual on the basis of race, color, national origin, religion, creed, sex, disability, sexual orientation, gender, gender identity, gender expression, or marital status.

1. The Contractor certifies and represents that he/she/it will comply with Section 2-187, Code of Ordinances of the City of Fort Lauderdale, Florida, as amended by Ordinance C-18-33 (collectively, "Section 2-187").

2. The failure of the Contractor to comply with Section 2-187 shall be deemed to be a material breach of this Agreement, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

3. The City may terminate this Agreement if the Contractor fails to comply with Section 2-187.

4. The City may retain all monies due or to become due until the Contractor complies with Section 2-187.

5. The Contractor may be subject to debarment or suspension proceedings. Such proceedings will be consistent with the procedures in section 2-183 of the Code of Ordinances of the City of Fort Lauderdale, Florida.

Authorized Signature

Mark A. Hall, Senior Vice President
Print Name and Title

June 23, 2021
Date

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/03/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
MCGRIFF, SEIBELS & WILLIAMS, INC.
3400 Overton Park Drive SE
Suite 300
Atlanta, GA 30339

CONTACT NAME:
PHONE (A/C, No, Ext): 404 497-7500 **FAX (A/C, No):**
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : XL Specialty Insurance Company	37885
INSURER B : U.S. Specialty Insurance Company	29599
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

INSURED
Truist Financial Corporation
214 N. Tryon St.
Charlotte, NC 28202

COVERAGES **CERTIFICATE NUMBER:** YRGS7NNE **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY						EACH OCCURRENCE	$
	CLAIMS-MADE / OCCUR						DAMAGE TO RENTED PREMISES (Ea occurrence)	$
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE	$
	POLICY / PRO-JECT / LOC						PRODUCTS - COMP/OP AGG	$
	OTHER:							$
	AUTOMOBILE LIABILITY						COMBINED SINGLE LIMIT (Ea accident)	$
	ANY AUTO						BODILY INJURY (Per person)	$
	OWNED AUTOS ONLY / SCHEDULED AUTOS						BODILY INJURY (Per accident)	$
	HIRED AUTOS ONLY / NON-OWNED AUTOS ONLY						PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB / OCCUR						EACH OCCURRENCE	$
	EXCESS LIAB / CLAIMS-MADE						AGGREGATE	$
	DED / RETENTION $							$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	Y / N					PER STATUTE / OTH-ER	
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH)	N / A					E.L. EACH ACCIDENT	$
	If yes, describe under DESCRIPTION OF OPERATIONS below						E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$
A	BANKERS' PROF LIABILITY			ELU171867-20	12/06/2020	12/06/2021	Limit of Liability	$ 15,000,000
B	EXCESS BANKERS' PROF LIABILITY			14-MGU-20-A50867			$15,000,000 Excess of	$ 15,000,000

FOR INFORMATION ONLY

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Excess Bankers Professional Liability- Effective 12/06/20 - 12/06/21
*ACE American Insurance Co. (NAIC#: 22667) - (Policy #: DOX G46884899 002) - Limit- $15,000,000 in excess of $30,000,000
*National Union Fire Insurance Company of Pittsburgh, Pa. (NAIC#: 19445) - (Policy #: 02-571-58-06) - Limit- $15,000,000 in excess of $45,000,000
*Berkshire Hathaway Specialty Insurance Co. (NAIC#: 22276) - (Policy #: 47-EPF-309560-02) - Limit- $15,000,000 in excess of $60,000,000
*Markel American Insurance Co. (NAIC#: 28932) - (Policy #: MKLM6EL0006235) - Limit- $15,000,000 in excess of $75,000,000
*Freedom Specialty Insurance Co. (Quota Share) (NAIC#: 22209) - (Policy #: XMF2009373) - Limit- $10,000,000 part of $15,000,000 in excess of $90,000,000
*Arch Insurance Co. (Quota Share) (NAIC#: 11150) - (Policy #: BLX1000038-00) - Limit- $5,000,000 part of $15,000,000 in excess of $90,000,000
*Continental Casualty Company (NAIC#: 20443) - (Policy #: 652171089) - Limit- $15,000,000 in excess of $105,000,000
(continued next page)

CERTIFICATE HOLDER

For information Only

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

AGENCY CUSTOMER ID: ______________________

LOC #: ______________

ACORD®

ADDITIONAL REMARKS SCHEDULE

PRODUCER MCGRIFF, SEIBELS & WILLIAMS, INC.	**INSURED** Truist Financial Corporation
POLICY NUMBER	
CARRIER / **NAIC CODE**	**ISSUE DATE:** 12/03/2020

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: ________ **FORM TITLE:** ______________________

(continued from previous page)

*Allianz Global Risks US Insurance Company (NAIC#: 35300) - (Policy #: USF00604620) - Limit- $10,000,000 in excess of $120,000,000
*Starr Indemnity & Liability Company (NAIC#: 38318) - (Policy #: 1000622167201) - Limit- $10,000,000 in excess of $130,000,000
*Berkley Insurance Company (Quota Share Lead) (NAIC#: 32603) - (Policy #: BPRO8056884) - Limit- $10,000,000 part of $60,000,000 in excess of $140,000,000
*Argonaut Insurance Company (Quota Share) (NAIC#: 19801) - (Policy #: MLX 4244505-1) - Limit- $10,000,000 part of $60,000,000 in excess of $140,000,000
*Endurance Risk Solutions Assurance Co. (Quota Share) (NAIC#: 43630) - (Policy #: IX30001372501) - Limit- $10,000,000 part of $60,000,000 in excess of $140,000,000
*Axis Insurance Company (Quota Share) (NAIC#: 37273) - (Policy #: P-001-000227396-01) - Limit- $10,000,000 part of $60,000,000 in excess of $140,000,000
*RSUI Indemnity Company (Quota Share) (NAIC#: 22314) - (Policy #: NHS620753) - Limit- $10,000,000 part of $60,000,000 in excess of $140,000,000
*State National Insurance Company, Inc. (Quota Share) (NAIC#: 12831) - (Policy #: EXN CUAI0331-00) - Limit- $5,000,000 part of $60,000,000 in excess of $140,000,000
*Freedom Specialty Insurance Co. (Quota Share) (NAIC#: 22209) - (Policy #: XMF2009372) - Limit- $5,000,000 part of $60,000,000 in excess of $140,000,000

Bankers' Professional Deductible is $40,000,000
Insurance Agents' E&O Deductible is $40,000,000

Bankers' Professional Liability includes Insurance Agents' E&O.

All subsidiaries of Truist Financial Corporation including their subsidiaries are covered entities under the above policies. Sterling Capital Management, LLC is a subsidiary of Truist Financial Corporation.

Insurance Operations:

Truist Insurance Holdings, Inc.

McGriff Insurance Services, Inc. and McGriff, Seibels & Williams, Inc., including their subsidiaries, are wholly owned subsidiaries of Truist Insurance Holdings, Inc.

Crump Life Insurance Services, Inc., including its subsidiaries, is a wholly owned subsidiary of Truist Insurance Holdings, Inc.

CRC Insurance Services, Inc. including its wholly owned subsidiaries, is a wholly owned subsidiary of Truist Insurance Holdings, Inc. – Hanleigh Management, Inc., Cooper Gay Re and J.H. Blades & Co., Inc. are wholly owned subsidiaries of CRC Insurance Services, Inc.

AmRisc, LLC is a subsidiary of McGriff Insurance Services, Inc. – Loxley Insurance Services is part of AmRisc.

ANY DIVISION OR SUBSIDIARY OF THE ENTITIES LISTED ABOVE ARE COVERED UNDER THE VARIOUS POLICIES LISTED WITHIN THIS CERTIFICATE, AS LONG AS THEY ARE AT LEAST 51% OWNED BY ONE OF THOSE LISTED.

ALL EMPLOYEES OF THE ENTITIES LISTED ABOVE ARE COVERED UNDER THE VARIOUS POLICIES LISTED WITHIN THIS CERTIFICATE.

ACORD®

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY): 12/14/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER
MCGRIFF, SEIBELS & WILLIAMS, INC.
3400 Overton Park Drive SE
Suite 300
Atlanta, GA 30339

CONTACT NAME:
PHONE (A/C, No, Ext): 404 497-7500
FAX (A/C, No):
E-MAIL ADDRESS:

INSURER(S) AFFORDING COVERAGE	NAIC #
INSURER A : XL Specialty Insurance Company	37885
INSURER B : U.S. Specialty Insurance Company	29599
INSURER C : ACE American Insurance Company	22667
INSURER D : National Union Fire Insurance Company of Pittsburgh, PA	19445
INSURER E :	
INSURER F :	

INSURED
Truist Financial Corporation
214 N. Tryon St.
Charlotte, NC 28202

COVERAGES **CERTIFICATE NUMBER:** EUGX44YP **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY; CLAIMS-MADE; OCCUR; GEN'L AGGREGATE LIMIT APPLIES PER: POLICY; PRO-JECT; LOC; OTHER:						EACH OCCURRENCE	$
							DAMAGE TO RENTED PREMISES (Ea occurrence)	$
							MED EXP (Any one person)	$
							PERSONAL & ADV INJURY	$
							GENERAL AGGREGATE	$
							PRODUCTS - COMP/OP AGG	$
								$
	AUTOMOBILE LIABILITY; ANY AUTO; OWNED AUTOS ONLY; SCHEDULED AUTOS; HIRED AUTOS ONLY; NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident)	$
							BODILY INJURY (Per person)	$
							BODILY INJURY (Per accident)	$
							PROPERTY DAMAGE (Per accident)	$
								$
	UMBRELLA LIAB; OCCUR; EXCESS LIAB; CLAIMS-MADE; DED; RETENTION $						EACH OCCURRENCE	$
							AGGREGATE	$
								$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N; ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) N/A; If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE / OTH-ER	
							E.L. EACH ACCIDENT	$
							E.L. DISEASE - EA EMPLOYEE	$
							E.L. DISEASE - POLICY LIMIT	$
A	FI Bond (Includes Cyber Liability)			ELU171868-20	12/06/2020	12/06/2021	Limit of Liability	$ 15,000,000
B	Excess FI Bond			14-MGU-20-A50877			$15,000,000 Excess of	$ 15,000,000
C	Excess FI Bond			DOX G46884930 001			$15,000,000 Excess of	$ 30,000,000
D	Excess FI Bond			02-582-34-50			$15,000,000 Excess of	$ 45,000,000
								$

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Excess FI Bond Liability (continued) - Effective 12/6/20 - 12/6/21
* Continental Casualty Co. (NAIC#: 20443) - (Policy #: 652171111) - Limit - $15,000,000 in excess of $60,000,000
* Allied World Assurance Co., Ltd (NAIC#: 19489) - (Policy #: C057900/002) - Limit - $10,000,000 in excess of $75,000,000
* Berkshire Hathaway Specialty Ins. Co. (NAIC#: 22276) (QS Lead) - (Policy #: 47-EPF-309562-02) - Limit - $15,000,000 part of $50,000,000 in excess of $85,000,000
* Markel American Ins. Co. (NAIC#: 28932) (QS) - (Policy #: MKLM6EL0006139) - Limit - $10,000,000 part of $50,000,000 in excess of $85,000,000
* Axis Ins. Co. (NAIC#: 37273) (QS) - (Policy #: P-001-000235341-01) - Limit - $10,000,000 part of $50,000,000 in excess of $85,000,000
* National Casualty Co. (NAIC#: 11991) (QS) - (Policy #: XJO2008807) - Limit - $15,000,000 part of $50,000,000 in excess of $85,000,000
* Beazley Insurance Company (NAIC#: 37540) (Quota Share Lead) - (Policy #: W29799200201) - Limit - $25,000,000 part of $115,000,000 in excess of $135,000,000

(continued next page)

CERTIFICATE HOLDER

For Information Only

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

AGENCY CUSTOMER ID: ____________________

LOC #: ____________

ACORD®

ADDITIONAL REMARKS SCHEDULE

PRODUCER		INSURED
MCGRIFF, SEIBELS & WILLIAMS, INC.		Truist Financial Corporation
POLICY NUMBER		
CARRIER	NAIC CODE	ISSUE DATE: 12/14/2020

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: ________ **FORM TITLE:** ________________________________

(continued from previous page)

* National Casualty Company (NAIC#: 11991) (Quota Share) - (Policy #: XJO2008806) - Limit - $17,000,000 part of $115,000,000 in excess of $135,000,000
* Fidelity Deposit Company of Maryland (NAIC#: 39306) (Quota Share) - (Policy #: FIB 1885478 01) - Limit - $10,000,000 part of $115,000,000 in excess of $135,000,000
* Endurance Risk Solutions Assurance Co. (NAIC#: 43630) (Quota Share) - (Policy #: FIX30001371801) - Limit - $10,000,000 part of $115,000,000 in excess of $135,000,000
* National Union Fire Insurance Company (NAIC#: 19445) (Quota Share) - (Policy #: 02-385-21-62) - Limit - $10,000,000 part of $115,000,000 in excess of $135,000,000
* Liberty Mutual Insurance Company (NAIC#: 23035) (Quota Share) - (Policy #: FINYABWO3N002) - Limit - $10,000,000 part of $115,000,000 in excess of $135,000,000
* Allianz Global Risks US Insurance Company (NAIC#: 35300) (Quota Share) - (Policy #: USF00604720) - Limit - $10,000,000 part of $115,000,000 in excess of $135,000,000
* AXIS Insurance Company (NAIC#: 37273) (Quota Share) - (Policy #: P-001-000190517-01) - Limit - $5,000,000 part of $115,000,000 in excess of $135,000,000
* Twin City Fire Insurance Company (NAIC#: 29459) (Quota Share) - (Policy #: 20 MB 0298207 20) - Limit -$5,000,000 part of $115,000,000 in excess of $135,000,000
* Atlantic Specialty Insurance Company (NAIC#: 27154) (Quota Share) - FIN-000483-0001) - Limit -$5,000,000 part of $115,000,000 in excess of $135,000,000
* Berkshire Hathaway Specialty Insurance Company (NAIC#: 22276) (Quota Share) - (47-EPF-309563-02) - Limit - $5,000,000 part of $115,000,000 in excess of $135,000,000
* Ascot Insurance Company (NAIC#: 23752) (Quota Share) - (EOXS2010000316-01) - Limit -$3,000,000 part of $115,000,000 in excess of $135,000,000

Excess Cyber Liability Only (Effective 12/6/20 - 12/6/21)

* Lloyd's of London - CFC Underwriting (Quota Share Lead) - (CYUSA2001642) - Limit - $95,000,000 part of $100,000,000 in excess of $250,000,000
* Axis Specialty Limited (Quota Share) - (1146730120QA) - Limit - $5,000,000 part of $100,000,000 in excess of $250,000,000

Excess Cyber Liability (Only) - Effective 12/6/20 - 12/6/21

* Munich Re - Princeton XS & Surplus Lines Ins Co (NAIC#: 10786) (Quota Share) - (9E-A3-CY-0000001-01) - Limit - $25,000,000 part of $100,000,000 in excess of $350,000,000
* Arch Specialty Insurance Co (NAIC#: 21199) (Quota Share) - (NPL0064769-01) - Limit - $5,000,000 part of $100,000,000 in excess of $350,000,000
* Aspen American Insurance Co (NAIC#: 43460) (Quota Share) - (AY00FCW20A) - Limit - $10,000,000 part of $100,000,000 in excess of $350,000,000
* Berkley Insurance Co (NAIC#: 32603) (Quota Share) - (BCRS2-2000091-01) - Limit - $10,000,000 part of $100,000,000 in excess of $350,000,000
* Markel American Insurance Co (NAIC#: 28932) (Quota Share) - (MKLM7PL0002041) - Limit - $5,000,000 part of $100,000,000 in excess of $350,000,000
* Atlantic Specialty Ins Co (NAIC#: 27154) (Quota Share) - (FIN-000509-0001) - Limit - $5,000,000 part of $100,000,000 in excess of $350,000,000
* RLI Insurance Co (NAIC#: 13056) (Quota Share) - (CYB0000411) - Limit - $10,000,000 part of $100,000,000 in excess of $350,000,000
* Safety National - Safety Specialty Ins Co (NAIC#: 13815) (Quota Share) - (CY 6675522) - Limit - $5,000,000 part of $100,000,000 in excess of $350,000,000
* Ascot Insurance Company (NAIC#: 45055) (Quota Share) - (EOXS2010000317-01) Limit - $5,000,000 part of $100,000,000 in excess of $350,000,000
* Starr Surplus Lines Insurance Co (NAIC#: 13604) (Quota Share) - (1000634257202) Limit - $10,000,000 part of $100,000,000 in excess of $350,000,000
* Validus - Lloyd's Syndicate 1183 (Quota Share) - (B6044FIP3264332) Limit - $10,000,000 part of $100,000,000 in excess of $350,000,000

FI Bond Deductible is $25,000,000. FI Bond includes Cyber Liability.

All subsidiaries of Truist Financial Corporation, including their subsidiaries are covered entities under the above policies. Sterling Capital Management, LLC is a subsidiary of Truist Financial Corporation.

Insurance Operations:

Truist Insurance Holdings, Inc.

McGriff Insurance Services, Inc. and McGriff, Seibels & Williams, Inc., including their subsidiaries, are wholly

AGENCY CUSTOMER ID: ____________

LOC #: ____________

ADDITIONAL REMARKS SCHEDULE

PRODUCER MCGRIFF, SEIBELS & WILLIAMS, INC.		INSURED Truist Financial Corporation
POLICY NUMBER		
CARRIER	NAIC CODE	ISSUE DATE: 12/14/2020

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,

FORM NUMBER: ________ **FORM TITLE:** ____________

(continued from previous page)

owned subsidiaries of Truist Insurance Holdings, Inc.

Crump Life Insurance Services, Inc., including its subsidiaries, is a wholly owned subsidiary of Truist Insurance Holdings, Inc.

CRC Insurance Services, Inc. including its wholly owned subsidiaries, is a wholly owned subsidiary of Truist Insurance Holdings, Inc. - Hanleigh Management, Inc., Cooper Gay Re and J.H. Blades & Co., Inc. are wholly owned subsidiaries of CRC Insurance Services, Inc.

AmRisc, LLC is a subsidiary of McGriff Insurance Services, Inc. - Loxley Insurance Services is part of AmRisc.

ANY DIVISION OR SUBSIDIARY OF THE ENTITIES LISTED ABOVE ARE COVERED UNDER THE VARIOUS POLICIES LISTED WITHIN THIS CERTIFICATE, AS LONG AS THEY ARE AT LEAST 51% OWNED BY ONE OF THOSE LISTED.

ALL EMPLOYEES OF THE ENTITIES LISTED ABOVE ARE COVERED UNDER THE VARIOUS POLICIES LISTED WITHIN THIS CERTIFICATE.

Form **W-9** (Rev. October 2018) Department of the Treasury Internal Revenue Service

Request for Taxpayer Identification Number and Certification

▶ Go to *www.irs.gov/FormW9* for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type. See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Truist Bank

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC ☑ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) 5

Exemption from FATCA reporting code (if any) E

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

214 North Tryon Street

Requester's name and address (optional)

6 City, state, and ZIP code

Charlotte, NC 28202

7 List account number(s) here (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN,* later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

    –   –

or

Employer identification number

5 6 – 1 0 7 4 3 1 3

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here **Signature of U.S. person ▶** Mark Bu[illegible] **Date ▶** June 1, 2020

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to *www.irs.gov/FormW9.*

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, *later.*

Division of Corporations

Division of Corporations — an official State of Florida website

Detail by Entity Name

Foreign Profit Corporation
TRUIST BANK

Filing Information

Document Number	F01000002368
FEI/EIN Number	56-1074313
Date Filed	05/03/2001
State	NC
Status	ACTIVE
Last Event	NAME CHANGE AMENDMENT
Event Date Filed	12/10/2019
Event Effective Date	NONE

Principal Address

214 NORTH TRYON STREET
CHARLOTTE, NC 28202

Changed: 04/29/2021

Mailing Address

c/o HASANA STANBERRY
214 NORTH TRYON STREET
44TH FLOOR
CHARLOTTE, NC 28202

Changed: 04/29/2021

Registered Agent Name & Address

CORPORATION SERVICE COMPANY
1201 HAYS STREET
TALLAHASSEE, FL 32301

Name Changed: 03/08/2021

Address Changed: 03/08/2021

Officer/Director Detail

Name & Address

Title DIRECTOR

VOORHEES, STEVEN C.

E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No: 12547-525

Project Description: Cemetery Trust Fund and Investment Management Services

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

(a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,

(b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: Truist Bank

Authorized Company Person's Signature:

Authorized Company Person's Title: Mark A. Hall, Senior Vice President

Date: June 23, 2021

9/15/2020

City of Fort Lauderdale • Procurement Services Division
100 N. Andrews Avenue, 619 • Fort Lauderdale, Florida 33301
954-828-5933 Fax 954-828-5576
purchase@fortlauderdale.gov

ADDENDUM NO. 1

RFP No. 12547-525
TITLE: Cemetery Trust Fund and Investment Management Services

ISSUED: June 4, 2021

This addendum is being issued to make the following change(s):

1. Section 4.2.4, subsection 2.02, last sentence has been revised and shall read: Indicate which individuals will attend ~~quarterly~~ ***bi-monthly*** review meetings with Cemetery Advisory Board of Trustees.

All other terms, conditions, and specifications remain unchanged.

AnnDebra Diaz, CPPB
Procurement Administrator

Company Name: Truist Bank
(please print)

Bidder's Signature: ____________________

Date: June 23, 2021

Appendix

- Sample Quarterly Investment Review
- Statement Guides
- Fund Fact Sheets
- Important Disclosures

Sample Quarterly Investment Review

Fort Lauderdale Cemetery

As of March 31, 2021

Kim Krause, CFA
Investment Advisor
(954) 765-7278
Kim.Krause@truist.com

Mark A. Hall
Senior Vice President
(407) 237-5907
Mark.Hall@truist.com

TRUIST

Foundations and Endowments Specialty Practice

Table of Contents

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Executive Summary

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Foundations and Endowments Specialty Practice

Q1 2021 Market Returns

Total Return* Periods Ending March 31, 2021	March	Q1 2021	1 Year
Global Markets (in US $)			
Global Equity (MSCI AC World net)	2.7%	4.6%	54.6%
Global Bonds (FTSE WGBI USD)	-2.1%	-5.7%	1.8%
US Equity			
Large-Cap (S&P 500)	4.4%	6.2%	56.4%
Large-Cap Growth (Russell 1000 Growth)	1.7%	0.9%	62.7%
Large-Cap Value (Russell 1000 Value)	5.9%	11.3%	56.1%
Large-Cap Dividend (DJ US Select Dividend)	9.4%	19.7%	61.7%
Small-Cap (Russell 2000)	1.0%	12.7%	94.9%
Real Estate Sec. (FTSE NAREIT ALL Equity)	5.5%	8.3%	34.2%
Non-US Equity			
Developed Markets (MSCI EAFE net)	2.3%	3.5%	44.6%
Emerging Markets (MSCI EM net)	-1.5%	2.3%	58.4%
US Fixed Income			
US Treasury Bonds (BofAML US Treasury)	-1.3%	-4.6%	-5.1%
Core Taxable Bonds (Barclays Aggregate)	-1.3%	-3.4%	0.7%
HY Taxable Bonds (BBgBarc High Yield)	0.2%	0.9%	23.7%
Non-US Bonds			
Developed Markets (FTSE WGBI NonUSD)	-2.6%	-6.4%	5.7%
Emerging Markets (JPM EMBI Global)	-3.1%	-6.7%	13.0%
Non-Traditional			
Global Hedge Funds (HFRX Glb Hedge)	-0.1%	1.3%	16.2%
Commodities (Bloomberg Commodity)	-2.2%	6.9%	34.9%
Inflation (Consumer Price Index)	0.6%	1.1%	1.7%

S&P 500 Sector Total Return* Periods Ending March 31, 2021	March	Q1 2021	1 Year
S&P 500	**4.4%**	**6.2%**	**56.1%**
Basic Materials	7.8%	10.0%	81.1%
Communication Services	3.1%	8.1%	60.9%
Consumer Cyclical	3.5%	2.8%	69.7%
Consumer Defensive	8.2%	1.2%	31.5%
Energy	2.8%	30.7%	75.5%
Financial Services	4.2%	12.4%	66.0%
Healthcare	4.0%	3.4%	33.8%
Industrials	8.7%	11.1%	67.8%
Real Estate	6.8%	9.0%	31.9%
Technology	2.1%	2.3%	68.0%
Utilities	10.5%	2.8%	19.4%
Cash	0.0%	0.0%	0.1%

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Consumer Price Index data features a lag due to delay in the release of inflation data.

Foundations and Endowments Specialty Practice

First Quarter 2021: Review and Outlook

Executive Summary – 1Q2021

- Despite headline volatility, many equity indices hit new highs throughout the first quarter in anticipation that a semblance of normality was upon us thanks to improving COVID-19 case trends and vaccination progress. That's not to say everything is wonderful. Indeed, over 8 million people remain unemployed compared to pre-pandemic levels.
- The S&P 500 notched 16 new highs and gained 6.2% for the quarter, while the tech-heavy NASDAQ rose only 3.0%. S&P Value, up 10.8%, far outweighed gains in S&P Growth, up 2.1%. S&P Small Cap stocks surged by 18.2%, while international developed shares, as measured by the MSCI EAFE, gained 3.6%.
- A new round of fiscal stimulus was unexpectedly passed at its full proposal of $1.9 trillion, adding to the $3.5 trillion already provided. This stimulus adds to the ability of the U.S. consumer to spend on goods and services and should lead to the best economic growth we have seen in over 35 years.
- The 10-year U.S. Treasury yield rose over 80 basis points to 1.74% as bond prices declined. Bond market concerns stemmed from the fiscal stimulus that not only points to heavy Treasury issuance but also its implications for inflation. The broad bond market, as measured by the Bloomberg Barclays Aggregate index, fell -3.4% for the quarter.
- The Federal Reserve insisted it remains committed to keeping interest rates low at least through 2023, though some FOMC participants began to include rate hikes in their 2022 projections.

Outlook and Positioning

- The stock market is forward looking and has been anticipating the much improved economic outlook as monetary and fiscal support provided an important bridge up until now. We had observed at year-end that some of the good news may have already been priced into the stock market, and we expect this current phase of the cycle to exhibit positive but moderating returns.
- Bond yields have risen, which is largely considered a natural progression with the improvement in the economy. Nonetheless, the upward move in the 10-year U.S. Treasury yield was swifter than expected and is now more than triple its August level.
- We see risks to the financial markets from the tug of war between expectations for better earnings, vaccinations, and economic data versus concerns about virus mutations, potential for higher taxes and interest rates, and the trajectory of Fed policy. This battle should add to a choppier environment for the markets.
- The bond market has become skeptical that the Fed can maintain its accommodative stance for as long as it has projected.
- We removed our growth style tilt and moved to a more cyclical sector concentration with an emphasis on equal-weight exposure in large caps which complements the small-cap upgrade we implemented in the fall. These areas allow us to participate in the reflation trade while we await further evidence that a pure value rotation is taking place.

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Foundations and Endowments Specialty Practice

Performance Summary as of March 31, 2021

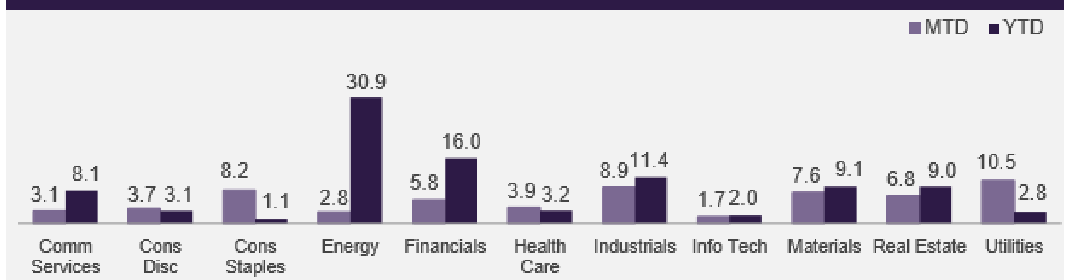
Index % Total Return	MTD	QTD	YTD	1 Yr
MSCI ACWI (net)	2.67	4.57	4.57	54.34
S&P 500	4.38	6.17	6.17	56.08
MSCI EAFE (net)	2.30	3.48	3.48	44.36
MSCI Emerging Markets (net)	-1.51	2.29	2.29	58.11
Dow Jones Industrials	6.78	8.29	8.29	53.53
NASDAQ Composite	0.41	2.78	2.78	71.68
FTSE NAREIT All Equity REITs Index	5.53	8.32	8.32	34.09
Bloomberg Commodity Index	-2.15	6.92	6.92	34.88
Bloomberg Barclays Aggregate	-1.25	-3.37	-3.37	0.71
ICE BofA US High Yield	0.17	0.90	0.90	23.21
Bloomberg Barclays Municipal Bond Blend 1-15 Year	0.47	-0.32	-0.32	4.90
ICE BofA Global Government xUS (USD Unhedged)	-2.65	-6.50	-6.50	3.67
ICE BofA Global Government xUS (USD Hedged)	0.42	-2.14	-2.14	0.36
JP Morgan GBI-EM Global Diversified Composite	-3.07	-6.68	-6.68	12.98

Rates (%)	3/31/21	12/31/20	9/30/20	6/30/20	3/31/20
Fed Funds Target	0.25	0.25	0.25	0.25	0.25
Libor, 3-Month	0.19	0.23	0.23	0.30	1.45
T-Bill, 3-Month	0.02	0.07	0.10	0.15	0.10
2-Year Treasury	0.16	0.11	0.13	0.14	0.19
5-Year Treasury	0.93	0.36	0.27	0.28	0.37
10-Year Treasury	1.73	0.91	0.68	0.65	0.68
30-Year Treasury	2.42	1.64	1.45	1.40	1.31
Bloomberg Barclays Aggregate (YTW)	1.61	1.12	1.18	1.25	1.59
Bloomberg Barclays Municipal Bond Blend 1-15 Year	0.87	0.77	0.96	1.16	1.75
ICE BofA US High Yield	4.27	4.24	5.76	6.84	9.24
Currencies	**3/31/21**	**12/31/20**	**9/30/20**	**6/30/20**	**3/31/20**
Euro ($/€)	1.18	1.22	1.17	1.12	1.10
Yen (¥/$)	110.50	103.25	105.53	107.89	107.96
Pound ($/£)	1.38	1.37	1.29	1.24	1.24
Commodities	**3/31/21**	**12/31/20**	**9/30/20**	**6/30/20**	**3/31/20**
Crude Oil (WTI)	59.16	48.52	40.22	39.27	20.48
Gold	1,716	1,895	1,896	1,801	1,597
Volatility	**3/31/21**	**12/31/20**	**9/30/20**	**6/30/20**	**3/31/20**
CBOE VIX	19.40	22.75	26.37	30.43	53.54

U.S. style % total returns (Russell indexes)

MTD Value	MTD Core	MTD Growth		YTD Value	YTD Core	YTD Growth
5.88	3.78	1.72	Large	11.26	5.91	0.94
5.16	2.71	-1.91	Mid	13.05	8.14	-0.57
5.23	1.00	-3.15	Small	21.17	12.70	4.88

S&P 500 sector % total returns



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Investment Review

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Activity Summary

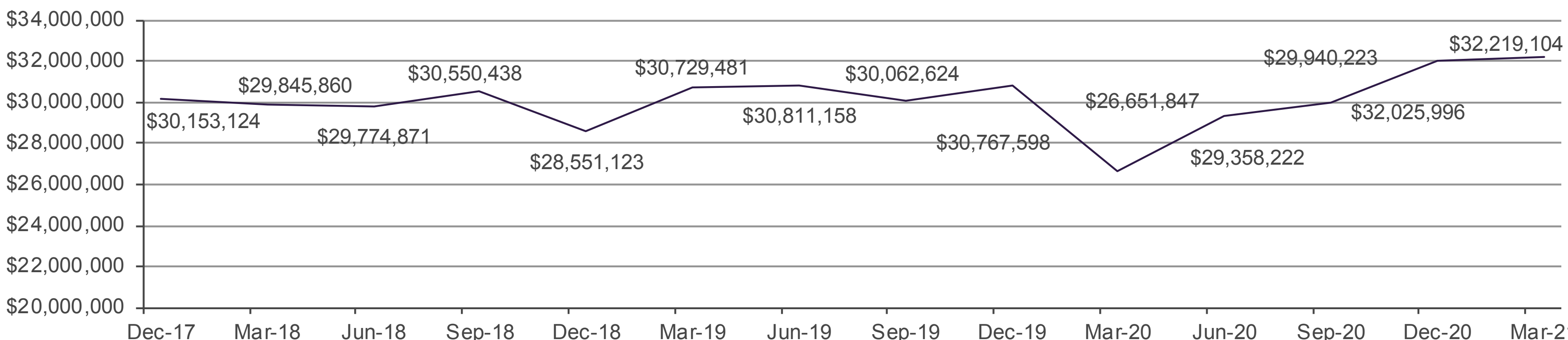
Quarterly

Period Ending March 31, 2021	
Beginning Market Value	**$32,025,996**
Beginning Accrued Income	**$44,013**
Beginning Portfolio Value	$32,070,008
Contributions	$389,746
Withdrawals	($936,022)
Gain (Loss)	$576,417
Interest and Dividends	$186,512
Net Accrued Income	$23,545
Ending Market Value	**$32,219,104**
Ending Accrued Income	**$67,558**
Ending Portfolio Value	**$32,286,662**

Yearly

Period Ending March 31, 2021	
Beginning Market Value	**$26,586,019**
Beginning Accrued Income	**$65,829**
Beginning Portfolio Value	$26,651,847
Contributions	$1,329,573
Withdrawals	($2,740,608)
Gain (Loss)	$6,007,332
Interest and Dividends	$1,038,517
Net Accrued Income	$1,729
Ending Market Value	**$32,219,104**
Ending Accrued Income	**$67,558**
Ending Portfolio Value	**$32,286,662**

Quarterly Market Value Trends



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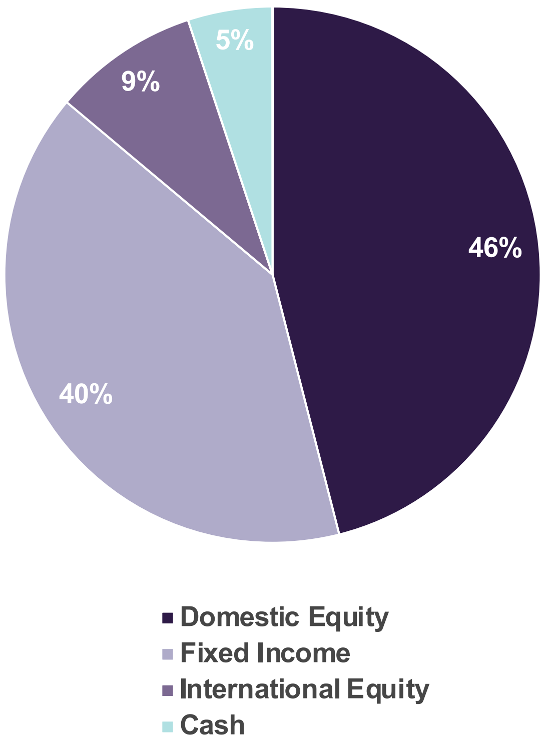
Excludes accrued income.
Source: First Rate Advisor

Foundations and Endowments Specialty Practice

Portfolio Composition



Period Ending March 31, 2021						
	Vehicle	Current Market Value	Current Allocation	Prior Allocation	IPS Ranges	Expense Ratio
Total Portfolio		$32,286,662	100.0%	100.0%		0.23%
Total Equities		$17,697,503	54.8%	53.6%	40-60%	
Large Cap Equities		$11,279,851	34.9%	33.8%		
iShares DJ Select Dividend	ETF	$2,171,323	6.7%	6.2%		0.39%
Vanguard Institutional Index	MF	$3,337,750	10.3%	10.1%		0.04%
Edgewood Growth Fund	ETF	$2,331,711	7.2%	7.4%		1.00%
Vanguard Value Index- Admiral	MF	$1,710,518	5.3%	5.0%		0.05%
SPDR S&P Dividend	ETF	$1,728,549	5.4%	5.1%		0.35%
Smid Cap Equities		$1,023,574	3.2%	3.0%		
Eaton Vance Atlanta Capital SMID-Cap R6	MF	$1,023,574	3.2%	3.0%		0.82%
Small Cap Equities		$1,665,337	5.2%	5.1%		
Fidelity Small Cap Index	MF	$1,665,337	5.2%	5.1%		0.03%
Real Estate		$874,277	2.7%	2.6%		
SPDR Dow Jones REIT	MF	$874,277	2.7%	2.6%		0.25%
International Equities		$2,854,465	8.8%	9.0%	0-10%	
Vanguard International Growth	MF	$1,237,213	3.8%	4.0%		0.33%
Vanguard FTSE Emergining Markets ETF	ETF	$634,490	2.0%	2.0%		0.10%
iShares Core MSCI EAFE ETF	ETF	$982,762	3.0%	3.0%		0.07%
Total Fixed Income		$12,953,739	40.1%	40.9%	40-60%	
Corporate Obligations	MA	$3,834,146	11.9%	12.1%		0.00%
Foreign Bonds	MA	$359,569	1.1%	1.2%		0.00%
U.S. Govt Bds	MA	$533,523	1.7%	1.7%		0.00%
Western Asset Core Plus Bond IS	MF	$2,152,661	6.7%	6.8%		0.42%
Vanguard Total Bond Market	MF	$5,114,472	15.8%	16.2%		0.04%
Neuberger Berman High Income	MF	$959,368	3.0%	3.0%		0.70%
Total Cash Equivalents		$1,635,420	5.1%	5.5%	0-25%	

Portfolio Yield	2.070%
Estimated Annual Income	$666,786.70

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Foundations and Endowments Specialty Practice

Investment Performance

Period Ending March 31, 2021						
Account	**1 Month**	**QTR / YTD**	**1 Year**	**3 Years**	**5 Years**	**Inception to Date**
Total Portfolio	1.41%	2.42%	26.80%	7.61%	7.64%	7.44%
Total Portfolio (Net of Fees)	1.39%	2.36%	26.49%	7.34%	7.36%	7.11%
*Policy Benchmark**	*1.57%*	*1.35%*	*26.07%*	*11.04%*	*9.83%*	*9.04%*
*Blended Benchmark***	*1.41%*	*1.13%*	*25.29%*	*10.24%*	*9.27%*	*8.28%*
*Policy Benchmark with Cash****	*1.25%*	*0.99%*	*22.51%*	*9.29%*	*8.40%*	*7.44%*
Total Equities	3.58%	7.47%	59.57%	11.49%	11.94%	10.83%
Domestic Equities	4.47%	8.59%	58.43%	12.36%	12.08%	11.48%
S&P 500	*4.38%*	*6.17%*	*56.35%*	*16.78%*	*16.29%*	*14.66%*
DJ US Select Dividend	*9.42%*	*19.70%*	*61.70%*	*10.72%*	*11.18%*	*12.91%*
Russell Mid Cap	*2.71%*	*8.14%*	*73.64%*	*14.73%*	*14.67%*	*13.31%*
Russell 2000	*1.00%*	*12.70%*	*94.85%*	*14.76%*	*16.35%*	*12.73%*
International Equities - Developed	-0.82%	2.81%	78.27%	9.30%	--	--
MSCI EAFE	*2.30%*	*3.48%*	*44.57%*	*6.02%*	*8.85%*	*5.72%*
International Equities - Emerging Markets	-0.70%	-2.57%	--	--	--	--
MSCI EM	*-1.51%*	*2.29%*	*58.39%*	*6.48%*	*12.07%*	*3.95%*
Total Fixed Income	-1.26%	-3.50%	2.53%	3.99%	3.55%	4.30%
Bloomberg Barclays Aggregate	*-1.25%*	*-3.37%*	*0.71%*	*4.65%*	*3.10%*	*3.15%*
Total Short Term	0.00%	0.00%	0.05%	1.26%	1.00%	0.53%

**Policy Benchmark consists of 50% S&P 500, 50% Bloomberg Barclays Aggregate.*
***Blended Benchmark consists of 40% S&P 500, 10% MSCI EAFE, 50% Bloomberg Barclays Aggregate.*
****Policy Benchmark with Cash consists of 35% S&P500, 10% MSCI EAFE, 45% Bloomberg Barclays Aggregate, 10% 91-day T-Bill.*
Inception begins August 1, 2011
Returns greater than one year are annualized
Source: First Rate Advisor

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Foundations and Endowments Specialty Practice

Manager Performance

Period Ending March 31, 2021								
Assets	Ticker Symbol	1 Month	QTR / YTD	1 Year	3 Years	5 Years	10 Years	Net Expense Ratio
Large Cap Equities								
Edgewood Growth Fund	EGFIX	-1.20%	1.49%	63.08%	22.98%	23.45%	18.66%	1.00%
Russell 1000 Growth		*1.72%*	*0.94%*	*62.74%*	*22.80%*	*21.05%*	*16.63%*	--
Vanguard Value Index Adm	VVIAX	6.49%	10.99%	51.33%	11.41%	12.72%	11.63%	0.05%
Russell 1000 Value		*5.88%*	*11.26%*	*56.09%*	*10.96%*	*11.74%*	*10.99%*	--
SPDR S&P Dividend	SDY	7.17%	12.09%	52.17%	12.11%	11.76%	12.30%	0.35%
iShares Dow Jones Select Dividend	DVY	9.34%	19.51%	60.92%	10.28%	10.74%	11.96%	0.39%
Dow Jones US Select Dividend		*9.42%*	*19.70%*	*61.70%*	*10.72%*	*11.18%*	*12.39%*	--
Vanguard Institutional Index	VINIX	4.38%	6.18%	56.34%	16.76%	16.27%	13.89%	0.04%
S&P 500		*4.38%*	*6.17%*	*56.35%*	*16.78%*	*16.29%*	*13.91%*	--
Smid Cap Equities								
Eaton Vance Atlanta Capital SMID-Cap R6	ERASX	5.69%	8.45%	66.05%	15.04%	15.66%	14.07%	0.82%
Russell 2500		*1.64%*	*10.93%*	*89.40%*	*15.34%*	*15.93%*	*12.20%*	--
Small Cap Equities								
Fidelity Small Cap Index	FSSNX	1.04%	12.73%	94.97%	14.88%	16.51%	--	0.03%
Russsell 2000		*1.00%*	*12.70%*	*94.85%*	*14.76%*	*16.35%*	--	--

Source: Morningstar & First Rate Advisor

TRUIST

Foundations and Endowments Specialty Practice

Manager Performance

Period Ending March 31, 2021								
Assets	Ticker Symbol	1 Month	QTR / YTD	1 Year	3 Years	5 Years	10 Years	Net Expense Ratio
Real Estate								
SPDR Down Jones REIT	RWR	4.62%	9.94%	36.26%	7.33%	3.70%	7.62%	0.25%
Down Jones US Select REIT		*4.64%*	*10.00%*	*36.66%*	*7.55%*	*3.94%*	*7.89%*	--
International Equities								
Vanguard International Growth	VWILX	-3.26%	-1.03%	87.14%	20.68%	22.01%	11.92%	0.33%
MSCI ACWI ex US Growth		*-0.32%*	*-0.08%*	*49.36%*	*10.31%*	*12.03%*	*6.69%*	--
iShares Core MSCI EAFE ETF	IEFA	2.33%	3.72%	47.19%	6.31%	9.30%	--	0.07%
MSCI EAFE IMI		*2.28%*	*3.63%*	*46.95%*	*6.06%*	*9.09%*	--	--
Vanguard FTSE Emerging Markets ETF	VWO	-1.02%	3.57%	58.29%	6.37%	11.35%	3.31%	0.10%
FTSE Emerging NR		*-1.55%*	*2.79%*	*56.16%*	*6.68%*	*11.65%*	*3.59%*	--
Fixed Income								
Vanguard Total Bond Market	VBTIX	-1.37%	-3.61%	0.55%	4.64%	3.08%	3.40%	0.04%
Western Asset Core Plus Bond IS	WAPSX	-1.52%	-4.60%	6.86%	5.34%	4.79%	4.80%	0.42%
Barclays US Aggregate Bond		*-1.25%*	*-3.37%*	*0.71%*	*4.65%*	*3.10%*	*3.44%*	--
Neuberger Berman High Income	NHILX	0.31%	0.92%	23.96%	6.49%	6.92%	5.46%	0.70%
BofAML US High Yield Master II Constrained TR		*0.18%*	*0.91%*	*23.22%*	*6.50%*	*7.92%*	*6.30%*	--

Source: Morningstar & First Rate Advisor

TRUIST

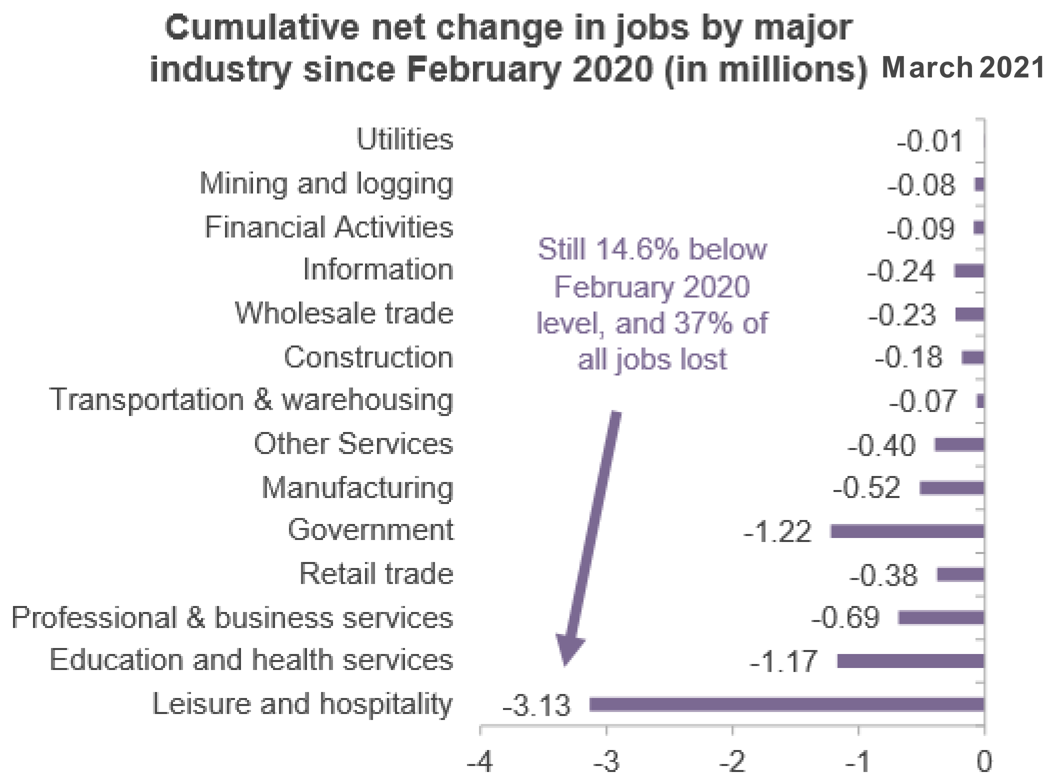
Market Review & Outlook

TRUIST

Foundations and Endowments Specialty Practice

Uneven Recovery, Especially for Some Sectors and Regions

U.S. payrolls jumped by 916,000 in March with broad based gains, particularly in Leisure/Hospitality and Education, though these sectors remain well below their pre-pandemic levels of February 2020. Despite significant progress, payrolls are 8.4 million below their pre-pandemic levels. Meanwhile, the unemployment rate fell to 6.0% from 6.2%, though that figure doesn't capture the 5.6 million people who have left the labor force due to the pandemic.



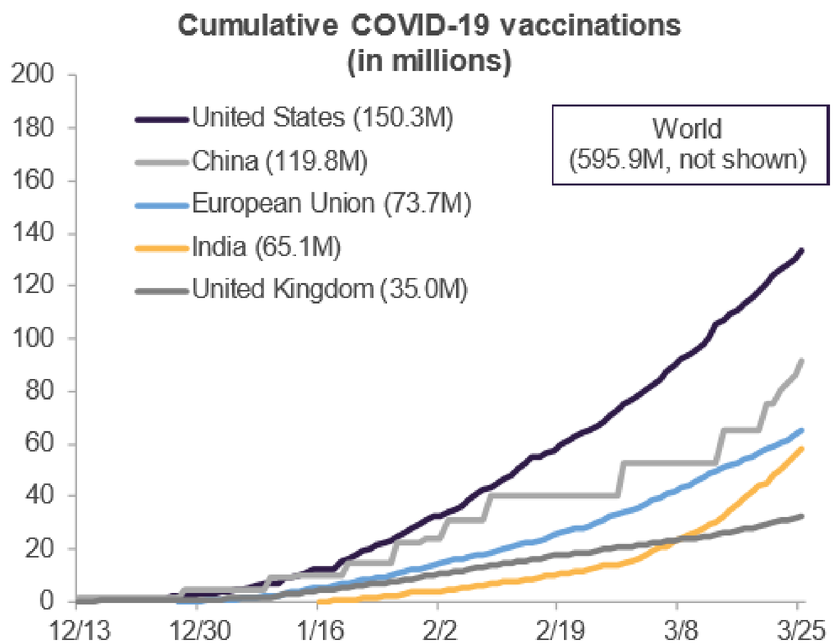
TRUIST

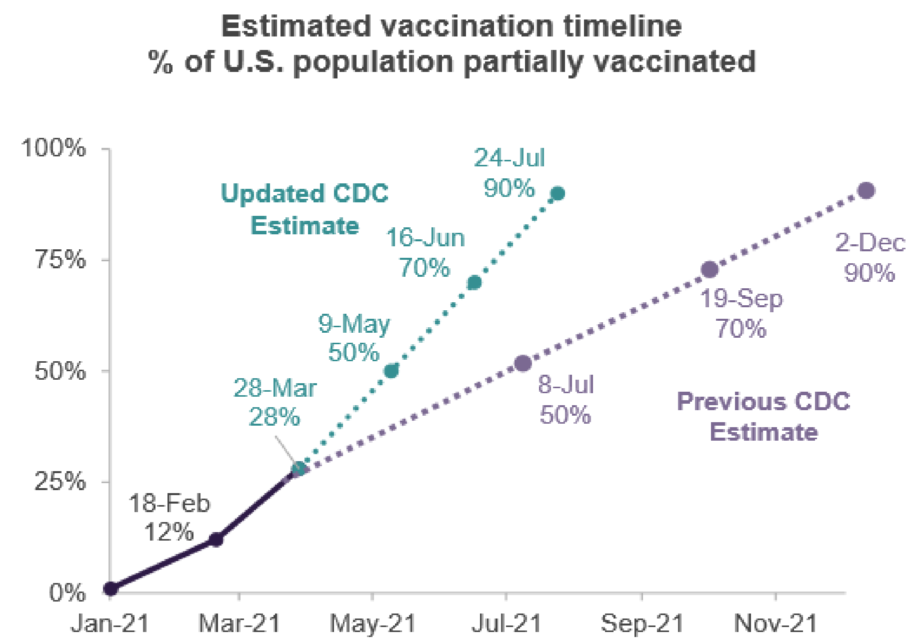
Source: Truist IAG, Bloomberg, Bureau of Labor Statistics

Foundations and Endowments Specialty Practice

Vaccinations Quickly Ramping Higher Globally

Global vaccinations are nearing 600 million with the U.S. ranking first in the total number of vaccine doses administered. The U.S. also leads in people fully vaccinated with 54.6 million. At the current pace, the CDC now expects 90% of U.S. adults to be at least partially vaccinated by late July, four months sooner than previous CDC estimates. New U.S. cases appear to have stalled but new variants do pose a risk.





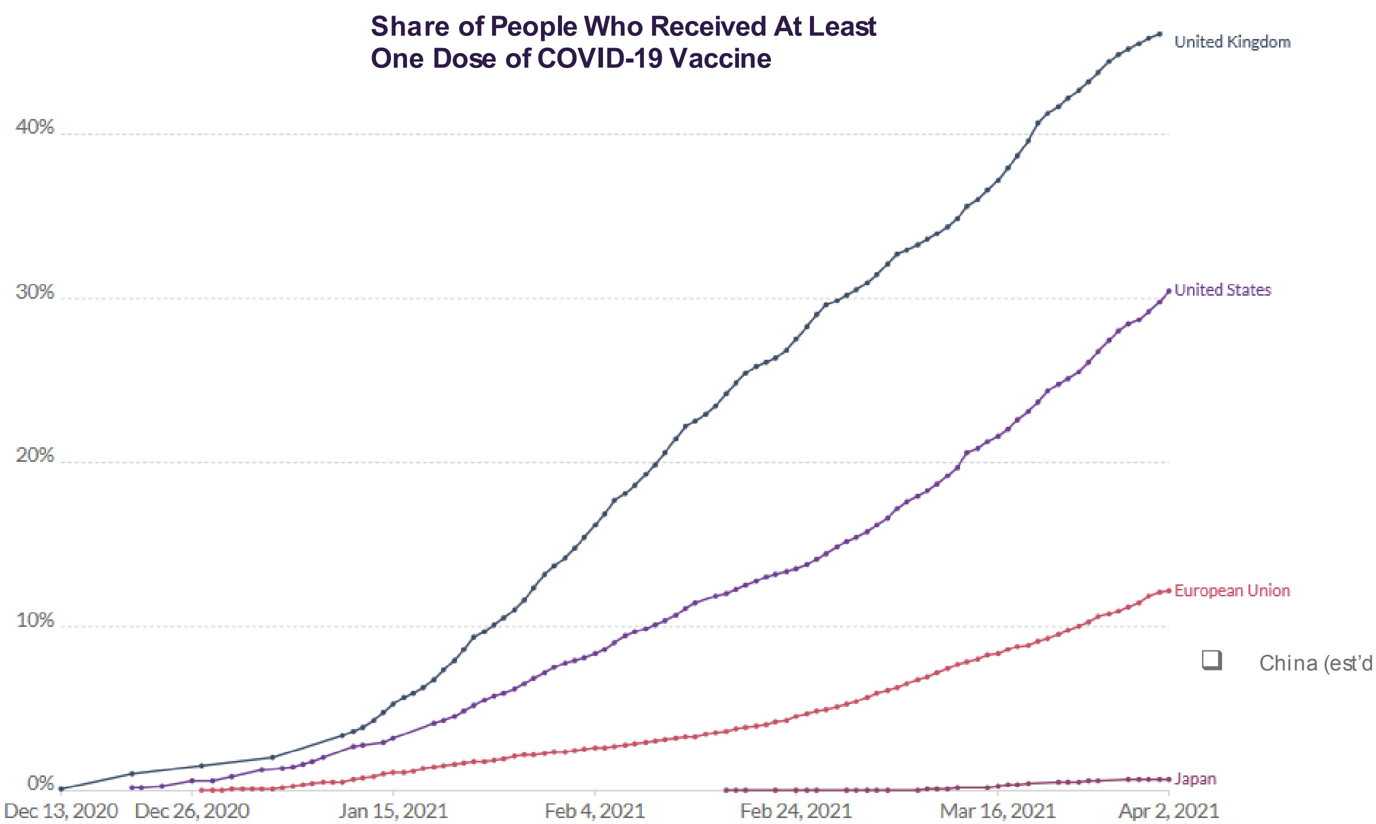
TRUIST

Source: Truist IAG, Our World in Data, Center for Disease Control & Prevention (CDC), Johns Hopkins University. Data through March 31, 2021. Figures for the United Kingdom are not included in the European Union.

Foundations and Endowments Specialty Practice

Vaccinations As Percent of Populations Show Further Progress is Needed

Looking through the absolute numbers on global vaccinations as a percent of population shows that the European Union, China, and Japan need to greatly improve their vaccination progress.



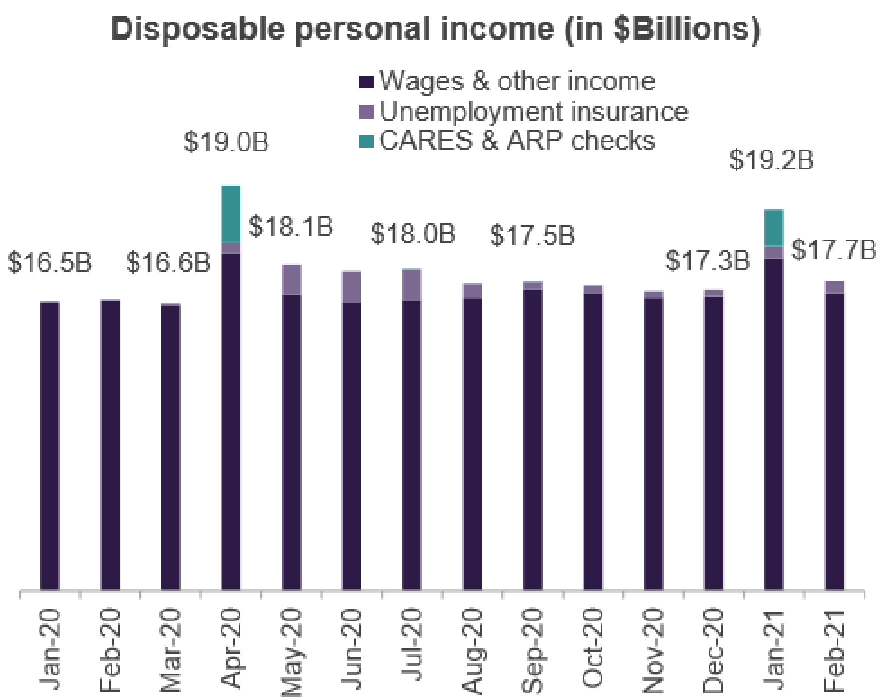
TRUIST

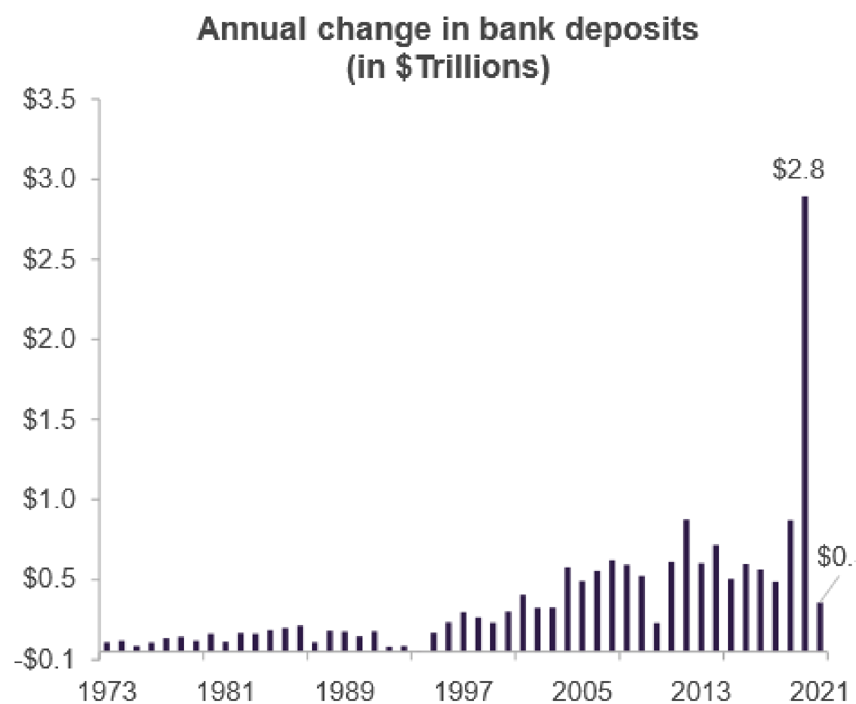
Source: Truist IAG, Our World in Data. Data through April 2, 2021. Figures for the United Kingdom are not included in the European Union.

Foundations and Endowments Specialty Practice

Most Consumers Have Elevated Savings Buffer, Suggests Pent-Up Demand

Americans have saved the bulk of the cash received through the CARES Act, including the stimulus checks and tax relief, with bank deposits topping $16 trillion. So far in 2021, deposits have already risen another $329 billion, and that's before the latest COVID-19 relief checks hit. The Personal Savings Rate, at 13.6%, is more than double the 6.5% 20-year average.





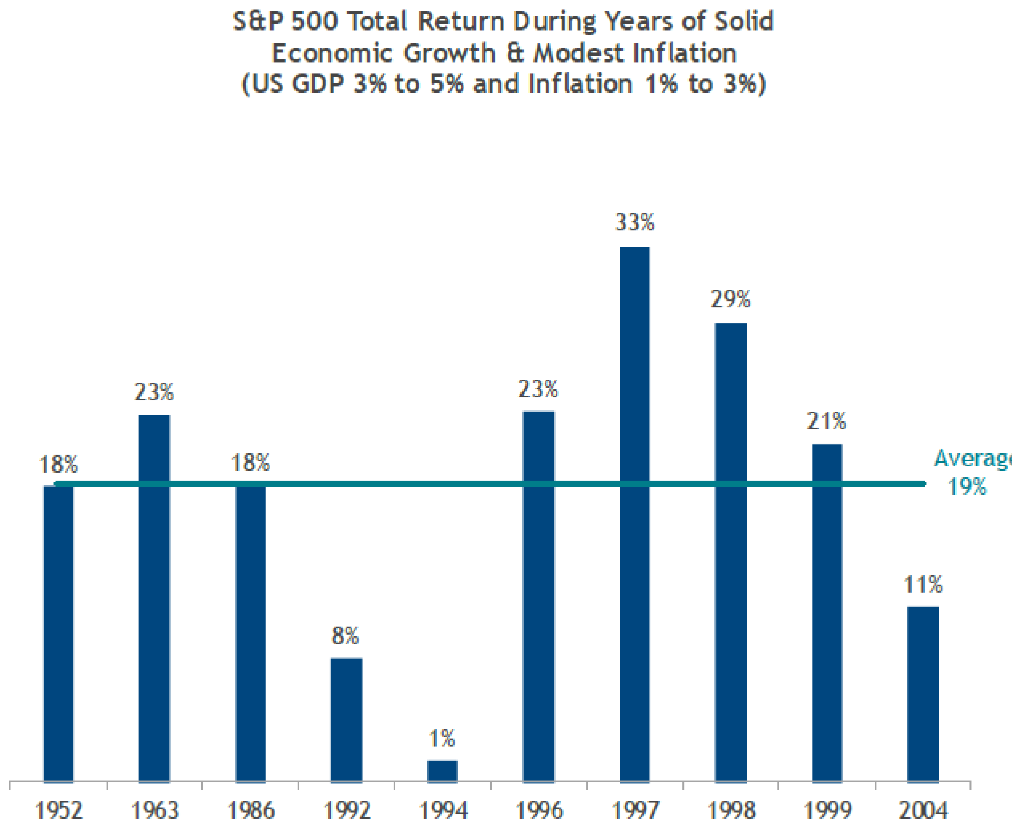
TRUIST

Source: Truist IAG, Bloomberg. CARES and ARP checks generically refer to economic impact payments authorized by the CARES Act, Coronavirus Response and Relief Supplemental Appropriations Act of 2021, and American Rescue Plan (ARP).

Foundations and Endowments Specialty Practice

Our 2021 Economic Outlook of Solid Growth and Modest Reflation Should Be a Good Market Backdrop

Since 1950, there have been 10 years where the US economy grew between 3% and 5% and inflation stayed between 1% and 3%, similar to our expectations for 2021. In all cases, stocks rose for the year, with an average gain of 19%.



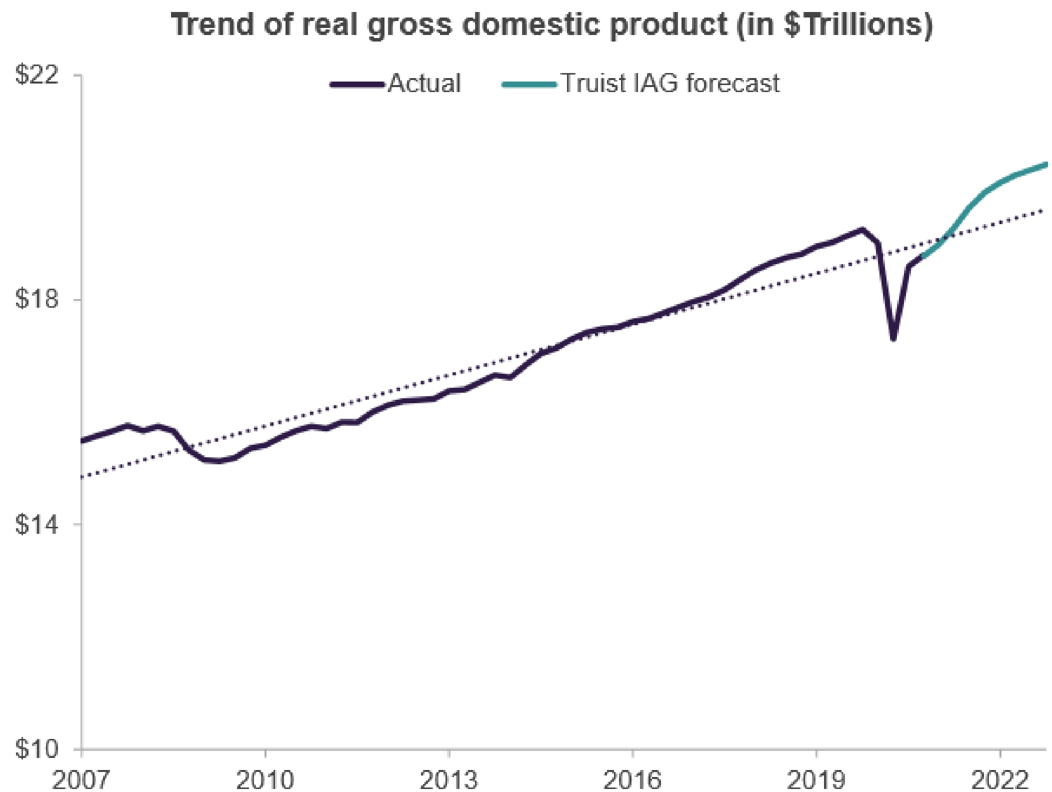
TRUIST

Source: Truist IAG, Minneapolis and St. Louis Federal Reserves. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

U.S. Economic Growth Heading Back Above Pre-Pandemic Trend

With the additional stimulus from the American Rescue Plan that was passed in March, we now expect U.S. GDP growth of about 5.7% year-over-year for 2021. If achieved, it would be the highest annual growth since 1984 and more than double the pre-pandemic pace which averaged 2.3%. U.S. growth could exceed that of China's for the first time since 1976.



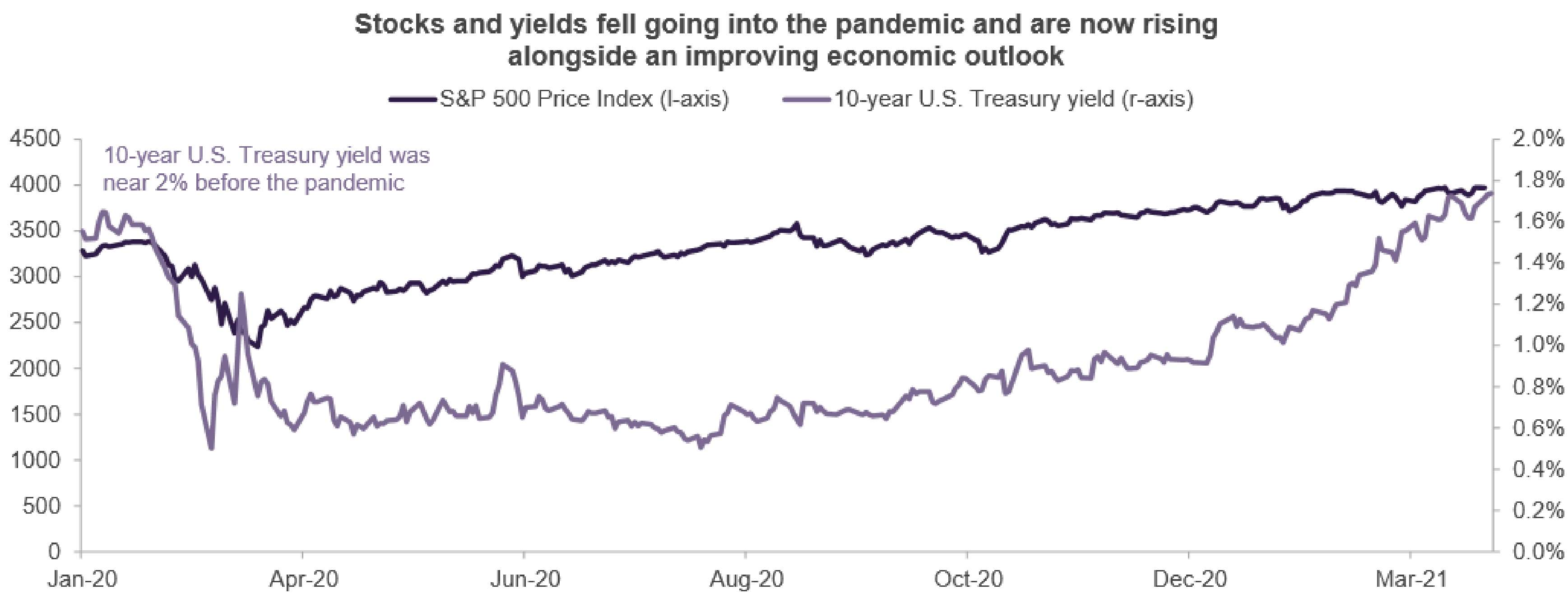
TRUIST

Sources: Truist IAG, Bureau of Economic Analysis, IHS Markit. Real GDP, actual for 2014 through 2020. Truist IAG forecast for 2021 through 2022.

Foundations and Endowments Specialty Practice

The Rise in Rates is a Natural Progression As The Economic Outlook Improves

If the U.S. economy is going to regain its former GDP peak level by mid-year and potentially grow above-trend into next year, then the rise in rates makes sense, though a more-gradual move was expected thus far.



TRUIST

Source: Truist IAG, FactSet. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

The S&P 500's P/E Has Been Range Bound Since June As Earnings Strength Remains Underappreciated

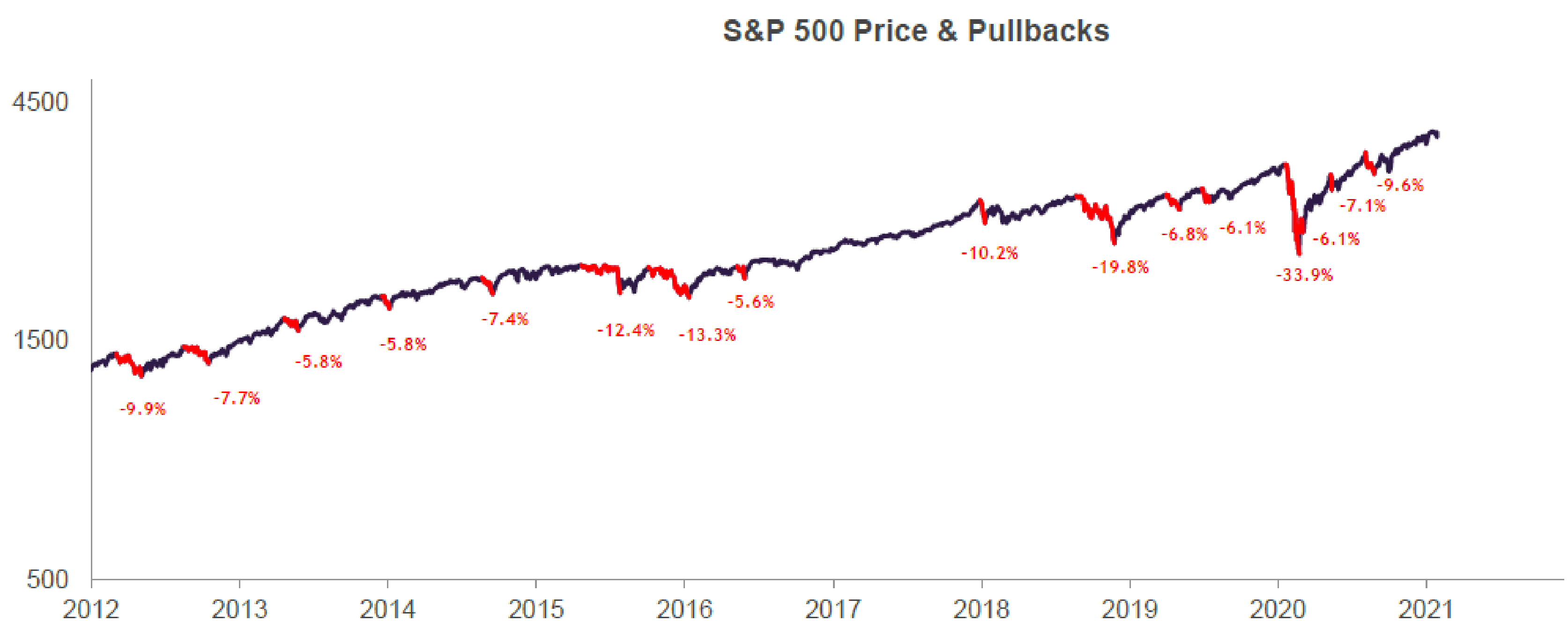
TRUIST

Source: Truist IAG, FactSet. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

Market Should Continue to Move Forward But Not Without Periodic Setbacks

Although our view is that the path of least resistance for the market over the next 12 months remains higher, we expect bouts of volatility as a variety of concerns remains, namely the potential for virus variants and the sunsetting of massive fiscal stimulus on consumers' spending habits.



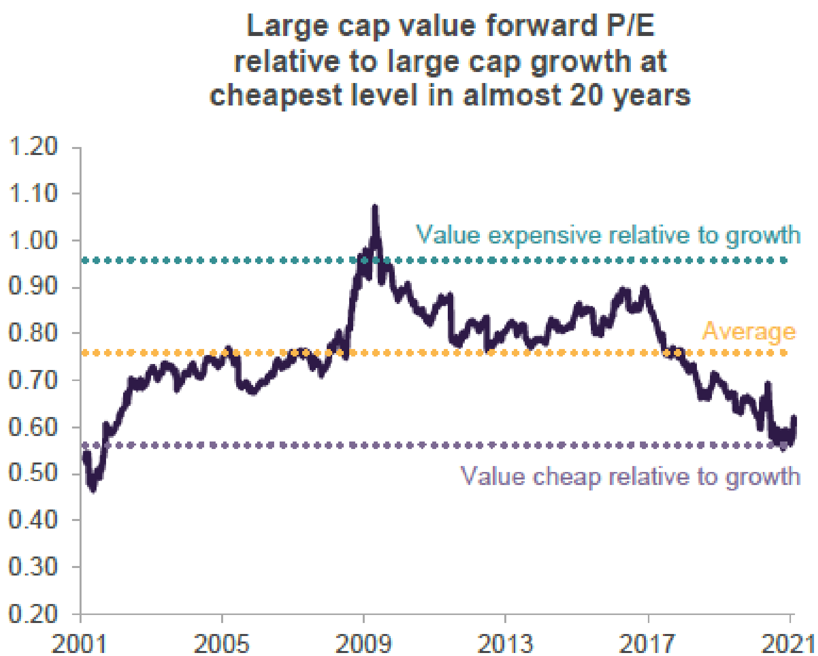
TRUIST

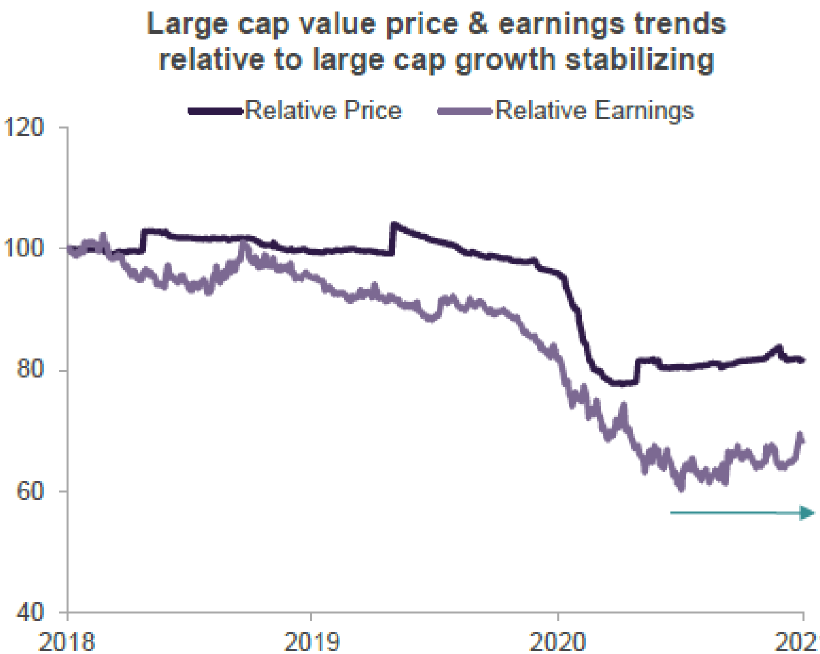
Source: Truist IAG, FactSet. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

Large Cap Value Trends Improving

After significant underperformance, large cap value's forward price-to-earnings ratio is near a 20-year low compared to growth. Importantly, price and earnings trends are also stabilizing. That said, further improvement in relative earnings and price trends are among factors we are monitoring to upgrade our pure large cap value position. We see the spread of virus mutations and their possible implications for the reflation trade as a risk to pure value's leadership for now.





TRUIST

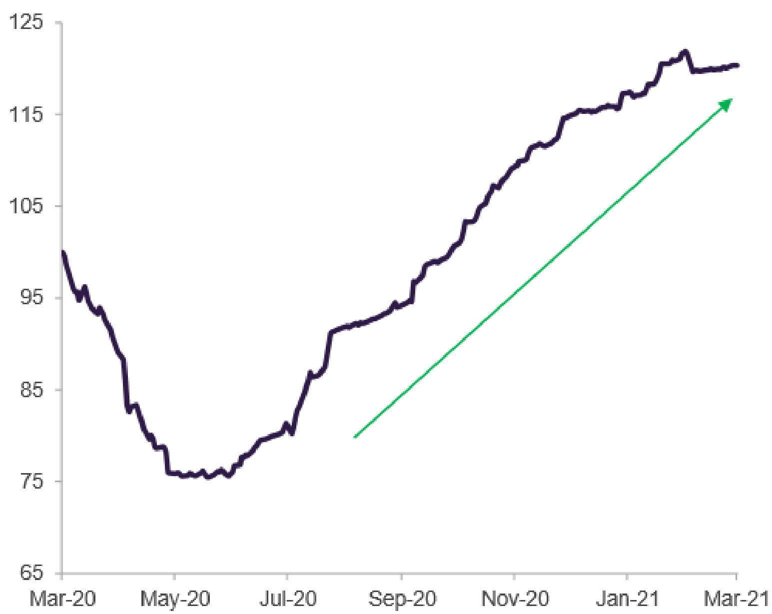
Source: Truist IAG, FactSet. Growth = Russell 1000 Growth ETF; Value = Russell 1000 Value ETF

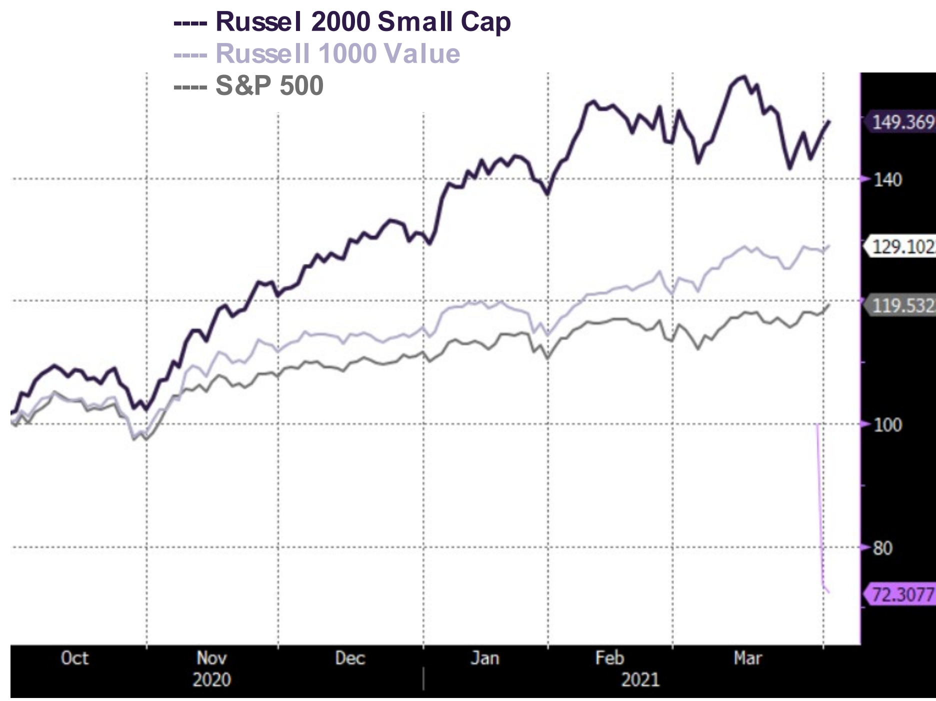
Foundations and Endowments Specialty Practice

Small Cap Valuations Relative to Large Caps Remain Attractive, Aided by Stronger Earnings

We upgraded small caps in November as a better way to participate in the reflation trade. After recent significant outperformance, small caps appear stretched short-term but positive earnings trends continue to provide upside opportunity relative to large caps, similar to the value trade.

Small caps' forward earnings trends relative to large caps have rebounded sharply





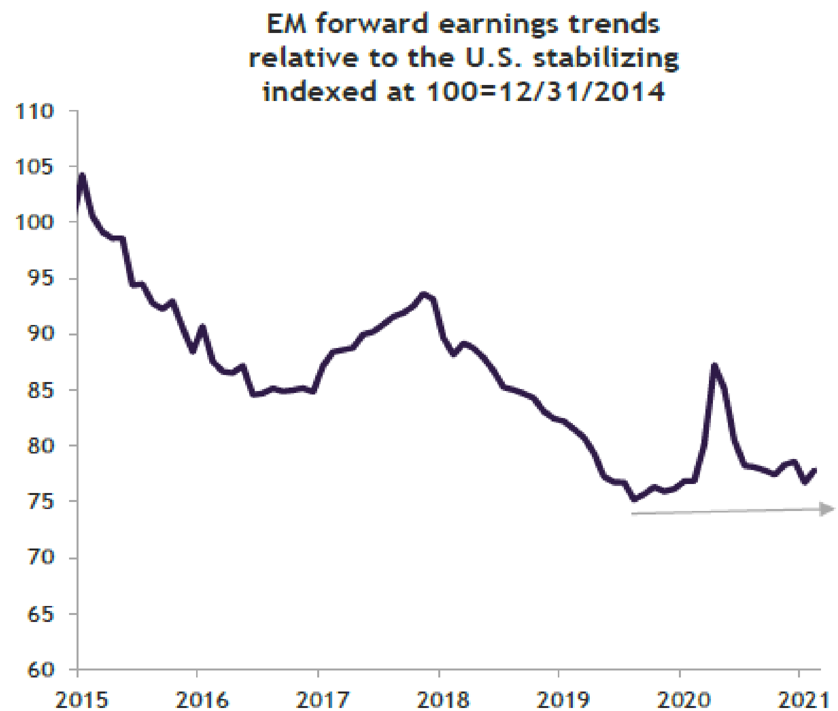
TRUIST

Source: Truist IAG, Bloomberg, FactSet. Investments in small-sized companies may involve greater risks than in those of larger, better known companies. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

International Markets Improving But Caution Still Warranted

The relative valuations for international markets are at the low end of their historical range. However, for the time being, we are more positive on the U.S. dollar and equities due to expected U.S. economic strength relative to other global regions. We await an improvement in economic growth, earnings, and price trends before shifting our view from a neutral weight in both international developed as well as emerging markets.



TRUIST

Source: Truist IAG, FactSet, MSCI, Morningstar. U.S. Equities = MSCI USA; International Developed Markets Equities = MSCI EAFE. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

U.S. Yields Rise on Growth Optimism, Increased Fiscal Stimulus, and Fed Uncertainty

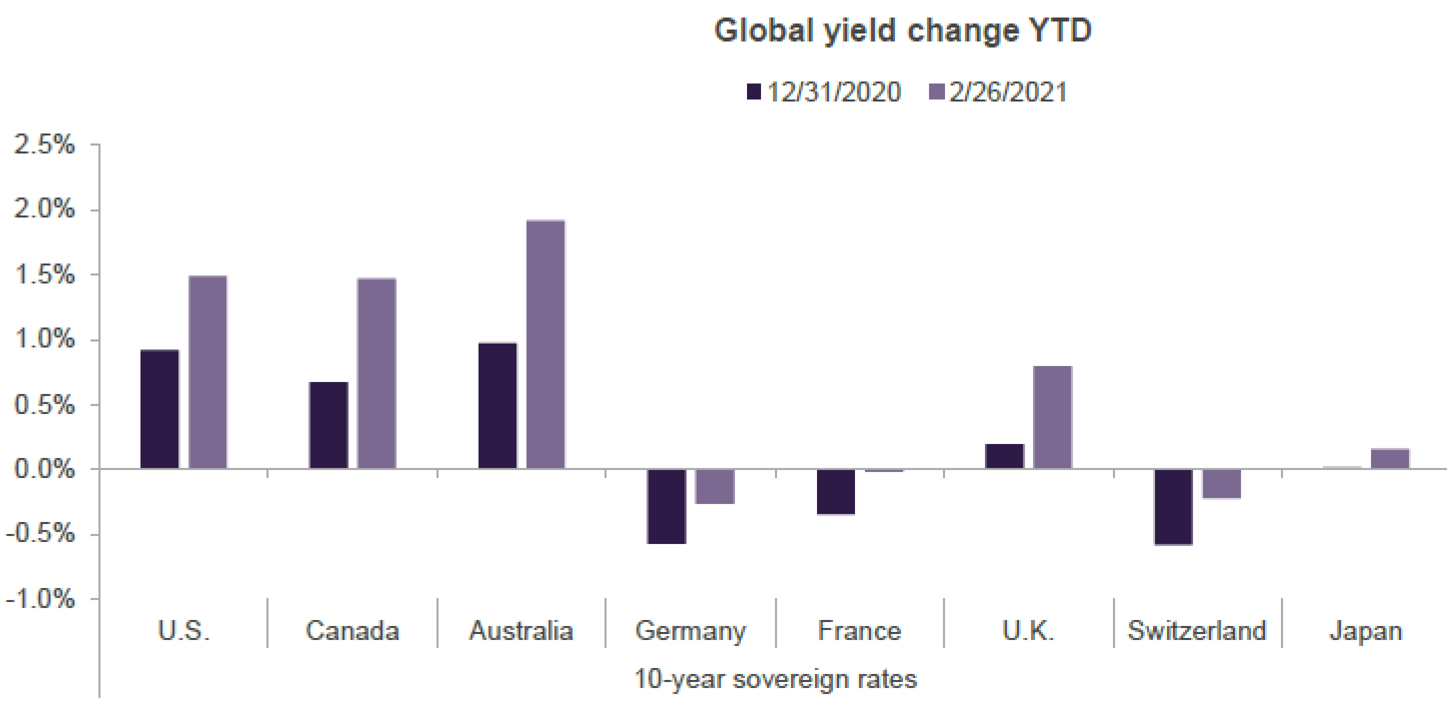
Short-term yields remain highly constrained by Fed policy. For maturities beyond two years, however, yields have moved to their highest levels in more than a year. Yields are rising as investors position for higher-than-anticipated growth, expected increased U.S. Treasury supply, and skepticism that the Federal Reserve will not adhere to its accommodative stance for as long as it projects.

TRUIST

Source: Truist IAG, Bloomberg. Data as of 3/31/2021. Past performance does not guarantee future results.

In the Global Yield Landscape, U.S. Bonds Remain Attractive

U.S. yields remain attractive compared to other large developed peers, especially the European markets and Japan, which should support stable foreign demand for U.S. fixed income.



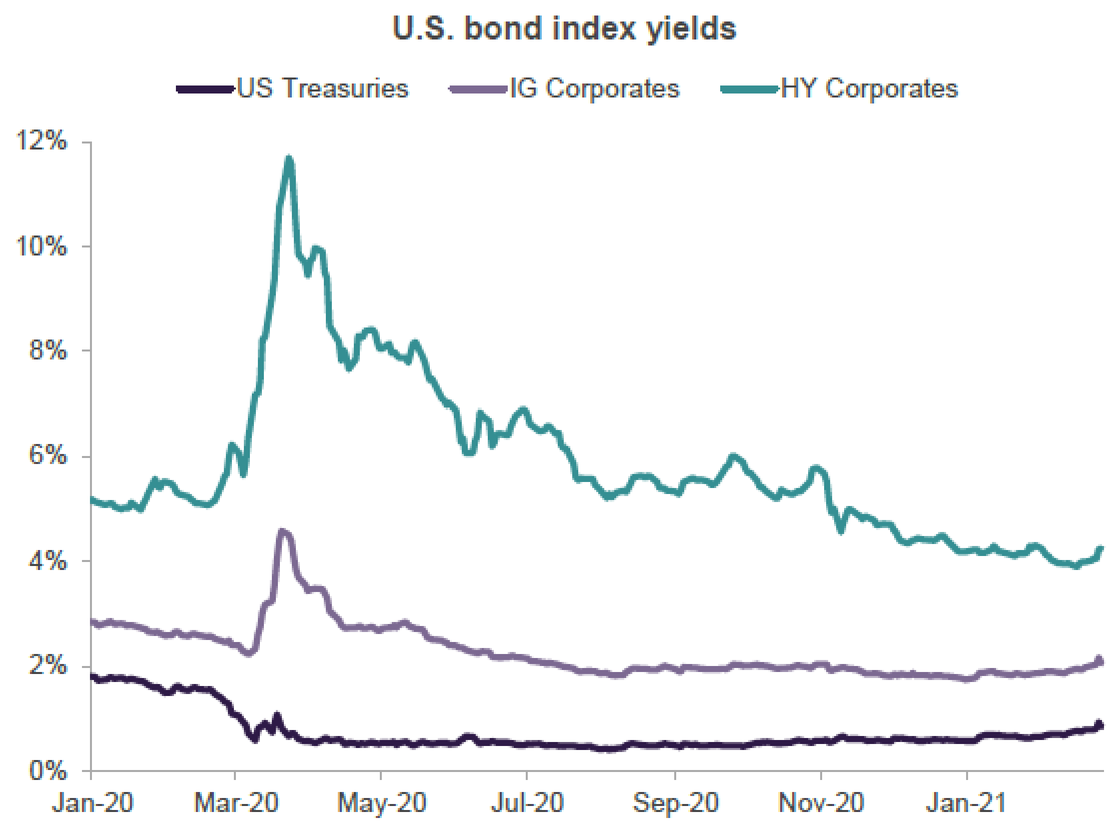
TRUIST

Source: Truist IAG, Bloomberg. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

U.S. Credit Continues to Look Attractive

Credit spreads between investment grade and high yield corporate bonds versus U.S. Treasury yields held relatively steady despite the recent uptick in market volatility. Their resilience is a positive signal of overall market health.

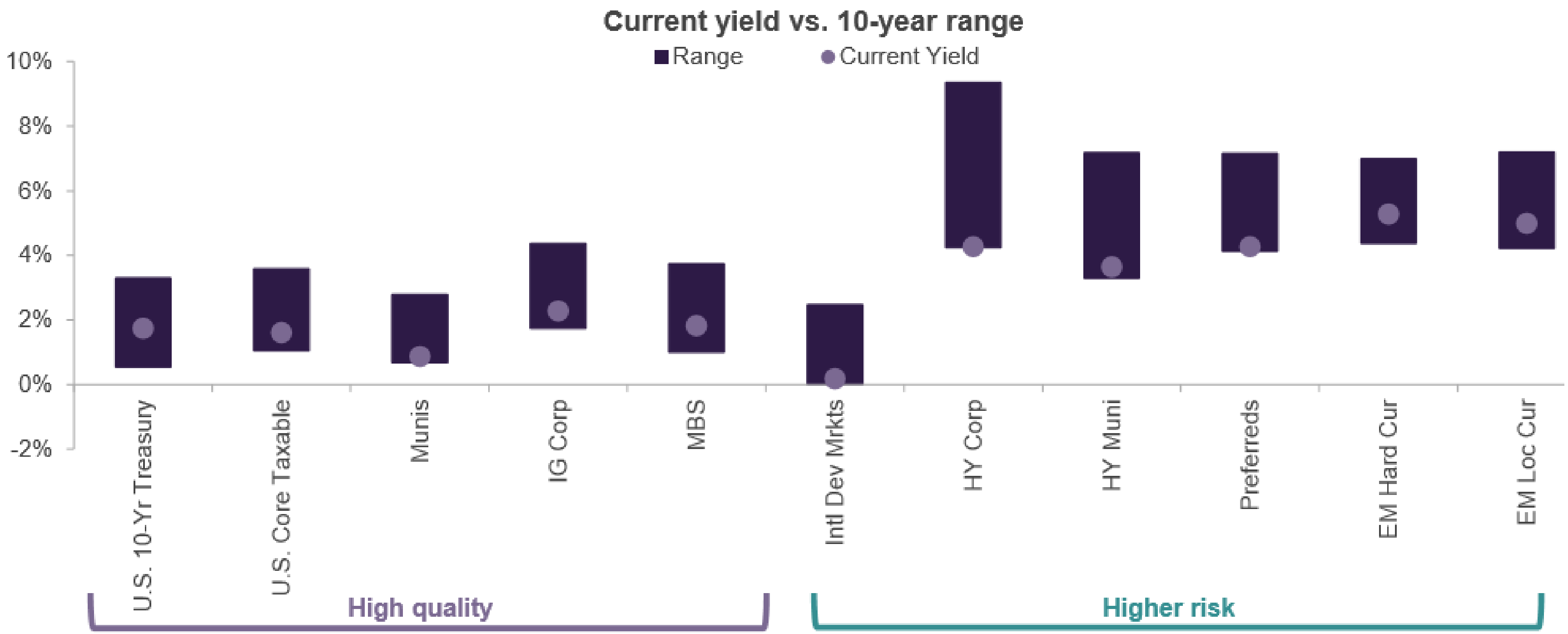


Source: Truist IAG, Bloomberg. Bond sectors are represented by Bloomberg Barclays indices

Foundations and Endowments Specialty Practice

Relative Value in Fixed Income

Yields for many fixed income asset classes have moved up and reflect improved absolute levels. Our constructive expectations for the economy continue to drive our preference for investment grade and high yield corporate bonds where there is a measure of incremental yield opportunities.



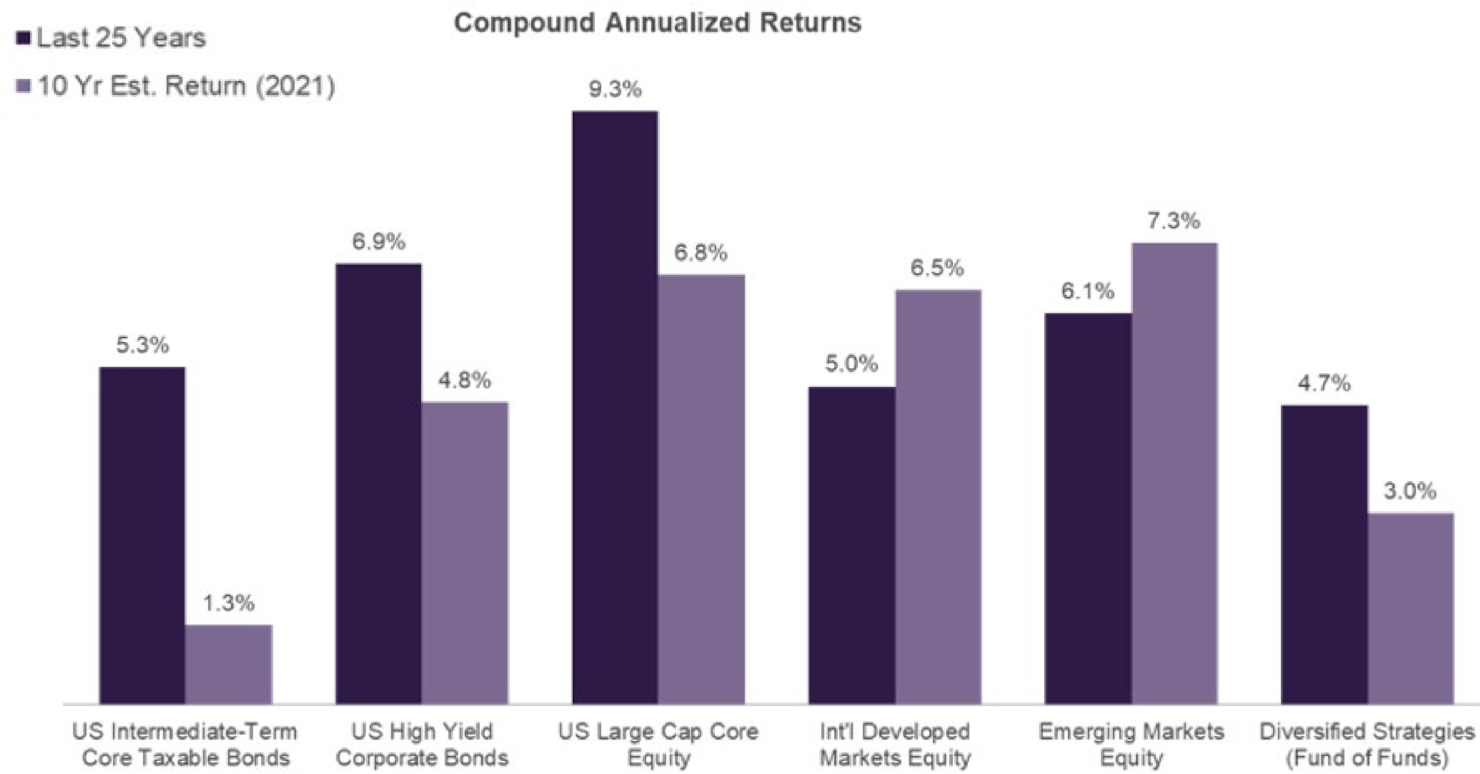
Data Source: Truist IAG; FactSet, BofA; yield to worst shown except for preferreds (yield to maturity)

U.S. 10-Yr Treasury = Bloomberg Barclays U.S. Treasury Bellwethers (10-Yr); U.S. Core Taxable = Bloomberg Barclays U.S. Aggregate; Municipals = Bloomberg Barclays Municipal Bond 1-15 Year; U.S. Corporates = Bloomberg Barclays U.S. Corporate IG; MBS=Bloomberg Barclays U.S. MBS; Intl Dev Mkts = ICE BofA Global Government ex U.S. (U.S.D hedged); HY Corp = ICE BofA U.S. High Yield; HY Muni = Bloomberg Barclays Municipal High Yield; Preferreds = ICE BofA Fixed Rate Preferred; EM Hard Cur = JP Morgan EMBI Global Diversified; EM Loc Cur = JP Morgan GBI-EM Global Diversified. Past performance does not guarantee future results. Investing in the bond market is subject to certain risks, including market, interest rate, issuer and inflation risk; investments may be worth more or less than the original cost when redeemed. The value of most bond strategies and fixed income securities are impacted by changes in interest rates. Bonds and bond strategies with longer durations tend to be more sensitive and more volatile than securities with shorter durations; bond prices generally fall as interest rates rise, and values rise when interest rates decline. Past performance does not guarantee future results.

Foundations and Endowments Specialty Practice

Expected Asset Class Returns Comparison

Over the next decade, US equities are expected to trade slightly below their long-term price trend, while international equities offer potential returns above their historical averages. Fixed income is expected to produce paltry returns while diversified strategies provide important risk-mitigating function, as illustrated on the next chart.



Source: Truist IAG, Morningstar, Hedge Fund Research Inc., MSCI, JP Morgan, S&P
Expected returns reflects SunTrust IAG's current average annual return assumptions (using a geometric mean) over the next 10 years for each asset class as of Dec. 1, 2020. US Intermediate-Term Core Taxable Bonds = Bloomberg Barclays US Aggregate Bond Index; US High Yield Corporate Bonds = ICE BofA US HY Master Index; US Large Cap Core Equity = S&P 500 Index; Int'l Developed Markets Equity = MSCI EAFE Index; Emerging Markets Equity = MSCI EM Index; Diversified Strategies = HFRI FOF Diversified Index

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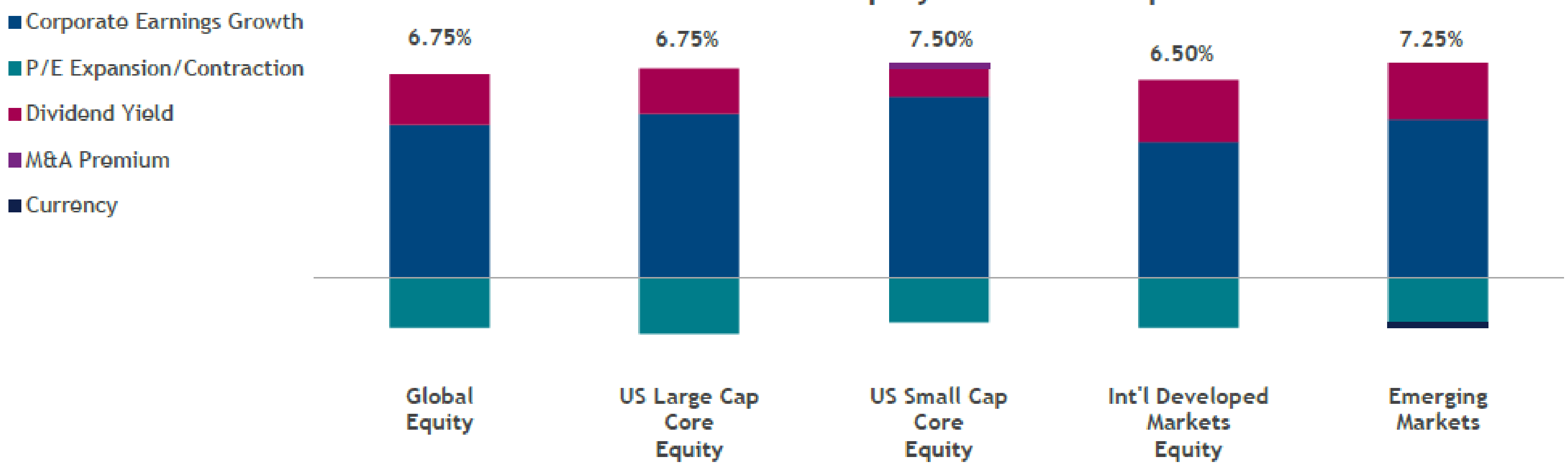
Foundations and Endowments Specialty Practice

Building Blocks: 10-year Equity Returns

Our building block approach to equity returns projects mid-single-digit expectations. Global equity returns are estimated by forming expectations for earnings growth, valuations, dividend yield, and other assumptions, as appropriate. Valuations are set to decrease as earnings growth rebounds from depressed levels, while the dividend contribution remains stable.

10-Year Forward Equity Return Assumptions



Corporate Earnings Growth	6.75%	7.25%	8.00%	6.00%	7.00%
P/E Expansion/Contraction	-2.25%	-2.50%	-2.00%	-2.25%	-2.00%
Dividend Yield	2.25%	2.00%	1.25%	2.75%	2.50%
M&A Premium	--	--	0.25%	--	--
Currency	--	--	--	--	-0.25%
Total Return	**6.75%**	**6.75%**	**7.50%**	**6.50%**	**7.25%**

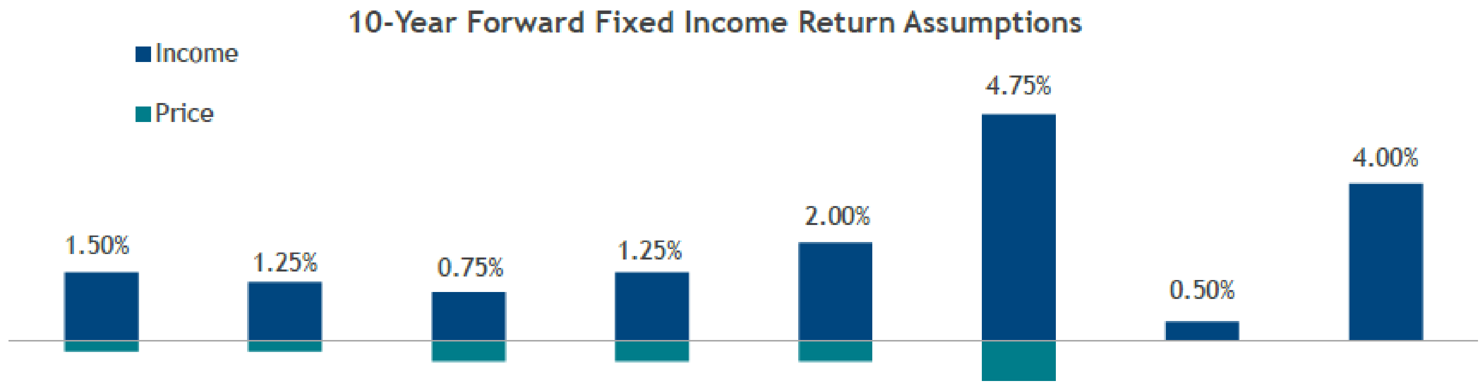
TRUIST

Source: Truist IAG

Foundations and Endowments Specialty Practice

Building Blocks: 10-year Fixed Income Returns

Our building block approach to fixed income returns is estimated by projecting the path of interest rates and layering in starting yields, spreads, and default assumptions. Historically, future fixed income returns have been highly dependent on beginning yields.



	US Muni Bonds	US Core Intermediate-Term Taxable Bonds	US Government Bonds	US Mortgage-Backed Securities	US Investment Grade Corporate Bonds	US High Yield Corporate Bonds	Int'l Developed Markets Bonds	Emerging Markets Bonds Hard Currency
Income	1.75%	1.50%	1.25%	1.75%	2.50%	5.75%	0.50%	4.00%
Price	-0.25%	-0.25%	-0.50%	-0.50%	-0.50%	-1.00%	0.00%	
Currency	--	--	--	--	--	--	--	--
Total Return	**1.50%**	**1.25%**	**0.75%**	**1.25%**	**2.00%**	**4.75%**	**0.50%**	**4.00%**
Default Rate	--	--	--	--	3.0%	--	--	--
Beginning Yield (9/30/2020)	**1.0%**	**1.2%**	**0.5%**	**1.3%**	**2.0%**	**5.8%**	**0.1%**	**5.2%**

TRUIST

Source: Truist IAG

Appendix

TRUIST

Important Disclosures

SunTrust Foundations and Endowments Specialty Practice

Banking and trust products and services are provided by SunTrust Bank now Truist Bank. SunTrust Bank may use or offer the services of affiliate companies as well as third party entities to achieve your banking and investment objectives. Where applicable, any affiliations and all pertinent provider information will be disclosed in accompanying agreements and prospectuses.

SunTrust Bank, its affiliates, officers, agents, and employees are not authorized to give legal, tax or accounting advice. Only an attorney can draft legal documents, provide legal services and give legal advice. Clients of SunTrust should retain their own legal counsel, tax advisor, or accountant regarding such legal, tax or accounting matters before entering into any transaction. In addition, employees and agents of SunTrust and its affiliates are not authorized to practice law, and, therefore, cannot prepare wills, trust agreements, or other estate planning or legal documents.

These materials are educational in nature. The implications and risks of a transaction may be different from client to client based upon each client's unique financial circumstances and risk tolerances.

Securities and Insurance Products and Services: Are not FDIC or any other Government Agency Insured, Are not Bank Guaranteed, May Lose Value

SunTrust Bank and its affiliates do not accept fiduciary responsibility for all banking and investment account types offered. Please consult with your SunTrust representative to determine whether SunTrust and its affiliates have agreed to accept fiduciary responsibility for your account(s) and you have completed the documentation necessary to establish a fiduciary relationship with SunTrust Bank or an affiliate. Additional information regarding account types and important disclosures may be found at www.suntrust.com/investmentinfo.

Federated Investors, Inc.

SunTrust Bank may receive compensation in exchange for services ("fees for services") that it provides to various Federated money market mutual funds. These fees for services shall be in addition to, and will not reduce, SunTrust Bank's compensation for serving in a fiduciary capacity. Such fees for services will not be paid by your account, but will be paid to SunTrust Bank by Federated or by the money market mutual fund itself. The compensation rate for such fees for services shall be up to 0.10% annually (10 basis points) of the total amount of the account assets invested in the Federated money market mutual fund.

City of Fort Lauderdale

RFP #715-10686
Exhibit A

INVESTMENT POLICY
MUNICIPAL CEMETERY SYSTEM
PERPETUAL CARE TRUST FUND

REVISION EFFECTIVE - APRIL 2004

Venice of America
The City Of
FORT LAUDERDALE

Table of Contents

Investment Policy
City of Fort Lauderdale Cemetery Trust Fund ~~Funds~~

I. SCOPE

The City Cemetery System Rules and Regulations (Regulations) established a Perpetual Care Trust to provide for the on-going care of all plots, crypts, niches, markers and memorials sold and installed in the Cemetery System. The same Regulations designate the Cemetery System Board of Trustees (Board) as trustor of the Perpetual Care Trust Fund (Trust Fund).

The Board has adopted these guidelines for the investment of the Trust Fund to be administered in accordance with applicable Florida State Statutes and City Ordinances. To that end, this policy is intended to set forth the procedures, investment objectives and parameters for the management of the Trust Fund in a manner designed to fulfill the requirements of the Board's fiduciary responsibilities.

In accordance with the Regulations, a trustee to manage the Trust Fund (Managing Trustee) has been recommended to and approved by the City Commission. The Managing Trustee is, and future Managing Trustees must be, a bank or other investment counselor licensed by the state to handle the investment of fiduciary funds.

II. INVESTMENT OBJECTIVES

Balanced Objective

The foremost objective of this investment program is the safety and preservation of the corpus of the fund. Consistent with their respective investment styles and philosophies, investment managers should make reasonable efforts to preserve the corpus of the fund, understanding that losses may occur in individual securities and in any one particular year. The definition of Balanced objective is as follows: This Balanced approach is designed to offer the potential for capital appreciation and current income through a 40% to 60% allocation to equities (long term target of 50%) and 40% to 60% allocation to fixed-income securities (long term target 50%).

Maintenance of Liquidity

The Cemetery System operates under a multiyear contractual agreement that provides for the Cemetery Contractor (Contractor) to be reimbursed out of the Trust Fund for allowable expenses as set forth in that contract. The Board determines eligible Contractor re-imbursement payments on a quarterly basis. Since reimbursements are limited to the dividend and interest income of the Trust Fund net of **50%** of the investment expenses (fees), the Managing Trustee is able to determine the maximum liquidity position required to meet the quarterly contractual reimbursement requirements. It is the responsibility of the City to provide the Managing Trustee with any extraordinary disbursement projections in sufficient time to meet liquidity needs. The portfolios shall be managed by the Managing Trustee with the understanding that funds are to be available to meet reasonably anticipated cash flow requirements in an orderly manner.

The Regulations explicitly mandate that only the income generated by the Trust Fund can be expended. Deposits into the Trust Fund from Cemetery System sales make up the Corpus of the Trust Fund and no part of the Corpus can be expended. Accumulated earnings for all years, which include gains and losses, are not considered to be part of the corpus and may be used for expenditures as described in Section 10-47 of the Code of Ordinances of the City of Fort Lauderdale, provided that such expenditures have been approved by the Board and City Commission, as necessary.

Investment Income

Through a diversification of investments across various asset classes detailed in Section VIII, the investment income goals are two fold:

1) Capital Appreciation of the Trust Fund which is essential to meeting future financial responsibilities

2) Maximizing dividend and interest income, which is primarily used to reimburse the contractor (see Maintenance of Liquidity above), in order to maintain the cemeteries in top condition and promote a sound business relationship with the contractor

III. PERFORMANCE MEASUREMENTS

A. The Measures of Investment Performance of investment returns on the various asset categories are as follows:

1. The Trust Funds' fixed income portfolio will be compared to the weighted average return of the Lehman Aggregate Bond Index.

2. The Trust Funds' domestic equity portfolio will be compared to the weighted average return of the Standard and Poor's 500 Index.

3. Except for emerging markets, the Trust Funds' international portfolio will be compared to the weighted average return of the Morgan Stanley Europe, Australia, & Far East (EAFE) Index.

4. The Trust Funds' emerging markets portfolio will be compared to the weighted average return of the MSCI Index for Emerging Markets.

B. On a quarterly basis, the Board shall evaluate the current and historical performance of the Trust Fund to determine:

1. If the Managing Trustee has performed according to these Policy guidelines; and

2. How the Managing Trustee has performed in relation to the Measures of Investment Performance for their asset class.

IV. PRUDENCE AND ETHICAL STANDARDS: Pursuant to Florida Probate Statute 518.11

A. The Board will adhere to the standard of a Prudent Investor within the context of the overall management of the Trust Fund investment program.

B. Any person or firm, such as the Managing Trustee, retained concerning the investment, monitoring, or advisement of Trust Fund assets will be held to the highest standard of Prudent Investor. Such person or firm will exercise the judgment, care, skill, prudence, and diligence under the circumstances then prevailing, which persons of prudence, discretion, and intelligence, acting in a like capacity and familiar with such matters would use in the conduct of an enterprise of like character and with like aims.

V. AUTHORIZED INVESTMENTS

A. Trust Fund placed with the Managing Trustee is to be invested only in those authorized classes of investment as contained in this Policy. Investments should be made subject to Trust Fund cash flow needs and such cash flows are subject to revision due to changes in Trust Fund needs and market conditions.

B. The authorized classes of investments for the Trust Fund are as follows:

1. Bonds, securities, and certificates of indebtedness of the United States government;

2. Obligations guaranteed as to principal and interest by the United States government;

3. Obligations guaranteed as to principal and interest by government sponsored agencies of the United States government;

4. The Florida Local Government Surplus Funds Trust Fund (SBA);

5. Commercial Paper rated A-1 or P-1 by a nationally recognized rating service. If the Commercial Paper is backed by a Letter of Credit (LOC), the long term debt of the LOC provider must be rated A or better by at least two nationally recognized rating services;

6. Bankers Acceptances of United States banks or a federally chartered domestic office of a foreign bank, which are eligible for purchase by the Federal Reserve System, rated A-1 or P-1 by a nationally recognized rating service;

7. Corporate bonds or notes (other than high yield bond funds authorized in 14 below), registered or unregistered under Rule 144A, issued by firms organized and operating within the United States or by depository institutions licensed by the United States rated A or better by a nationally recognized rating service at the time of purchase. (Rule 144A bonds or notes must include rights of registration. Any bond or note that falls below investment quality must be eliminated expeditiously unless the Board is notified for the reason or rational to be held);

8. General Obligation and/or Revenue Bonds of state or local government taxable or tax-exempt debt rated A or higher, for long term debt, by a nationally recognized rating service or rated at least MIG-2 or SP-2, for short term debt, by a nationally recognized rating service;

9. Intergovernmental investment pools authorized pursuant to the Florida Inter-local Cooperation Act, provided in Section 163.01, Florida Statutes.

10. Common and preferred stocks from domestic and foreign corporations;

11. Mutual Funds and co-mingled Common Trust Funds, provided the underlying investments meet the minimum quality standards of trust investments;

12. Repurchase agreements composed of only those investments authorized in numbers 1, 2, and 3 (above) (All firms are required to sign the Trust Funds' Master Repurchase Agreement prior to the execution of a repurchase agreement transaction); and

13. Real estate and real estate securities as deemed proper investments by the Board; and

14. High Yield Bond Mutual Funds not to exceed 5% of the total portfolio value of the Trust Fund.

VI. MATURITY AND LIQUIDATION REQUIREMENTS

A. The maximum maturity of Trust Fund investments will be as follows:

1. For certificates of deposit, 1 year or less from the date of purchase.

2. For commercial paper, 180 days or less from the date of purchase.

3. For banker's acceptances, 180 days or less from the date of purchase.

4. For money market funds, 120 days or less from the date of purchase.

5. For repurchase agreements, 90 days or less from the date of purchase.

B. To the extent possible, every attempt should be made to match investment maturities with known cash needs and anticipated cash-flow requirements.

VII. PORTFOLIO COMPOSITION

A. The Managing Trustee will adhere to the following specific guidelines for the investment of Trust Fund assets:

1. A maximum of 60% of the Trust Fund is to be invested in equity securities (International investments will not exceed 10% of the value of the equity portion within a Trust Fund); the long term targeted range is 50%.

2. A minimum of 40% of the Trust Fund is to be invested in fixed income securities; the long term targeted range is 50%, and

3. A maximum of 25% and a minimum of 0% of the Trust Fund are to be invested in cash equivalents.

4. A maximum of 5% of the Trust Fund may be invested in High Yield Bond Mutual Funds.

B. The Board will consider changes to the investment category ranges based on changes in contractual obligations of the Cemetery System, market environment or other conditions making such consideration appropriate toward administering this investment policy.

VIII. RISK AND DIVERSIFICATION

A. The Board has adopted a strategy, described in Sections V, VI and VII, whereby the Trust Fund portfolio will be diversified to the extent practicable to control the risk of loss which might result from an over-concentration of investments in a specific security, maturity, issuer, dealer, or bank through which financial instruments are bought or sold.

B. In a further effort to control the risk of loss and assure adequate diversification, the following limitations are imposed upon the investment of Trust Funds:

1. A maximum of 5% investment in the outstanding common stock of any one company or organization;

2. A maximum of 5% investment in the outstanding debt issuance of any one company or organization except for U.S. Government Securities or Agencies; and

3. In International equities, a maximum of 20% of the total international portfolio investment in any foreign country.

4. A maximum of 25% investment in any one mutual fund.

IX. THIRD-PARTY CUSTODIAL AGREEMENTS

All securities will be held with the Custodial Bank (Bank) under a contractual agreement with the Board. All securities purchased by and all collateral obtained by the Investment Manager or the Board is designated as assets of the Trust Fund. No withdrawal of securities, or transfer of funds, in whole or in part, can be made from safekeeping except by authorization of the Board. Securities transactions between a broker-dealer and the Bank involving purchase or sale of securities by transfer of money or securities must be made on a "delivery vs. payment" basis, if applicable, to ensure that the Bank will have the security or money, as appropriate, in hand at the conclusion of the transaction.

X. MASTER REPURCHASE AGREEMENT

All approved institutions and dealers transacting repurchase agreements shall execute and perform as stated in the Master Repurchase Agreement. All repurchase agreement transactions shall adhere to the requirements of the Master Repurchase Agreement.

XI. BID REQUIREMENTS

The Managing Trustee shall obtain competitive bids and offers on investment transactions to the fullest extent possible.

XII. INTERNAL CONTROLS

A. The Director of Finance shall establish a system of internal controls and written operational procedures to be a part of the operational procedures of the Trust Fund. The internal controls should be designed to prevent losses of funds, which might arise from fraud, employee error, and misrepresentation, by third parties, or imprudent actions by employees. The written procedures should include reference to safekeeping, repurchase agreements, separation of transaction authority from accounting and record keeping, wire transfer agreements, banking service contracts, collateral/depository agreements, and "delivery vs. payment" procedures. No person may engage in an investment transaction except as authorized under the terms of this policy.

B. Independent auditors, as a normal part of their annual financial audits, may conduct a review of the system of internal controls to ensure compliance with policies and procedures.

XIII. CONTINUING EDUCATION

Any designated City officials responsible for making investment decisions related to this policy have the responsibility for completing 8 hours of continuing education annually in subjects or courses related to investment practices and products.

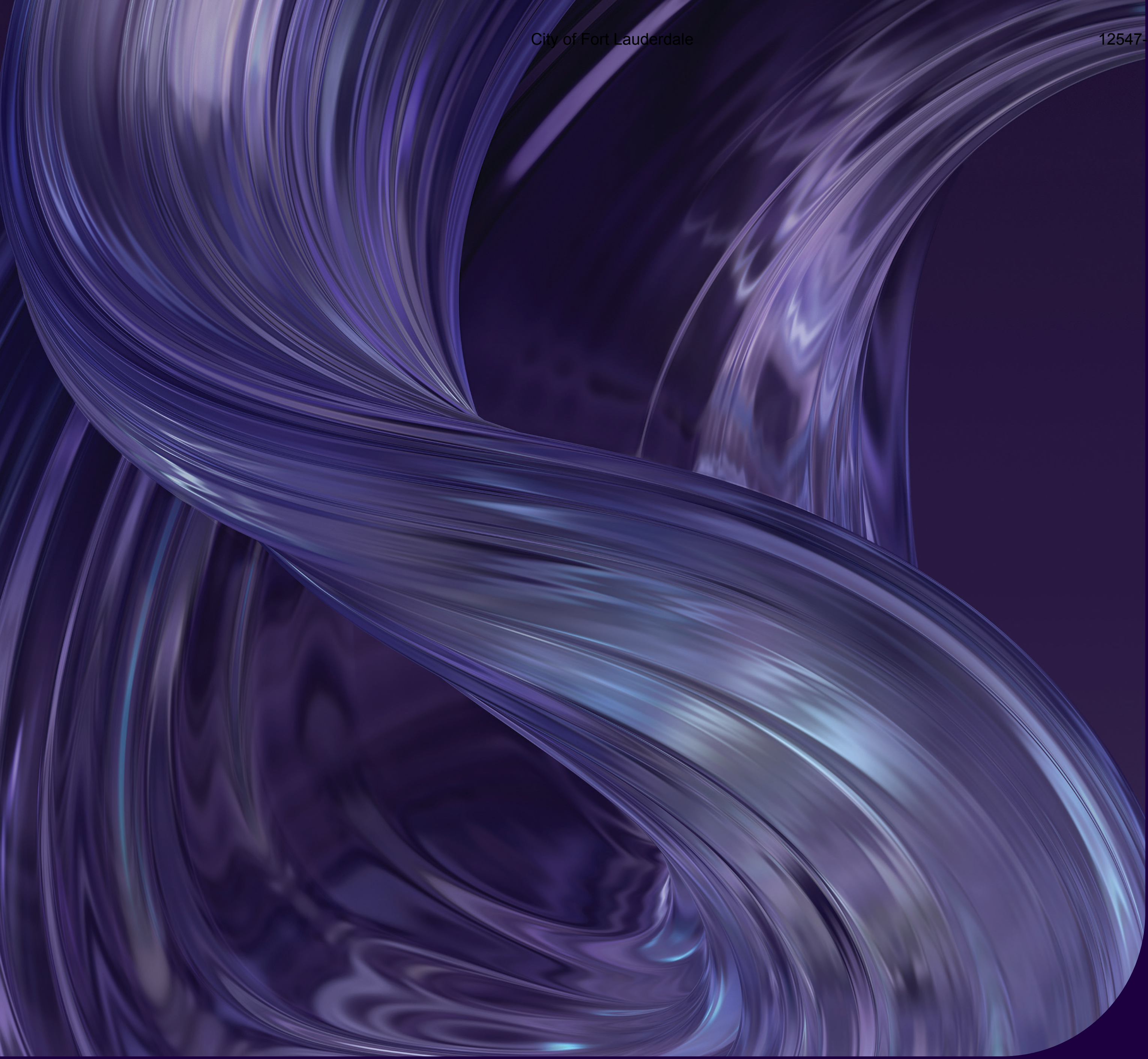
XIV. REPORTING

The Managing Trustee shall provide periodic reports, which are to include securities in the portfolio by class or type, book value, income earned, and market value as of the report date. Such reports shall be made available for submission to the City Commission, the Board and shall be available to the public.

APPROVED AND ADOPTED BY THE CITY OF FORT LAUDERDALE CEMETERY SYSTEM BOARD OF TRUSTEES ON March 18, 2004. APPROVED BY THE CITY OF FORT LAUDERDALE COMMISSION ON APRIL 20, 2004.

(Chair)
JAN 10-2013
Michael Ruddy, Chair

Statement Guides



SPECTR statement guide

TRUIST

Wealth

Introducing your Truist statement

Your statement is one of the most convenient ways for you to stay informed on the current status of your account. Each time you receive this useful report, you have an opportunity to review your account information quickly and easily.

This guide is a great way to get started with your statement. It explains each section to assist in your review of important account information.

For your convenience and future reference, view your statements through Truist PortfolioView at www.portfolioview.truist.com. In addition, between statement periods, you may view up-to-date account information on Truist PortfolioView 24 hours a day, 7 days a week. To sign up for these online services, contact your client service team.

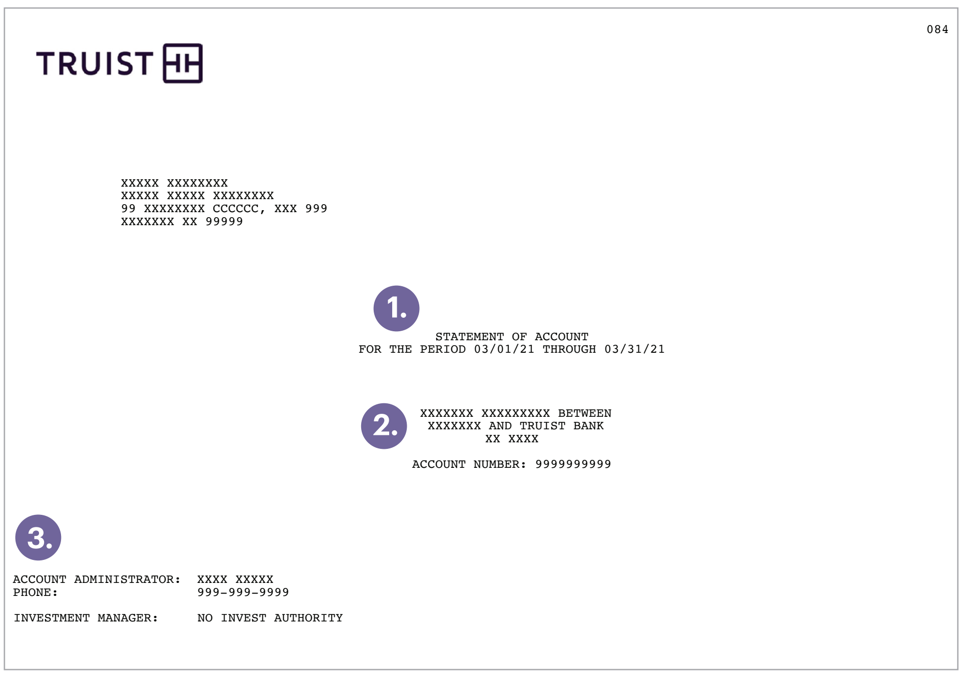
Also, call your client service team if you have further questions on your account or on how to read and understand the information contained within your statement.

Cover page

1.
The reporting timeframe of your statement is shown here and it appears at the top of each page.

2.
Your account number appears at the top of every page for easy reference.

3.
The names and contact information for each member of your client service team are listed here.


084

TRUIST

XXXXX XXXXXXXX
XXXXX XXXXX XXXXXXXX
99 XXXXXXXX CCCCCC, XXX 999
XXXXXXX XX 99999

1.
STATEMENT OF ACCOUNT
FOR THE PERIOD 03/01/21 THROUGH 03/31/21

2.
XXXXXXX XXXXXXXXX BETWEEN
XXXXXXX AND TRUIST BANK
XX XXXX

ACCOUNT NUMBER: 9999999999

3.
ACCOUNT ADMINISTRATOR: XXXX XXXXX
PHONE: 999-999-9999

INVESTMENT MANAGER: NO INVEST AUTHORITY

Portfolio summary

4.

TRUIST

PORTFOLIO SUMMARY

XXXXXXX/XXXXX
ACCOUNT NO. 9999999999 AS OF 03/31/21 PAGE 2

MAJOR INVESTMENT CLASS	MARKET VALUE	PERCENT OF ACCOUNT	FEDERAL TAX COST	UNREALIZED GAIN/LOSS (FED TO MKT)	ACCRUED INCOME	INCOME YIELD AT MARKET
PRINCIPAL PORTFOLIO						
PRINCIPAL CASH	999,999.99	0.99-%	999,999.99			
SAVINGS, CDS & TIME DEPOSITS	9,999,999.99	9.99 %	9,999,999.99	9,999.99	99,999	2.50 %
US GOVERNMENT & AGENCY BONDS	99,999,999.99	99.99 %	99,999,999.99	999,999.99	99,999	1.77 %
CORPORATE OBLIGATIONS	99,999,999.99	99.99 %	99,999,999.99	999,999.99	999,999	1.92 %
PRINCIPAL PORTFOLIO TOTAL	**999,999,999.99**	**999.99 %**	**999,999,999.99**	**9,999,999.99**	**999,999**	**1.87 %**
TOTAL ASSETS 5.	**999,999,999.99**		**999,999,999.99**	**9,999,999.99**	**999,999**	**1.87 %**

4.

At a glance, you can view the current status of each investment class you hold, including market value, percent of your account, tax cost, unrealized gains/losses, and yield at market. This sample Portfolio Summary shows Accrued Income. However, based on the statement format you select, Estimated Annual Income may be displayed in this column.

5.

Your total assets appear at the bottom of this Portfolio Summary.

Portfolio detail

6.

TRUIST

PORTFOLIO DETAIL

XXXXXXX/XXXXXXX
ACCOUNT NO. 9999999999 AS OF 03/31/21 PAGE 3

PAR VALUE OR SHARES	ASSET DESCRIPTION	MARKET VALUE MARKET PRICE % OF MARKET	FED TAX COST COST PER UNIT	UNREALIZED GAIN/LOSS (FED TO MKT)	ACCRUED INCOME	INCOME YIELD AT MARKET/ YIELD TO MATURITY
PRINCIPAL PORTFOLIO						
	PRINCIPAL CASH	999,999,99 9.99%	999,999.99			
SAVINGS, CDS & TIME DEPOSITS						
999,999	XXX XXXX CERTIFICATE OF DEPOSIT DTD 04/14/2020 9.999% 04/14/2023 NON CALLABLE CUSIP: 999999	999,999,99 999.999 9.99%	999,999,99 999.99	999.99	9,999	9.99 % 9.99 %
999,999	XXX XXXX CERTIFICATE OF DEPOSIT DTD 05/30/2019 9.999% 05/30/2024 NON CALLABLE CUSIP: 999999	999,999,99 999.999 9.99%	999,999,99 999.99	999.99	9,999	9.99 % 9.99 %
999,999	XXX XXXXX CERTIFICATE OF DEPOSIT DTD 05/30/2019 9.999% 05/30/2024 NON CALLABLE CUSIP: 999999	999,999,99 999.999 9.99%	999,999,99 999.99	999.99	9,999	9.99 % 9.99 %
999,999	XXX XXXX CERTIFICATE OF DEPOSIT DTD 11/23/2018 9.999% 11/24/2023 NON CALLABLE CUSIP: 999999	999,999,99 999.999 9.99%	999,999,99 999.99	999.99	9,999	9.99 % 9.99 %
999,999	XXX XXXX CERTIFICATE OF DEPOSIT DTD 11/28/2018 9.999% 11/28/2023 NON CALLABLE CUSIP: 999999	999,999,99 999.999 9.99%	999,999,99 999.99	999.99	9,999	9.99 % 9.99 %

6.

Depending upon the statement you choose, this section will be categorized by asset class or listed alphabetically. It displays detailed financial information about each individual holding within your portfolio as of the date of your last statement. You will find a total for your entire portfolio at the end of this section.

Transaction summary

7.

TRUIST

TRANSACTION SUMMARY

XXXXXXX/XXXXX
ACCOUNT NO. 9999999999 03/01/21 THROUGH 03/31/21 PAGE 37

	CASH	FED TAX COST
BEGINNING BALANCES	**9,999,999.99**	**999,999,999.99**
RECEIPTS		
INTEREST	99,999.99	99,999.99
MISC INVESTMENT CHANGES	9.99	9.99
SALES & MATURITIES	99,999.99	99,999.99
TOTAL RECEIPTS	99,999.99	99,999.99
DISBURSEMENTS		
PURCHASES	9,999,999.99	9,999,999.99
TOTAL DISBURSEMENTS	9,999,999.99	9,999,999.99
CASH SWEEP TRANSACTIONS		
SWEEP SALES	9,999,999.99	9,999,999.99
TOTAL CASH SWEEP TRANSACTIONS	9,999,999.99	9,999,999.99
ENDING BALANCES	**999,999.99**	**999,999.99**

7.

This section reviews all transactions that took place in your account during the statement period and reconciles them with your beginning and ending balances. It displays receipts into your account, such as proceeds from a sale, disbursements, cash for a purchase, and the amount of cash invested or withdrawn from your money market fund sweep vehicle. Fed Tax Cost shows adjustments to your account, such as the tax cost of purchased or sold assets, or an adjustment to the tax cost of an asset.

Transaction detail

8.

TRUIST

TRANSACTION DETAIL

XXXX/XXXXX
ACCOUNT NO. 9999999999 03/01/21 THROUGH 03/31/21 PAGE 38

DATE	TRANSACTION DESCRIPTION	CASH	FEDERAL TAX COST
		9,999,999.99	**999,999,999.99**
	BEGINNING BALANCES	9,999.99	
03/01/21	XXXXXX XXXXX 9.999% 8/31/25 $9.999/$9 PV ON 9,999,999 PAR VALUE DUE 2/28/21 XXXXX		99.99
03/01/21	XXXXXX XXXXX 9.999% 8/31/25 $9.999/$9 PV ON 9,999,999 PAR VALUE DUE 2/28/21 XXXXX	9,999.99	99.99
03/01/21	XXXXXX XXXXX 9.999% 8/31/25 $9.999/$9 PV ON 9,999,999 PAR VALUE DUE 2/28/21 XXXXX	99,999.99	99.99
03/01/21	XXXXXX XXXXX 9.999% 8/31/25 $9.999/$9 PV ON 9,999,999 PAR VALUE DUE 2/28/21 XXXXX	9,999,999.99	9,999,999.99

8.

Each cash transaction for the statement period is specifically listed in this section of your statement. The total balance at the bottom of this section will match the total balance shown in the Transaction Summary. Depending upon your statement choice, the information will be displayed chronologically or by type of transaction.

Schedule of investments received/purchased

9.

TRUIST

SCHEDULE OF INVESTMENTS RECEIVED / PURCHASED

XXXXX/XXXXXXX
ACCOUNT NO. 9999999999 03/01/21 THROUGH 03/31/21 PAGE 41

DATE	PAR VALUE OR SHARES	DESCRIPTION	CASH	FED TAX COST
		BUYS		
03/15/21	9,999,999	XXX 9.999% 3/08/24	9,999,999.99	9,999,999.99
		TOTAL BUYS	**9,999,999.99**	**9,999,999.99**
		CAPITAL CHANGES		
03/22/21	99.99	XXXXXXX 9.999% 4/01/21	9.99	9.99
03/22/21	999,999.99	XXXXXXX 9.999% 8/01/25	9.99	9.99
03/22/21	99,999.99	XXXXXXX 9.999% 9/01/26	9.99	9.99
03/22/21	999,999.99	XXXXXXX 9.999% 6/01/25	9.99	9.99
03/01/21	9,999,999	XXXXXXX 9.999% 8/31/25	9.99	9.99
03/01/21	999,999	XXXXXXX 9.999% 2/28/25	9.99	9.99
03/01/21	9,999,999	XXXXXXX 9.999% 8/31/22	9.99	9.99
		TOTAL CAPITAL CHANGES	**9.99**	**9.99**
		TOTAL INVESTMENTS RECEIVED / PURCHASED	**9,999,999.99**	**9,999,999.99**

9.

This section outlines each investment "buy" you made in your portfolio, along with any free receipts during the statement period, sorted by transaction type and asset class. It also shows the Tax Cost of the investment purchased or received, as well as the total value of purchases and receipts.

Schedule of investments sold/matured

10.

TRUIST

SCHEDULE OF INVESTMENTS SOLD / MATURED / DISTRIBUTED

XXXXXX/XXXXX
ACCOUNT NO. 9999999999 03/01/21 THROUGH 03/31/21 PAGE 42

DATE	PAR VALUE OR SHARES	DESCRIPTION	PROCEEDS	FEDERAL TAX COST	REALIZED GAIN/LOSS
		SALES			
VARIOUS	9,999,999.99	XXXXXXX	9,999,999.99	9,999,999.99	9.99
03/22/21	99.99	XXXXXXX 9.999% 4/01/21	99.99	99.99	9.99
03/22/21	9,999.99	XXXXXXX 9.999% 8/01/25	9,999.99	9,999.99	999.99
03/22/21	9,999.99	XXXXXXX 9.999% 9/01/26	9,999.99	9,999.99	999.99
03/22/21	99,999.99	XXXXXXX 9.999% 6/01/25	99,999.99	99,999.99	999.99
		TOTAL SALES	**9,999,999.99**	**9,999,999.99**	**9,999.99**
		TOTAL INVESTMENTS SOLD / MATURED / DISTRIBUTED	**9,999,999.99**	**9,999,999.99**	**9,999.99**

10.

Your current investment sales, maturities, and distributions are displayed in this section, highlighting the value of the proceeds and the cost basis for each. Any realized net gain or loss from sales and maturities will be reflected. The total value of these transactions is also provided. This schedule is sorted by transaction type and asset class.

Market value summary

11.

TRUIST

MARKET VALUE SUMMARY

XXXXXX/XXXXX
ACCOUNT NO. 999999999 03/01/21 THROUGH 03/31/21 PAGE 43

BEGINNING MARKET VALUE		**999,999,999.99**
RECEIPTS		
INTEREST	99,999.99	
GAIN/LOSS ON SALES & MATURITIES	9,999.99	
TOTAL RECEIPTS		**99,999.99**
12. NET CHANGE IN MARKET VALUE		999,999.99
ENDING MARKET VALUE		**999,999.99**

11.

You have the option to select a statement format with a market value summary. This convenient synopsis displays your portfolio's current market value and provides a comparison to its value at the end of the previous statement period.

12.

This line item shows the net change in your account's value that is attributable to appreciation or depreciation of your account's assets.

Explanation of account statement features

13.

TRUIST

EXPLANATION OF ACCOUNT STATEMENT FEATURES

STATEMENT TERMS

Market Value Summary provides the total account value as of the date of this statement and compares this value to:

- the value of the account as of your last statement
- and the value of the account at the beginning of the year (for a new account this would be the date the account
- was funded).

Portfolio Summary compares your account's asset allocation as of the date of this statement to your asset allocation as of your last statement. Individual assets held in each category are listed in the Portfolio Detail section.

Transaction Activity Summary presents a categorized record of your account's transactions since the last statement period. Individual transactions for each category are shown in the Account Detail section.

GENERAL DATA

Transaction dates: Transaction dates reflect either the transactions' trade date or settlement date depending on the type of statement.

Market values / unit price: Generally, the values of the securities obtained from various pricing sources, whose appraisals are based either on the closing value, the mean between bid and ask, or a matrix based on interest rates for similar securities. Where valuations are not available from services, Truist uses values which reflect a best known estimate of the asset valuation. If no best known value can be obtained, an asset will generally be valued at $1.00. Pricing sources may make retroactive corrections which are published after we have used the original value to print your statement. Truist is unable to guarantee the accuracy of the information in these columns. In addition, for asset classes defined as unique or miscellaneous, Truist has implemented processes under which fair market valuations are evaluated periodically. Non-traditional or alternative investment values reflect the most current data provided, which may be delayed one month or longer. No value should be considered to constitute firm bids or offers and may be subject to fluctuations in market conditions. If a more comprehensive valuation is necessary, please contact your Account Officer.

Market values listed for assets that are not publicly traded are the most recent values available from a readily accessible source; such values may have been established some time before the stated year-end date by a person affiliated with the asset or its manager. There may be assets that are not registered in our name that we provide recordkeeping but not safekeeping services for. All items reported on this statement are for client information purposes only. These statements are not to be used for tax reporting related to non-publicly traded assets. Please refer to the applicable Schedule K-1 (Form 1065, U.S. Return of Partnership Income) for such non-publicly traded assets.

Mutual Fund shares are valued at the bid price as of the last day of the statement period.

Taxes: For tax reporting purposes, you should rely on the Tax information letters, Schedule K-1 or Forms 1099 that you will receive from us after the end of the year.

13.

A glossary of terms that may display on your statement appears towards the end of it.

Truist.com

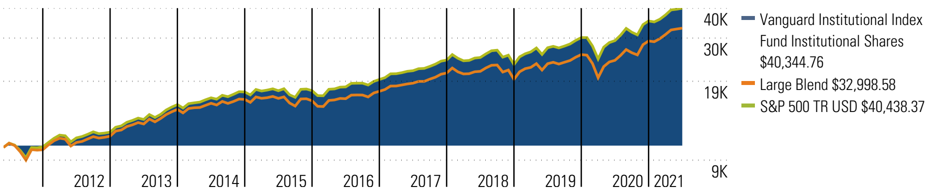
Fund Fact Sheets

Vanguard Institutional Index Fund Institutional Shares VINIX

Morningstar Analyst Rating
—

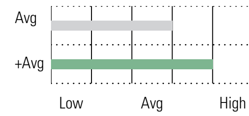
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
372.04	↓-0.73 | -0.20	1.39	282.8	Open	$5 mil	None	0.04%	★★★★★	Large Blend	Large Blend

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category (1261) Avg
Return vs. Category (1261) +Avg



Investment Strategy

The investment seeks to track the performance of the S&P 500 Index that measures the investment return of large-capitalization stocks. The fund employs an indexing investment approach designed to track the performance of the S&P 500 Index, a widely recognized benchmark of U.S. stock market performance that is dominated by the stocks of large U.S. companies. The advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

Pillars

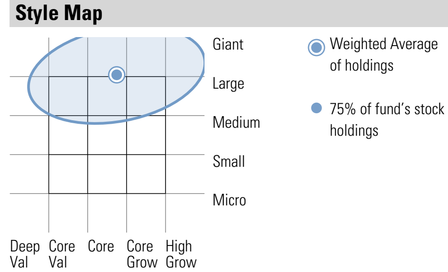
Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	11,384	10,189	14,066	16,142	22,542	41,060
Fund	13.84	1.89	40.66	17.31	17.65	15.17
+/- S&P 500 TR USD	-0.01	0.00	-0.02	-0.02	-0.03	-0.03
+/- Category	-0.19	0.29	-0.12	1.77	1.44	1.55
% Rank in Cat	48	41	52	26	24	13
# of Funds in Cat	1,430	1,449	1,364	1,257	1,102	823

* Currency is displayed in BASE

Style Map

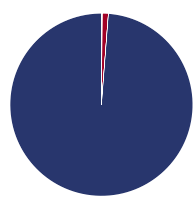


Top Holdings 05-31-2021

	Weight %	Last Price	Day Chg %	52 Week Range
⊖ Apple Inc	5.52	130.19 BASE	0.42 ↑	86.18 - 145.09
⊖ Microsoft Corp	5.29	257.47 BASE	-0.35 ↓	191.46 - 263.19
⊖ Amazon.com Inc	3.87	— BASE	1.07 ↑	2,576.00 - 3,554.00
⊖ Facebook Inc A	2.22	331.20 BASE	-1.65 ↓	207.11 - 339.92
⊖ Alphabet Inc A	1.99	— BASE	-0.40 ↓	1,351.65 - 2,455.51
% Assets in Top 5 Holdings	18.89			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

Asset Allocation



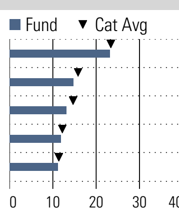
Asset Class	% Net
Cash	0.14
US Stock	98.78
Non US Stock	1.08
Bond	0.00
Other	0.00

Management

	Start Date
Donald M. Butler	12-31-2000
Michelle Louie	11-30-2017

Top Sectors 05-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Technology	23.13	24.20	20.03	22.46
Financial Services	14.76	15.70	13.51	14.90
Healthcare	13.09	14.37	13.09	13.75
Consumer Cyclical	11.86	12.51	9.57	11.27
Communication Services	11.11	11.11	10.40	10.45



Dividend and Capital Gains Distributions

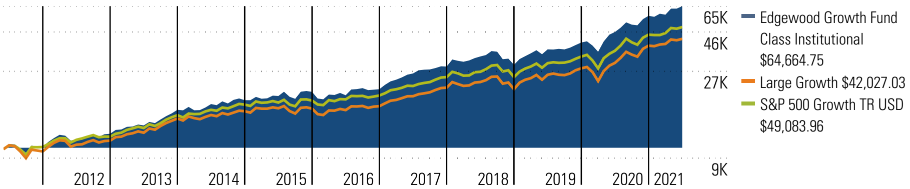
Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Captial Gain	Return of Capital	Dividend Income	Distribution Total
03-24-2021	339.61	3.4272	0.1557	0.0000	1.2537	4.8366
12-29-2020	328.85	3.4030	0.0597	0.0000	1.3684	4.8311
09-28-2020	298.85	0.0000	0.0000	0.0000	1.2554	1.2554
06-26-2020	268.31	0.0000	0.0000	0.0000	1.3517	1.3517
03-25-2020	220.74	1.3607	0.0456	0.0000	1.2972	2.7035

Edgewood Growth Fund Class Institutional EGFIX

Morningstar Analyst Rating
—

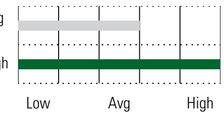
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
58.77	↓-0.47 | -0.79	0.00	30.4	Open	$100,000	None	1.00%	★★★★★	Large Growth	Large Growth

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category (1141) — Avg
Return vs. Category (1141) — High



Investment Strategy

The investment seeks long-term growth of capital. The fund primarily invests in a core group of 15-35 equity securities, including both common stocks and sponsored American Depositary Receipts ("ADRs"). Its investments are expected to have a bias toward larger capitalization issuers (those with market capitalizations in excess of $10 billion), but the fund may also invest in small-capitalization (between $100 million and $4 billion) and medium-capitalization (between $4 billion and $10 billion) companies. It is non-diversified.

Pillars

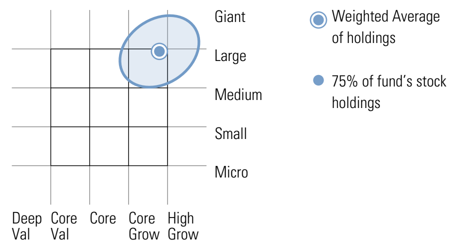
Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	11,352	10,722	14,492	19,027	32,148	65,690
Fund	13.52	7.22	44.92	23.91	26.31	20.71
+/- S&P 500 Growth TR USD	3.02	3.51	4.57	3.36	5.09	3.27
+/- Category	4.47	2.86	3.65	3.86	5.06	4.51
% Rank in Cat	9	11	19	13	8	4
# of Funds in Cat	1,264	1,277	1,231	1,134	1,020	751

* Currency is displayed in BASE

Style Map

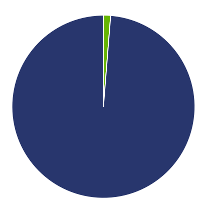


Top Holdings 01-31-2021

	Weight %	Last Price	Day Chg %	52 Week Range
⊖ Snap Inc Class A	6.57	60.31 BASE	-3.17 ↓	20.61 - 73.59
⊕ Visa Inc Class A	5.98	229.36 BASE	-1.55 ↓	179.23 - 237.50
⊖ Illumina Inc	5.80	445.64 BASE	-1.37 ↓	260.42 - 555.77
⊖ PayPal Holdings Inc	5.70	269.02 BASE	-1.06 ↓	158.30 - 309.14
⊖ NVIDIA Corp	5.23	712.69 BASE	0.16 ↑	353.55 - 721.58
% Assets in Top 5 Holdings	29.27			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

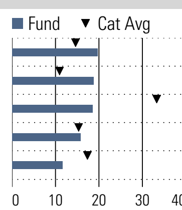
Asset Allocation



Asset Class	% Net
Cash	1.27
US Stock	98.73
Non US Stock	0.00
Bond	0.00
Other	0.00

Top Sectors 01-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Healthcare	19.66	19.66	13.33	13.70
Financial Services	18.80	23.02	18.80	10.02
Technology	18.54	19.31	14.88	32.37
Communication Services	15.74	15.74	13.52	14.41
Consumer Cyclical	11.58	11.58	11.11	16.43



Management

	Start Date
Alan W. Breed	02-28-2006
Lawrence G. Creel	02-28-2006
Scott D. Edwardson	02-28-2006
Alexander M. Farman-Farmaian	02-28-2006
Peter H. Jennison	02-28-2006
Kevin R. Seth	02-28-2006
Nicholas A. Stephens	02-28-2006

Dividend and Capital Gains Distributions

Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Capital Gain	Return of Capital	Dividend Income	Distribution Total
12-22-2020	51.62	2.5328	0.4666	0.0000	0.0000	2.9994
12-19-2019	38.32	0.1093	0.0000	0.0000	0.0000	0.1093
12-20-2018	28.28	1.2947	0.1323	0.0000	0.0000	1.4270
12-20-2017	29.71	0.1832	0.2017	0.0000	0.0000	0.3849
12-20-2016	22.46	0.4772	0.0000	0.0000	0.0000	0.4772

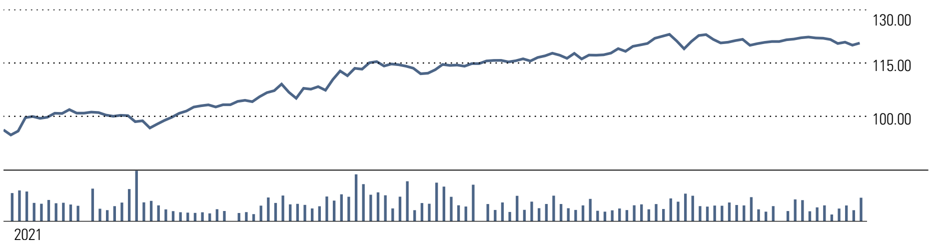
iShares Select Dividend ETF DVY

Morningstar Analyst Rating
—

Last Price	Day Change	NAV	Open Price	Day Range	52-Week Range	12-Mo. Yield	Total Assets	Expenses	Morningstar Rating™	Category
$119.64	↓0|-0.96|-0.80 %	120.57 BASE	120.50	119.06-120.50	76.83-124.34	2.92 %	19.25 bil BASE	0.39%	★★★★	Large Value

ETF Price 2021-01-01 - 2021-06-15

XNAS:: 24.42|25.39%



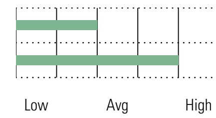
Morningstar's Take

Fair Value Estimate	$
Consider Buying	$
Consider Selling	$
Valuation Rating	
Expected Return	%
Expected Excess Return	%

3 Year Average Morningstar Risk Measures

Risk vs. Category -Avg

Return vs. Category +Avg

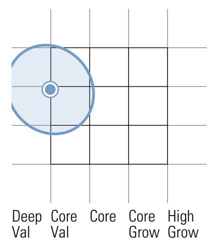


Top Holdings 06-14-2021

	Weight %	Last Price	Day Chg %	52-Week Range
⊕ ONEOK Inc	2.41	56.98	1.78 ↑	23.28 - 57.19
⊕ Altria Group Inc	2.24	47.48	-0.88 ↓	35.83 - 52.59
⊕ AT&T Inc	2.06	29.06	-0.77 ↓	26.35 - 33.88
⊕ PPL Corp	1.92	28.70	-2.07 ↓	24.20 - 30.81
⊕ Philip Morris International Inc	1.89	100.04	-0.42 ↓	68.37 - 100.95
% Assets in Top 5 Holdings	10.52			

⊕ Increase ⊖ Decrease ☼ New to Portfolio Portfolio Date: 2021-06-14

Style Map

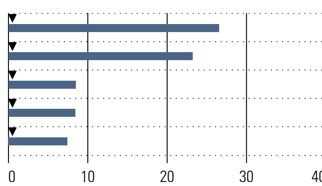


Weighted Average of holdings

75% of fund's stock holdings

Top Sectors 06-14-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Utilities	26.51	26.51	20.65	—
Financial Services	23.18	28.46	15.68	—
Energy	8.48	8.48	7.90	—
Consumer Defensive	8.40	10.23	8.40	—
Communication Services	7.43	7.99	7.20	—



Asset Allocation

	% Net	% Short	% SLong	Bench mark	Cat Avg
Cash	0.46	0.51	0.97	0.00	0.78
US Stock	97.59	0.00	97.59	98.08	92.38
Non US Stock	1.95	0.00	1.95	1.92	5.65
Bond	0.00	0.00	0.00	0.00	0.42
Other	0.00	0.00	0.00	0.00	0.78

Latest Distributions

Ex Date	Distribution NAV	Income	S/T Cap Gain	L/T Cap Gain	Return Cap	Total
Jun 10,2021	120.41	0.9930	0.0000	0.0000	0.0000	0.9930
Mar 25,2021	112.99	0.9610	0.0000	0.0000	0.0000	0.9610
Dec 14,2020	94.50	0.8300	0.0000	0.0000	0.0000	0.8300
Sep 23,2020	79.20	0.9460	0.0000	0.0000	0.0000	0.9460
Jun 15,2020	82.68	0.8000	0.0000	0.0000	0.0000	0.8000
Mar 25,2020	70.26	0.9470	0.0000	0.0000	0.0000	0.9470
Dec 16,2019	104.59	0.8910	0.0000	0.0000	0.0000	0.8910
Sep 24,2019	100.97	0.9560	0.0000	0.0000	0.0000	0.9560
Jun 17,2019	97.30	0.8820	0.0000	0.0000	0.0000	0.8820
Mar 20,2019	97.36	0.8710	0.0000	0.0000	0.0000	0.8710
Dec 17,2018	91.57	0.7550	0.0000	0.0000	0.0000	0.7550
Sep 26,2018	99.22	0.8590	0.0000	0.0000	0.0000	0.8590

Market Data

Premium/Discount	0.025
Volume	644,524
Average Volume	5,967.49
Sec Yield	
Bid/Ask/Spread	119.64/119.65/0.008%

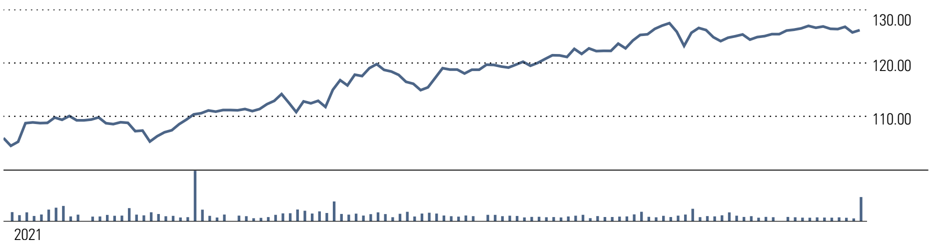
SPDR® S&P Dividend ETF SDY

Morningstar Analyst Rating
—

Last Price	Day Change	NAV	Open Price	Day Range	52-Week Range	12-Mo. Yield	Total Assets	Expenses	Morningstar Rating ™	Category
$125.01	↓0|-1.15|-0.91 %	126.16 BASE	126.15	124.66-126.20	87.56-128.90	2.52 %	20.10 bil BASE	0.35%	★★★★★	Large Value

ETF Price 2021-01-01 - 2021-06-15

ARCX:: 20.23|19.1%

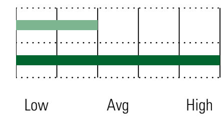


Morningstar's Take

Fair Value Estimate	$
Consider Buying	$
Consider Selling	$
Valuation Rating	
Expected Return	8.92%
Expected Excess Return	-0.51%

3 Year Average Morningstar Risk Measures

Risk vs. Category -Avg
Return vs. Category High

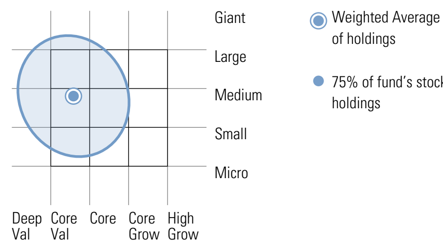


Top Holdings 06-15-2021

	Weight %	Last Price	Day Chg %	52-Week Range
⊖ Exxon Mobil Corp	2.79	64.13	-0.31 ↓	31.11 - 64.80
⊖ AT&T Inc	2.48	29.05	-0.79 ↓	26.35 - 33.88
⊖ South Jersey Industries Inc	2.27	26.90	-1.30 ↓	18.24 - 29.24
⊖ Chevron Corp	2.07	109.66	-0.58 ↓	65.16 - 113.11
⊖ International Business Machines Corp	1.98	147.97	-0.93 ↓	105.92 - 152.84
% Assets in Top 5 Holdings	11.58			

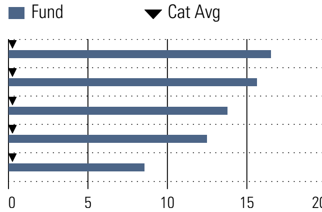
⊕ Increase ⊖ Decrease ☼ New to Portfolio Portfolio Date: 2021-06-15

Style Map

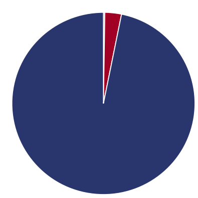


Top Sectors 06-15-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Financial Services	16.51	18.75	14.59	—
Industrials	15.63	19.43	15.63	—
Consumer Defensive	13.78	13.81	11.08	—
Utilities	12.48	12.48	7.01	—
Consumer Cyclical	8.54	12.04	8.03	—



Asset Allocation



Asset Class	
Cash	0.24
US Stock	96.82
Non US Stock	2.93
Bond	0.00
Other	0.00

Latest Distributions

Ex Date	Distribution NAV	Income	S/T Cap Gain	L/T Cap Gain	Return Cap	Total
Mar 19,2021	116.50	0.8090	0.0000	0.0000	0.0000	0.8090
Dec 18,2020	105.40	0.9870	0.0000	0.0000	0.0000	0.9870
Sep 18,2020	94.16	0.6860	0.0000	0.0000	0.0000	0.6860
Jun 19,2020	91.78	0.6800	0.0000	0.0000	0.0000	0.6800
Mar 20,2020	72.95	0.6690	0.0000	0.0000	0.0000	0.6690
Dec 20,2019	107.55	0.7920	0.0000	0.0000	0.0000	0.7920
Sep 20,2019	101.95	0.6900	0.0000	0.0000	0.0000	0.6900
Jun 21,2019	101.08	0.6270	0.0000	0.0000	0.0000	0.6270
Mar 15,2019	98.43	0.5310	0.0000	0.0000	0.0000	0.5310
Dec 21,2018	87.53	0.6680	0.0000	0.0000	0.0000	0.6680
Sep 21,2018	99.56	0.5950	0.0000	0.0000	0.0000	0.5950
Jun 15,2018	93.51	0.6310	0.0000	0.0000	0.0000	0.6310

Market Data

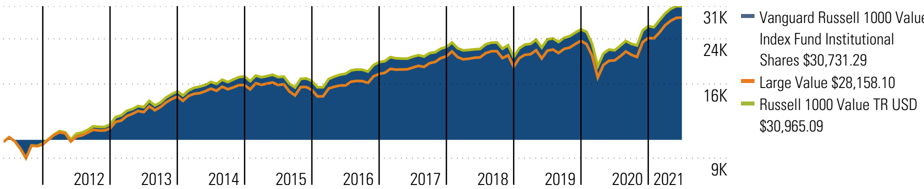
Premium/Discount	-0.003
Volume	284,326
Average Volume	435.176
Sec Yield	2.42
Bid/Ask/Spread	125/125.03/0.024%

Vanguard Russell 1000 Value Index Fund Institutional Shares VRVIX

Morningstar Analyst Rating
—

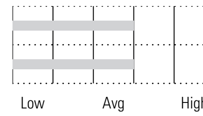
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
275.56	↑0.19 | 0.07	1.77	5.9	Open	$5 mil	None	0.07%	★★★	Large Value	Large Value

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category (1140)	Avg	
Return vs. Category (1140)	Avg	



Investment Strategy

The investment seeks to track the performance of a benchmark index that measures the investment return of large-capitalization value stocks in the United States. The fund employs an indexing investment approach designed to track the performance of the Russell 1000® Value Index. The index is designed to measure the performance of large-capitalization value stocks in the United States. The Advisor attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

Pillars

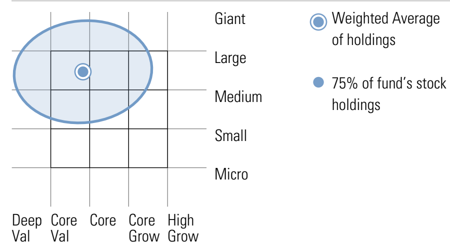
Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	11,816	10,011	14,278	14,107	18,000	31,280
Fund	18.16	0.11	42.78	12.15	12.48	12.08
+/- Russell 1000 Value TR USD	-0.05	0.00	-0.10	-0.04	-0.06	-0.09
+/- Category	-0.66	-0.08	-0.61	0.51	-0.22	0.56
% Rank in Cat	54	49	50	43	57	36
# of Funds in Cat	1,216	1,225	1,198	1,129	998	725

* Currency is displayed in BASE

Style Map



Top Holdings 05-31-2021

	Weight %	Last Price	Day Chg %	52 Week Range
⊕ Berkshire Hathaway Inc Class B	2.71	283.33 BASE	-0.22 ↓	174.63 - 295.08
⊕ JPMorgan Chase & Co	2.47	156.60 BASE	0.92 ↑	90.78 - 167.44
⊕ Johnson & Johnson	1.92	164.47 BASE	-0.02 ↓	133.65 - 173.65
⊕ Bank of America Corp	1.63	41.73 BASE	0.82 ↑	22.39 - 43.49
⊕ The Walt Disney Co	1.61	174.78 BASE	-0.61 ↓	108.02 - 203.02
% Assets in Top 5 Holdings	10.34			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

Asset Allocation

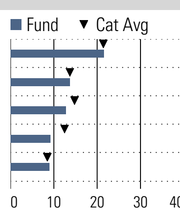
	% Net	% Short	% Long	Bench mark	Cat Avg
Cash	-0.06	0.06	0.00	0.00	0.78
US Stock	98.14	0.00	98.14	98.08	92.38
Non US Stock	1.93	0.00	1.93	1.92	5.65
Bond	0.00	0.00	0.00	0.00	0.42
Other	0.00	0.00	0.00	0.00	0.78

Management

	Start Date
Michael A. Johnson	09-20-2010
Walter Nejman	12-22-2015

Top Sectors 05-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Financial Services	21.54	23.63	19.47	20.51
Industrials	13.64	13.64	9.17	12.78
Healthcare	12.73	13.60	12.73	13.85
Technology	9.14	9.65	6.72	11.56
Communication Services	8.95	9.72	8.18	7.58



Dividend and Capital Gains Distributions

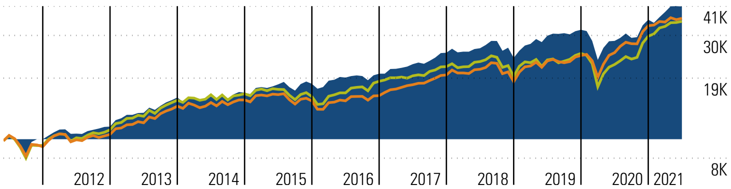
Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Capital Gain	Return of Capital	Dividend Income	Distribution Total
03-25-2021	256.88	0.0000	0.0000	0.0000	1.0055	1.0055
12-16-2020	231.16	0.0000	0.0000	0.0000	1.5122	1.5122
09-10-2020	202.82	0.0000	0.0000	0.0000	1.1093	1.1093
06-24-2020	189.66	0.0000	0.0000	0.0000	1.2571	1.2571
03-25-2020	163.26	0.0000	0.0000	0.0000	1.3872	1.3872

Eaton Vance Atlanta Capital SMID-Cap Fund Class R6 ERASX

Morningstar Analyst Rating
—

NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
43.55	↑0.18 | 0.42	0.00	13.1	Open	$1 mil	None	0.82%	★★	Mid-Cap Growth	Mid Blend

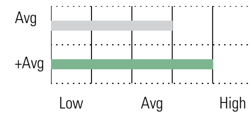
Growth of 10,000 06-15-2011 - 06-15-2021



- Eaton Vance Atlanta Capital SMID-Cap Fund Class R6 $40,803.97
- Mid-Cap Growth $35,975.23
- Russell 2500 TR USD $34,837.64

3 Year Average Morningstar Risk Measures

Risk vs. Category (547)
Return vs. Category (547)



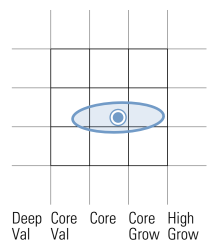
Pillars

Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Investment Strategy

The investment seeks long-term capital growth. Under normal circumstances, the fund invests at least 80% of its net assets (plus any borrowings for investment purposes) in small- to mid-cap stocks (the "80% Policy"). The portfolio managers generally consider small- to mid-cap companies to be those companies having market capitalizations within the range of companies comprising the Russell 2500™ Index.

Style Map



Weighted Average of holdings
75% of fund's stock holdings

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	11,503	9,918	14,332	15,114	21,303	41,369
Fund	15.03	-0.82	43.32	14.76	16.33	15.26
+/- Russell 2500 TR USD	-2.00	-3.71	-15.79	0.37	-0.21	1.77
+/- Category	7.26	-5.16	-3.96	-3.91	-3.30	0.88
% Rank in Cat	6	96	54	83	85	—
# of Funds in Cat	592	596	571	541	483	375

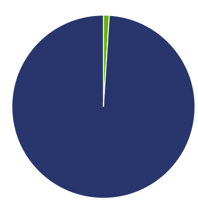
* Currency is displayed in BASE

Top Holdings 04-30-2021

	Weight %	Last Price	Day Chg %	52 Week Range
WR Berkley Corp	4.57	76.18 BASE	0.17 ↑	54.98 - 82.43
Carlisle Companies Inc	4.31	187.13 BASE	-0.58 ↓	109.72 - 197.21
Aramark	3.41	37.50 BASE	-0.16 ↓	20.31 - 43.12
WEX Inc	3.14	199.81 BASE	-0.56 ↓	122.64 - 234.64
JB Hunt Transport Services Inc	3.14	164.67 BASE	-1.27 ↓	115.40 - 183.80
% Assets in Top 5 Holdings	18.57			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

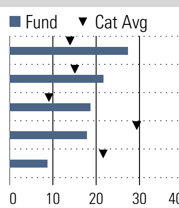
Asset Allocation



Asset Class	% Net
Cash	1.03
US Stock	98.97
Non US Stock	0.00
Bond	0.00
Other	0.00

Top Sectors 04-30-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Industrials	27.32	27.32	25.37	13.05
Consumer Cyclical	21.67	21.81	19.21	14.17
Financial Services	18.62	18.62	15.76	8.17
Technology	17.85	20.38	17.85	28.45
Healthcare	8.68	14.66	8.68	20.71



Management

	Start Date
Charles B. Reed	04-30-2002
William O. Bell	10-31-2004
W. Matthew Hereford	10-31-2004

Dividend and Capital Gains Distributions

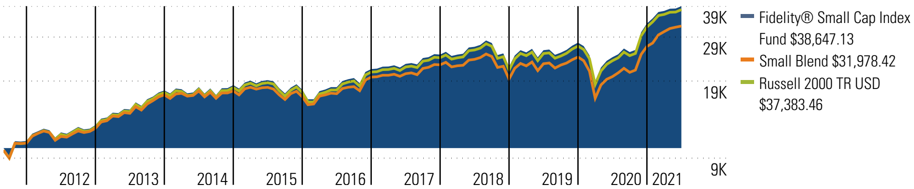
Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Captial Gain	Return of Capital	Dividend Income	Distribution Total
11-04-2020	33.10	3.6849	0.0000	0.0000	0.0000	3.6849
12-03-2019	36.70	2.3610	0.0751	0.0000	0.0493	2.4854
12-04-2018	32.51	2.1478	0.0000	0.0000	0.0000	2.1478
12-05-2017	33.20	1.1097	0.0000	0.0000	0.0000	1.1097
12-08-2016	28.52	0.9978	0.0000	0.0000	0.0000	0.9978

Fidelity® Small Cap Index Fund FSSNX

Morningstar Analyst Rating
—

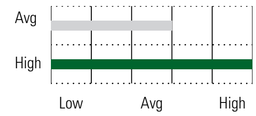
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
29.40	↓-0.08 | -0.27	0.81	21.5	Open	—	None	0.03%	★★★★★	Small Blend	Small Blend

Growth of 10,000 09-08-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category
(602)
Return vs. Category
(602)



Investment Strategy

The investment seeks to provide investment results that correspond to the total return of stocks of small-capitalization United States companies. The fund invests normally at least 80% of its assets in securities included in the Russell 2000® Index. It lends securities to earn income.

Pillars

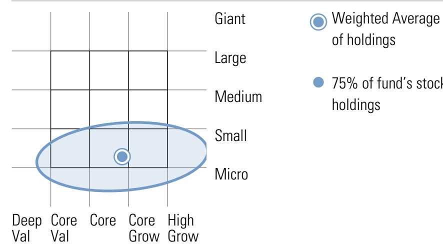
Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	11,797	10,439	16,521	14,370	21,711	—
Fund	17.97	4.39	65.21	12.85	16.77	—
+/- Russell 2000 TR USD	0.01	0.01	0.00	0.09	0.14	—
+/- Category	-3.58	2.25	2.24	1.95	2.61	—
% Rank in Cat	74	9	43	24	10	—
# of Funds in Cat	646	649	641	594	503	350

* Currency is displayed in BASE

Style Map

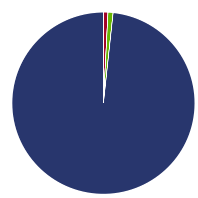


Top Holdings 01-31-2021

	Weight %	Last Price	Day Chg %	52 Week Range
☼ E-mini Russell 2000 Index Future Mar 21	0.98	—	—	—
⊕ Plug Power Inc	0.89	29.67 BASE	1.61 ↑	5.12 - 75.49
⊕ GameStop Corp Class A	0.70	223.02 BASE	0.23 ↑	3.77 - 483.00
⊕ Penn National Gaming Inc	0.61	77.74 BASE	-1.06 ↓	26.96 - 142.00
⊕ Novavax Inc	0.52	175.69 BASE	-6.08 ↓	48.21 - 331.68
% Assets in Top 5 Holdings	3.70			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

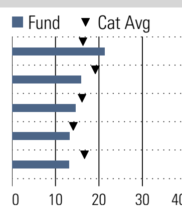
Asset Allocation



Asset Class	% Net
Cash	0.90
US Stock	98.31
Non US Stock	0.77
Bond	0.03
Other	0.00

Top Sectors 01-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Healthcare	21.32	21.32	16.55	15.41
Industrials	15.83	17.04	15.46	18.25
Technology	14.62	14.62	13.17	15.19
Consumer Cyclical	13.25	13.25	9.87	13.17
Financial Services	13.12	16.88	13.12	15.76



Management

	Start Date
Louis Bottari	09-08-2011
Peter Matthew	08-31-2012
Deane Gyllenhaal	09-30-2014
Robert Regan	12-31-2016
Payal Kapoor Gupta	06-29-2019

Dividend and Capital Gains Distributions

Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Captial Gain	Return of Capital	Dividend Income	Distribution Total
06-04-2021	28.96	0.0000	0.0070	0.0000	0.0610	0.0680
12-11-2020	24.16	0.0000	0.0000	0.0000	0.1930	0.1930
06-05-2020	19.08	0.0000	0.0000	0.0000	0.0410	0.0410
12-13-2019	20.62	0.2690	0.0760	0.0000	0.2090	0.5540
06-07-2019	19.41	0.0000	0.0000	0.0000	0.0690	0.0690

MORNINGSTAR®

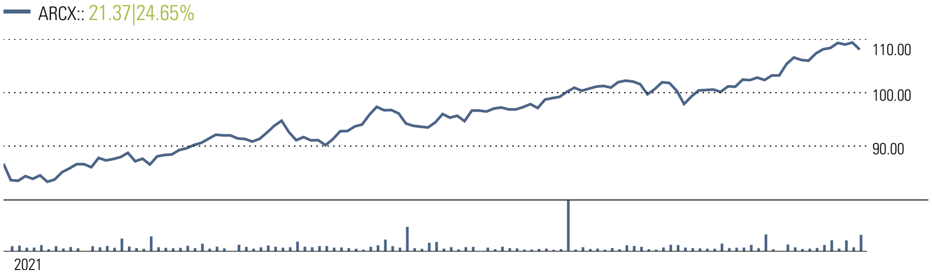
SPDR® Dow Jones REIT ETF RWR

Morningstar Analyst Rating
—

Last Price	Day Change	NAV	Open Price	Day Range	52-Week Range	12-Mo. Yield	Total Assets	Expenses	Morningstar Rating™	Category
$107.21	↓0|-0.86|-0.80 %	108.01 BASE	108.39	107.18-108.81	74.18-109.62	3.32 %	1.84 bil BASE	0.25%	★★	Real Estate

ETF Price 2021-01-01 - 2021-06-15

ARCX:: 21.37|24.65%

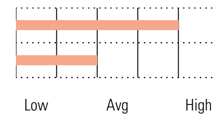


Morningstar's Take

Fair Value Estimate	$
Consider Buying	$
Consider Selling	$
Valuation Rating	
Expected Return	9.2%
Expected Excess Return	-5.69%

3 Year Average Morningstar Risk Measures

Risk vs. Category +Avg
Return vs. Category -Avg

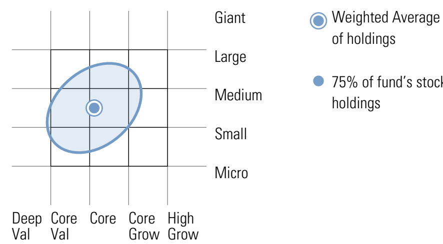


Top Holdings 06-15-2021

	Weight %	Last Price	Day Chg %	52-Week Range
⊖ Prologis Inc	9.43	121.70	-1.17 ↓	87.93 - 126.32
⊖ Digital Realty Trust Inc	4.64	157.72	-1.04 ↓	124.65 - 165.49
⊖ Public Storage	4.61	292.39	-0.27 ↓	183.22 - 296.11
⊖ Simon Property Group Inc	4.46	130.81	-0.37 ↓	59.03 - 136.70
⊖ Welltower Inc	3.51	80.73	-0.53 ↓	47.18 - 82.39
% Assets in Top 5 Holdings	26.65			

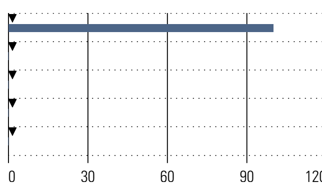
⊕ Increase ⊖ Decrease ✲ New to Portfolio Portfolio Date: 2021-06-15

Style Map

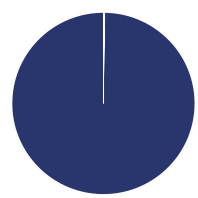


Top Sectors 06-15-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Real Estate	100.00	100.00	100.00	—
Basic Materials	0.00	0.00	0.00	—
Consumer Cyclical	0.00	0.00	0.00	—
Financial Services	0.00	0.00	0.00	—
Communication Services	0.00	0.00	0.00	—



Asset Allocation



Asset Class	
Cash	0.17
US Stock	99.77
Non US Stock	0.06
Bond	0.00
Other	0.00

Latest Distributions

Ex Date	Distribution NAV	Income	S/T Cap Gain	L/T Cap Gain	Return Cap	Total
Mar 22,2021	93.78	0.7820	0.0000	0.0000	0.0000	0.7820
Dec 21,2020	84.53	1.2930	0.0000	0.0000	0.0000	1.2930
Sep 21,2020	76.36	0.6510	0.0000	0.0000	0.0000	0.6510
Jun 22,2020	78.63	0.7050	0.0000	0.0000	0.0000	0.7050
Mar 23,2020	59.49	0.5830	0.0000	0.0000	0.0000	0.5830
Dec 23,2019	100.06	1.1450	0.0000	0.0000	0.0000	1.1450
Sep 23,2019	103.42	0.8730	0.0000	0.0000	0.0000	0.8730
Jun 24,2019	100.07	0.8670	0.0000	0.0000	0.0000	0.8670
Mar 15,2019	98.02	0.5440	0.0000	0.0000	0.0000	0.5440
Dec 24,2018	82.70	1.0770	0.0000	0.0000	0.0000	1.0770
Sep 24,2018	92.56	1.1630	0.0000	0.0000	0.0000	1.1630
Jun 15,2018	90.94	0.8440	0.0000	0.0000	0.0000	0.8440

Market Data

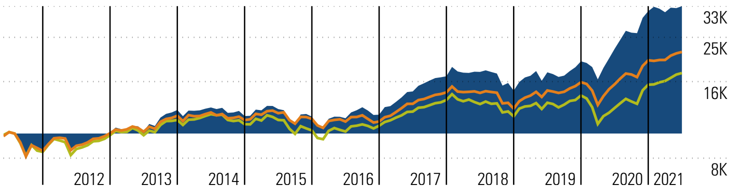
Premium/Discount	0.054
Volume	132,165
Average Volume	69
Sec Yield	2.54
Bid/Ask/Spread	107.22/107.25/0.028%

Vanguard International Growth Fund Admiral Shares VWILX

Morningstar Analyst Rating
—

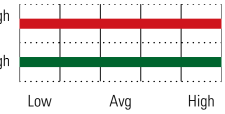
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
167.91	↓-1.23 | -0.73	0.30	70.5	Open	$50,000	None	0.33%	★★★★★	Foreign Large Growth	Large Growth

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category (381) High
Return vs. Category (381) High



Pillars

Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Investment Strategy

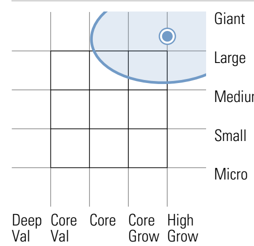
The investment seeks to provide long-term capital appreciation. The fund invests predominantly in the stocks of companies located outside the United States and is expected to diversify its assets in countries across developed and emerging markets. In selecting stocks, the fund's advisors evaluate foreign markets around the world and choose large-, mid-, and small-capitalization companies considered to have above-average growth potential. The fund uses multiple investment advisors.

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	10,475	10,633	15,597	17,776	29,111	33,694
Fund	4.75	6.33	55.97	21.14	23.83	12.92
+/- MSCI ACWI Ex USA NR USD	-6.70	1.86	14.39	11.84	11.89	6.96
+/- Category	-3.27	1.64	16.68	8.03	9.40	4.25
% Rank in Cat	85	13	1	3	3	4
# of Funds in Cat	458	461	443	384	322	220

* Currency is displayed in BASE

Style Map



Top Holdings 03-31-2021

	Weight %	Last Price	Day Chg %	52 Week Range
⊕ ASML Holding NV	6.82	584.20 BASE	0.99 ↑	289.20 - 586.10
⊕ Tencent Holdings Ltd	5.38	596.50 BASE	-0.58 ↓	445.00 - 775.50
⊖ MercadoLibre Inc	4.09	— BASE	1.67 ↑	922.09 - 2,020.00
⊖ Tesla Inc	3.49	604.60 BASE	0.87 ↑	187.43 - 900.40
⊕ Alibaba Group Holding Ltd Ordinary Shares	3.32	203.40 BASE	-1.45 ↓	200.20 - 309.40
% Assets in Top 5 Holdings	23.10			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

Asset Allocation

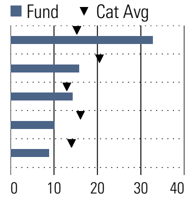
	% Net	% Short	% Long	Bench mark	Cat Avg
Cash	0.13	0.52	0.65	0.00	1.82
US Stock	12.25	0.00	12.25	0.81	7.06
Non US Stock	87.32	0.00	87.32	99.14	90.64
Bond	0.00	0.00	0.00	0.00	0.14
Other	0.30	0.00	0.30	0.04	0.34

Management

	Start Date
James K. Anderson	02-06-2003
Simon Webber	12-28-2009
Thomas Coutts	12-22-2016
Lawrence Burns	12-22-2020
James Gautrey	12-22-2020

Top Sectors 03-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Consumer Cyclical	32.74	35.91	29.28	14.35
Technology	15.72	15.72	11.56	19.55
Healthcare	14.30	14.30	12.57	12.03
Industrials	10.05	10.09	9.66	15.18
Financial Services	8.79	12.93	8.22	13.11



Dividend and Capital Gains Distributions

Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Capital Gain	Return of Capital	Dividend Income	Distribution Total
12-16-2020	156.64	2.8637	0.4616	0.0000	0.4974	3.8227
12-13-2019	100.23	0.0000	0.0000	0.0000	1.3382	1.3382
12-18-2018	79.92	2.9160	0.0389	0.0000	1.4182	4.3731
12-18-2017	95.24	0.0000	0.0000	0.0000	0.8065	0.8065
12-23-2016	66.75	0.0000	0.0000	0.0000	0.9560	0.9560

MORNINGSTAR®

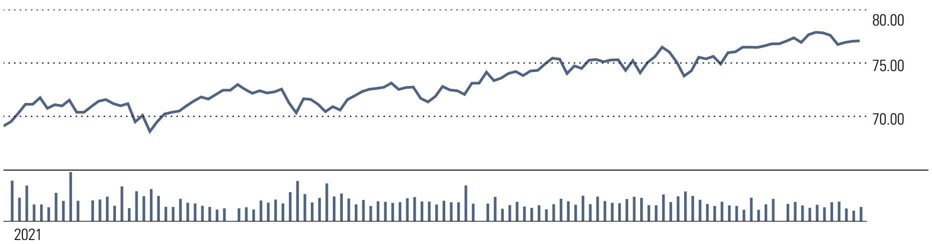
iShares Core MSCI EAFE ETF IEFA

Morningstar Analyst Rating
—

Last Price	Day Change	NAV	Open Price	Day Range	52-Week Range	12-Mo. Yield	Total Assets	Expenses	Morningstar Rating™	Category
$76.52	↓0|-0.56|-0.72 %	76.92 BASE	77.12	76.29-77.18	56.69-78.02	1.71 %	98.66 bil BASE	0.07%	★★★	Foreign Large Blend

ETF Price 2021-01-01 - 2021-06-15

BATS:: 7.985|11.56%



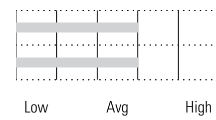
Morningstar's Take

Fair Value Estimate	$
Consider Buying	$
Consider Selling	$
Valuation Rating	
Expected Return	%
Expected Excess Return	%

3 Year Average Morningstar Risk Measures

Risk vs. Category Avg

Return vs. Category Avg

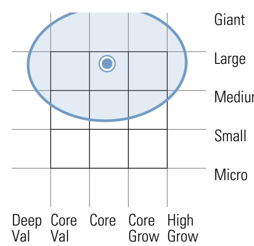


Top Holdings 06-14-2021

	Weight %	Last Price	Day Chg %	52-Week Range
Nestle SA	1.75	114.76	0.14 ↑	95.00 - 115.30
ASML Holding NV	1.41	584.20	0.99 ↑	289.20 - 586.10
⊕ Usd Cash	-1.40	—	— ↓	—
⊕ BlackRock Cash Funds Treasury SL Agency	1.38	—	— ↓	—
Roche Holding AG	1.28	347.10	1.00 ↑	290.55 - 347.95
% Assets in Top 5 Holdings	4.43			

⊕ Increase ⊖ Decrease ☼ New to Portfolio Portfolio Date: 2021-06-14

Style Map

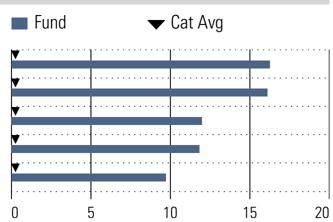


Weighted Average of holdings

75% of fund's stock holdings

Top Sectors 06-14-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Industrials	16.26	16.26	16.00	—
Financial Services	16.09	17.44	15.44	—
Consumer Cyclical	11.99	11.99	10.67	—
Healthcare	11.83	12.41	11.83	—
Consumer Defensive	9.70	10.44	9.70	—



Asset Allocation

	% Net	% Short	% SLong	Benchmark	Cat Avg
Cash	0.58	1.40	1.98	0.00	1.94
US Stock	1.07	0.00	1.07	0.74	2.52
Non US Stock	98.21	0.00	98.21	99.19	95.33
Bond	0.00	0.00	0.00	0.00	0.39
Other	0.14	0.00	0.14	0.08	-0.19

Latest Distributions

Ex Date	Distribution NAV	Income	S/T Cap Gain	L/T Cap Gain	Return Cap	Total
Jun 10,2021	76.64	1.0880	0.0000	0.0000	0.0000	1.0880
Dec 14,2020	67.65	0.6120	0.0000	0.0000	0.0000	0.6120
Jun 15,2020	56.08	0.7000	0.0000	0.0000	0.0000	0.7000
Dec 16,2019	65.09	0.8800	0.0000	0.0000	0.0000	0.8800
Jun 17,2019	59.68	1.1970	0.0000	0.0000	0.0000	1.1970
Dec 18,2018	55.38	0.7520	0.0000	0.0000	0.0000	0.7520
Jun 19,2018	63.60	1.1510	0.0000	0.0000	0.0000	1.1510
Dec 19,2017	65.38	0.7310	0.0000	0.0000	0.0000	0.7310
Jun 20,2017	60.69	0.9650	0.0000	0.0000	0.0000	0.9650
Dec 21,2016	53.38	0.5940	0.0000	0.0000	0.0000	0.5940
Jun 22,2016	53.23	0.9950	0.0000	0.0000	0.0000	0.9950
Dec 21,2015	53.57	0.4300	0.0000	0.0000	0.0000	0.4300

Market Data

Premium/Discount	0.202
Volume	7.077 mil
Average Volume	88,114.359
Sec Yield	
Bid/Ask/Spread	76.52/76.54/0.026%

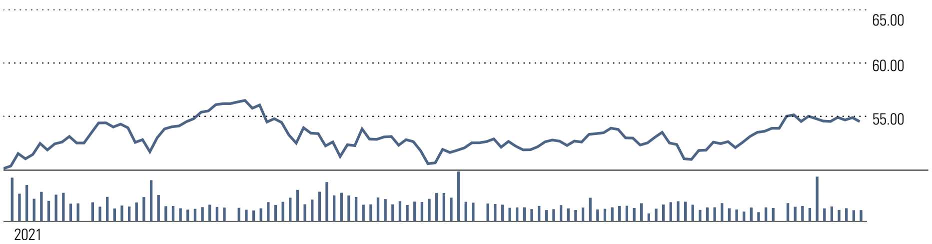
Vanguard FTSE Emerging Markets Index Fund ETF Shares VWO

Morningstar Analyst Rating
—

Last Price	Day Change	NAV	Open Price	Day Range	52-Week Range	12-Mo. Yield	Total Assets	Expenses	Morningstar Rating™	Category
$53.77	↓0|-0.74|-1.36 %	54.44 BASE	54.35	53.55-54.46	39.13-56.66	1.79 %	83.84 bil BASE	0.10%	★★★	Diversified Emerging Mkts

ETF Price 2021-01-01 - 2021-06-15

ARCX:: 4.4|8.78%



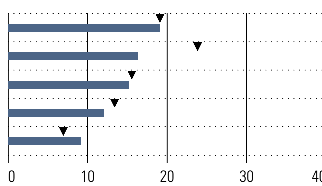
Top Holdings 05-31-2021

	Weight %	Last Price	Day Chg %	52-Week Range
⊕ Tencent Holdings Ltd	5.72	596.50	-0.58 ↓	445.00 - 775.50
⊕ Alibaba Group Holding Ltd Ordinary Shares	4.59	203.40	-1.45 ↓	200.20 - 309.40
⊕ Taiwan Semiconductor Manufacturing Co Ltd	4.56	605.00	-0.66 ↓	310.00 - 679.00
Taiwan Semiconductor Manufacturing Co Ltd ADR	1.81	118.02	-1.20 ↓	55.27 - 142.20
⊕ Meituan	1.75	288.80	-4.50 ↓	166.90 - 460.00
% Assets in Top 5 Holdings	18.42			

⊕ Increase ⊖ Decrease ☼ New to Portfolio Portfolio Date: 2021-05-31

Top Sectors 05-31-2021

	Fund	3 Yr High	3 Yr Low	Cat Avg
Financial Services	19.03	24.08	18.87	18.59
Technology	16.31	16.44	11.84	23.33
Consumer Cyclical	15.22	16.25	13.31	15.05
Communication Services	11.98	12.12	11.74	12.89
Basic Materials	9.10	9.10	7.75	6.44



Latest Distributions

Ex Date	Distribution NAV	Income	S/T Cap Gain	L/T Cap Gain	Return Cap	Total
Mar 22,2021	52.54	0.0680	0.0000	0.0000	0.0000	0.0680
Dec 21,2020	49.09	0.3010	0.0000	0.0000	0.0000	0.3010
Sep 21,2020	43.27	0.4260	0.0000	0.0000	0.0000	0.4260
Jun 22,2020	40.11	0.1700	0.0000	0.0000	0.0000	0.1700
Mar 23,2020	30.52	0.0580	0.0000	0.0000	0.0000	0.0580
Dec 23,2019	44.17	0.5590	0.0000	0.0000	0.0000	0.5590
Sep 24,2019	40.65	0.5190	0.0000	0.0000	0.0000	0.5190
Jun 17,2019	40.66	0.2790	0.0000	0.0000	0.0000	0.2790
Mar 25,2019	41.92	0.0820	0.0000	0.0000	0.0000	0.0820
Dec 24,2018	37.24	0.2590	0.0000	0.0000	0.0000	0.2590
Sep 26,2018	41.02	0.4750	0.0000	0.0000	0.0000	0.4750
Jun 22,2018	42.95	0.2750	0.0000	0.0000	0.0000	0.2750

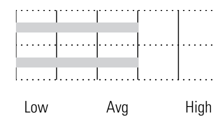
Morningstar's Take

Fair Value Estimate	$
Consider Buying	$
Consider Selling	$
Valuation Rating	
Expected Return	10.46%
Expected Excess Return	-9.9%

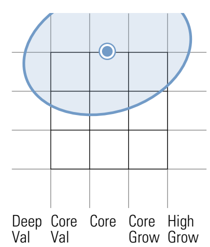
3 Year Average Morningstar Risk Measures

Risk vs. Category Avg

Return vs. Category Avg



Style Map



Asset Allocation

	% Net	% Short	% SLong	Benchmark	Cat Avg
Cash	0.02	0.30	0.32	0.00	1.86
US Stock	0.07	0.00	0.07	0.27	2.26
Non US Stock	99.79	0.00	99.79	99.68	95.55
Bond	0.00	0.00	0.00	0.00	0.31
Other	0.11	0.00	0.11	0.05	0.03

Market Data

Premium/Discount	0.129
Volume	7.461 mil
Average Volume	132,468.051
Sec Yield	
Bid/Ask/Spread	53.74/54.04/0.557%

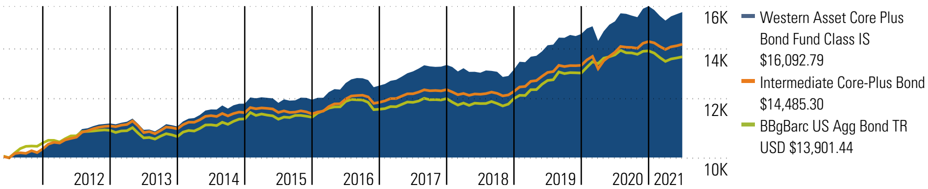
MORNINGSTAR®

Western Asset Core Plus Bond Fund Class IS WAPSX

Morningstar Analyst Rating
—

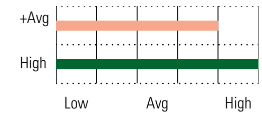
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
12.18	↓0.00 | 0.01	2.54	41.8	Open	$1 mil	None	0.42%	★★★★★	Intermediate Core-Plus Bond	Med/Mod

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category (545)
Return vs. Category (545)



Investment Strategy

The investment seeks to maximize total return, consistent with prudent investment management and liquidity needs. The fund invests in a portfolio of fixed income securities of various maturities and, under normal market conditions, will invest at least 80% of its net assets in debt and fixed income securities. Although the fund may invest in securities of any maturity, it will normally maintain a dollar-weighted average effective duration within 30% of the average duration of the domestic bond market as a whole as estimated by the fund's subadvisers. The fund may invest up to 20% of its total assets in non-U.S. dollar denominated securities.

Pillars

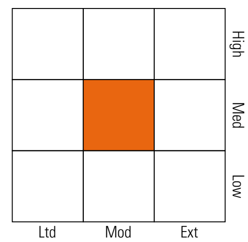
Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	9,808	10,122	10,342	12,255	12,759	16,048
Fund	-1.92	1.22	3.42	7.01	4.99	4.84
+/- BBgBarc US Agg Bond TR USD	0.00	0.42	3.70	1.67	1.90	1.54
+/- Category	-1.04	0.37	0.19	1.38	1.18	1.10
% Rank in Cat	93	5	36	6	8	5
# of Funds in Cat	604	605	589	545	482	341

* Currency is displayed in BASE

Style Map 03-31-2021



Bond Statistics	Value
Average Effective Duration	7.32
Average Effective Maturity (Years)	13.42
Average Credit Quality	BBB
Average Weighted Coupon	3.23
Average Weighted Price	103.65

Top Holdings 03-31-2021

	Weight %	Maturity Date	Amount Mil	Value Mil
United States Treasury Notes 0.25%	2.42	05-31-2025	929.87	912.86
☼ Federal National Mortgage Association 2%	2.34	—	884.10	881.49
⊕ United States Treasury Bonds 1.38%	1.92	—	924.53	724.01
⊕ United States Treasury Bonds 1.25%	1.91	—	949.98	722.47
United States Treasury Bonds 2.88%	1.54	—	529.92	581.08
% Assets in Top 5 Holdings	10.13			

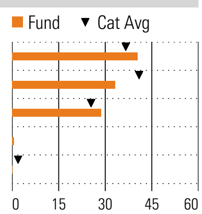
⊕ Increase ⊖ Decrease ☼ New to Portfolio

Asset Allocation

	% Net	% Short	% Long	Bench mark	Cat Avg
Cash	-3.05	27.81	24.76	—	3.07
US Stock	0.00	0.00	0.00	—	0.02
Non US Stock	0.00	0.00	0.00	—	-0.01
Bond	101.53	3.36	104.89	—	95.14
Other	1.52	0.00	1.52	—	1.80

Top Sectors 03-31-2021

	Fund	BMark	Cat Avg
Corporate	40.44	—	35.32
Securitized	33.27	—	39.62
Government	28.71	—	24.15
Other	0.54	—	-4.08
Municipal	0.02	—	0.63



Management

	Start Date
Mark S. Lindbloom	12-31-2006
S. Kenneth Leech	08-19-2013
Julien A. Scholnick	05-01-2016
John L. Bellows	05-01-2018
Frederick R. Marki	05-01-2018

Dividend and Capital Gains Distributions

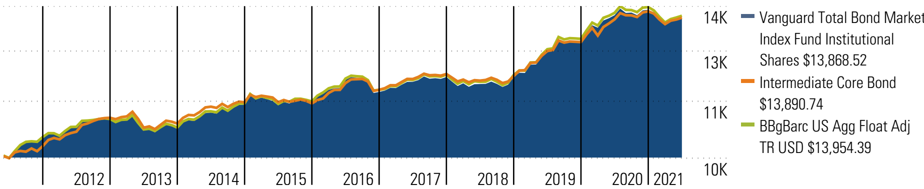
Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Capital Gain	Return of Capital	Dividend Income	Distribution Total
05-28-2021	12.11	0.0000	0.0000	0.0000	0.0262	0.0262
04-30-2021	12.05	0.0000	0.0000	0.0000	0.0252	0.0252
03-31-2021	11.91	0.0000	0.0000	0.0000	0.0259	0.0259
02-26-2021	12.12	0.0000	0.0000	0.0000	0.0232	0.0232
01-29-2021	12.38	0.0000	0.0000	0.0000	0.0246	0.0246

Vanguard Total Bond Market Index Fund Institutional Shares VBTIX

Morningstar Analyst Rating
—

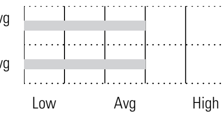
NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
11.28	↓-0.01 | -0.08	2.06	77.4	Open	$5 mil	None	0.04%	★★★	Intermediate Core Bond	High/Mod

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures

Risk vs. Category Avg
(393)
Return vs. Category Avg
(393)



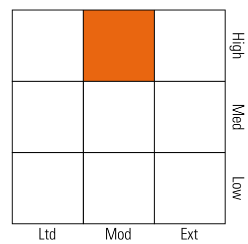
Pillars

Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Investment Strategy

The investment seeks to track the performance of the Bloomberg Barclays U.S. Aggregate Float Adjusted Index. This index measures the performance of a wide spectrum of public, investment-grade, taxable, fixed income securities in the United States-including government, corporate, and international dollar-denominated bonds, as well as mortgage-backed and asset-backed securities-all with maturities of more than 1 year. All of the fund's investments will be selected through the sampling process, and at least 80% of its assets will be invested in bonds held in the index.

Style Map 04-30-2021



Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	9,798	10,079	9,977	11,702	11,631	13,803
Fund	-2.02	0.79	-0.23	5.38	3.07	3.28
+/- BBgBarc US Agg Float Adj TR USD	0.00	-0.07	0.04	-0.05	-0.07	-0.06
+/- Category	-0.54	0.06	-1.15	0.12	-0.02	0.05
% Rank in Cat	76	49	76	41	51	47
# of Funds in Cat	436	447	424	391	337	257

* Currency is displayed in BASE

Bond Statistics	Value
Average Effective Duration	6.63
Average Effective Maturity (Years)	8.50
Average Credit Quality	AA
Average Weighted Coupon	2.71
Average Weighted Price	106.77

Top Holdings 05-31-2021

	Weight %	Maturity Date	Amount Mil	Value Mil
☼ Federal National Mortgage Association 2.29%	0.69	—	2,114.28	2,136.74
United States Treasury Notes	0.69	—	2,126.42	2,130.41
☼ Federal National Mortgage Association 2.5%	0.68	—	2,014.32	2,086.71
United States Treasury Notes	0.56	—	1,620.19	1,714.87
United States Treasury Notes	0.47	—	1,459.53	1,459.98
% Assets in Top 5 Holdings	3.09			

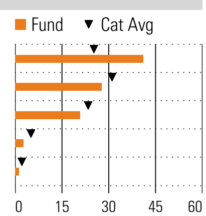
⊕ Increase ⊖ Decrease ☼ New to Portfolio

Asset Allocation

	% Net	% Short	% Long	Bench mark	Cat Avg
Cash	0.96	0.00	0.96	—	0.75
US Stock	0.00	0.00	0.00	—	0.00
Non US Stock	0.00	0.00	0.00	—	0.00
Bond	98.20	0.06	98.26	—	96.75
Other	0.84	0.00	0.84	—	2.50

Top Sectors 05-31-2021

	Fund	BMark	Cat Avg
U.S. Treasury	41.04	—	23.95
Corporate Bond	27.72	—	29.77
Agency MBS Pass-Through	20.80	—	22.12
Other Government Related	2.71	—	3.76
U.S. Agency	1.25	—	0.85



Management

	Start Date
Joshua C. Barrickman	02-22-2013

Dividend and Capital Gains Distributions

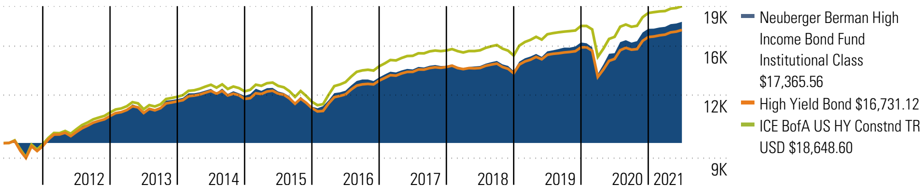
Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Captial Gain	Return of Capital	Dividend Income	Distribution Total
05-28-2021	11.24	0.0000	0.0000	0.0000	0.0177	0.0177
04-30-2021	11.23	0.0000	0.0000	0.0000	0.0174	0.0174
03-31-2021	11.14	0.0066	0.0004	0.0000	0.0184	0.0254
02-26-2021	11.32	0.0000	0.0000	0.0000	0.0172	0.0172
01-29-2021	11.51	0.0000	0.0000	0.0000	0.0187	0.0187

Neuberger Berman High Income Bond Fund Institutional Class NHILX

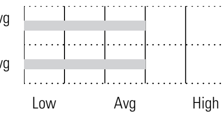
Morningstar Analyst Rating —

NAV $	NAV Day Change %	Yield TTM %	Total Assets $ Bil	Status	Min. Inv.	Load	Expenses	Morningstar Rating™	Category	Investment Style
8.83	↓0.00 | 0.01	4.88	1.6	Open	$1 mil	None	0.70%	★★★	High Yield Bond	Low/Ltd

Growth of 10,000 06-15-2011 - 06-15-2021



3 Year Average Morningstar Risk Measures



Pillars

Process	—	—
Performance	—	—
People	—	—
Parent	—	—
Price	—	—
Rating		—

Investment Strategy

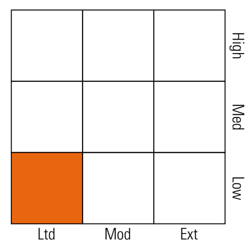
The investment seeks high total return consistent with capital preservation. To pursue its goal, the fund normally invests mainly in a diversified portfolio of U.S. dollar-denominated, High-Yield Bonds, with an emphasis on debt securities rated below investment grade (commonly called "junk bonds"). The advisor normally expects to have a weighted averaged maturity between five and ten years.

Performance 06-15-2021

	YTD	1 Mo	1 Yr	3Yr Ann	5Yr Ann	10Yr Ann
Growth of 10,000	10,324	10,108	11,445	12,138	13,802	17,380
Fund	3.24	1.08	14.45	6.67	6.66	5.68
+/- ICE BofA US HY Constnd TR USD	0.06	-0.04	0.23	-0.06	-0.67	-0.75
+/- Category	-0.06	0.04	0.79	0.81	0.37	0.21
% Rank in Cat	45	41	35	30	40	44
# of Funds in Cat	683	686	672	623	546	355

* Currency is displayed in BASE

Style Map 03-31-2021



Top Holdings 05-31-2021

	Weight %	Maturity Date	Amount Mil	Value Mil
⊕ Tenet Healthcare Corporation 6.12%	1.70	10-01-2028	25.88	27.08
TransDigm, Inc. 5.5%	1.35	11-15-2027	20.68	21.55
Global Aircraft Leasing Co Ltd 6.5%	0.99	09-15-2024	15.74	15.74
⊕ CSC Holdings, LLC 5.75%	0.94	01-15-2030	14.29	14.91
⊕ Realogy Group LLC/Realogy Co-Issuer Corp 5.75%	0.90	01-15-2029	13.65	14.26
% Assets in Top 5 Holdings	5.88			

⊕ Increase ⊖ Decrease ☼ New to Portfolio

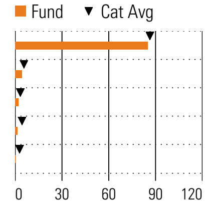
Bond Statistics	Value
Average Effective Duration	3.33
Average Effective Maturity (Years)	6.77
Average Credit Quality	B
Average Weighted Coupon	5.89
Average Weighted Price	103.72

Asset Allocation

	% Net	% Short	% Long	Bench mark	Cat Avg
Cash	7.40	0.05	7.45	—	5.17
US Stock	0.00	0.00	0.00	—	1.01
Non US Stock	0.00	0.00	0.00	—	0.03
Bond	91.16	0.00	91.16	—	91.40
Other	1.44	0.00	1.44	—	2.40

Top Sectors 05-31-2021

	Fund	BMark	Cat Avg
Corporate Bond	84.88	—	83.79
Bank Loan	4.22	—	3.03
Asset-Backed	2.06	—	0.72
Convertible	1.44	—	1.80
Preferred	0.00	—	0.22



Management

	Start Date
William (Russ) Covode	02-28-2011
Daniel J. Doyle	02-28-2014
Joseph W. Lind	07-30-2018
Christopher Kocinski	05-08-2019

Dividend and Capital Gains Distributions

Distribution Date	Distribution NAV	Long-Term Capital Gain	Short-Term Captial Gain	Return of Capital	Dividend Income	Distribution Total
05-28-2021	8.78	0.0000	0.0000	0.0000	0.0357	0.0357
04-30-2021	8.79	0.0000	0.0000	0.0000	0.0360	0.0360
03-31-2021	8.72	0.0000	0.0000	0.0000	0.0373	0.0373
02-26-2021	8.73	0.0000	0.0000	0.0000	0.0364	0.0364
01-29-2021	8.72	0.0000	0.0000	0.0000	0.0365	0.0365

Important Disclosures

Important Disclosures

Truist Bank

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TRUIST

Institutional Investment Solutions

Truist Disclosures

Keeping you informed

Our goal is to keep you fully informed as SunTrust and BB&T move forward as Truist. In the coming months, you will receive additional information regarding how any changes will impact you. For now, please read the following information concerning your accounts.

As you are aware, SunTrust Bank ("SunTrust") merged with Branch Banking and Trust Company, a North Carolina banking corporation ("BB&T") and the combined bank is now known as Truist Bank ("Truist"). Although now Truist, your SunTrust branch will continue to operate under the SunTrust name for some period of time until its operating systems convert to Truist systems.

Amendment to Documents

Effective on the date of the merger, any agreement, disclosure, form or instrument naming SunTrust as a party, constitutes a valid and binding obligation with Truist even though the documents reference SunTrust as the party in interest. The documents shall be read with Truist in place of SunTrust.

The terms and conditions of any agreement, disclosure, form or instrument shall remain in effect unless modified or amended in accordance with any such provision contained therein.

IMPORTANT NOTICE REGARDING FDIC INSURANCE

Your deposits at Truist will continue to be insured by the FDIC up to the maximum amount allowed by law. Any deposits you held separately at SunTrust and BB&T prior to the date of the merger will continue to be insured separately for a period of six months from the merger date. Any deposit made to an account you open on or after the date of the merger at SunTrust is a Truist deposit for FDIC insurance purposes.

Certificates of Deposit (CDs) are insured separately for six months from the merger date or until maturity, whichever is later. In addition, if you have a CD that is renewed for the same term and amount during this six-month transition period, the CD will continue to be insured separately until the next renewal date.

After the six-month transition period, your deposits at the former SunTrust and the former BB&T will be added together for the purpose of determining the amount of your FDIC coverage at Truist. Your total deposits at Truist that are in the same ownership rights and capacity will be insured up to $250,000.00. If you have more than $250,000.00 in total deposits at the combined banks, you may call the FDIC directly at 877-275-3342 for more information about how your funds may be insured at Truist.

Consumer Privacy

Your privacy is important at Truist and we are committed to maintaining and protecting your personal information. After the merger date, accounts opened at SunTrust will continue to be governed by the SunTrust privacy policy up to the date of conversion of the operating systems to Truist. We will keep you informed as to any changes to the privacy policy that may occur upon conversion to Truist.

For any account opened after the merger date, you will still be able to manage your privacy choices for Truist to fit your particular needs.

Services offered by the following affiliates of Truist Financial Corporation: Banking products and services, including loans and deposit accounts, are provided by SunTrust Bank and Branch Banking and Trust Company, both now Truist Bank, Member FDIC. Trust and investment management services are provided by SunTrust Bank and Branch Banking and Trust Company, both now Truist Bank, and SunTrust Delaware Trust Company. Securities, brokerage accounts and /or insurance (including annuities) are offered by Truist Investment Services, Inc. (d/b/a SunTrust Investment Services, Inc.), and P.J. Robb Variable Corp., which are each SEC registered broker-dealers, members FINRA, SIPC, and a licensed insurance agency where applicable. Life insurance products are offered through Truist Life Insurance Services, a division of Crump Life Insurance Services, Inc., AR license #100103477, a wholly owned subsidiary of Truist Insurance Holdings, Inc. Investment advisory services are offered by Truist Advisory Services, Inc. (d/b/a SunTrust Advisory Services, Inc.), GFO Advisory Services, LLC, Sterling Capital Management, LLC, BB&T Institutional Investment Advisors, Inc., and Precept Advisory Group, LLC, each SEC registered investment advisers. Sterling Capital Funds are advised by Sterling Capital Management, LLC.

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Investment and Insurance Products:
Are not FDIC or any other Government Agency Insured • Are not Bank Guaranteed • May Lose Value

TRUIST

CITY OF FORT LAUDERDALE

GENERAL CONDITIONS

These instructions and conditions are standard for all contracts for commodities or services issued through the City of Fort Lauderdale Procurement Services Division. The City may delete, supersede, or modify any of these standard instructions for a particular contract by indicating such change in the Invitation to Bid (ITB) Special Conditions, Technical Specifications, Instructions, Proposal Pages, Addenda, and Legal Advertisement. In this general conditions document, Invitation to Bid (ITB), Request for Qualifications (RFQ), and Request for Proposal (RFP) are interchangeable.

PART I BIDDER PROPOSAL PAGE(S) CONDITIONS:

1.01 **BIDDER ADDRESS**: The City maintains automated vendor address lists that have been generated for each specific Commodity Class item through our bid issuing service, BidSync. Notices of Invitations to Bid (ITB'S) are sent by e-mail to the selection of bidders who have fully registered with BidSync or faxed (if applicable) to every vendor on those lists, who may then view the bid documents online. Bidders who have been informed of a bid's availability in any other manner are responsible for registering with BidSync in order to view the bid documents. There is no fee for doing so. If you wish bid notifications be provided to another e-mail address or fax, please contact BidSync. If you wish purchase orders sent to a different address, please so indicate in your bid response. If you wish payments sent to a different address, please so indicate on your invoice.

1.02 **DELIVERY:** Time will be of the essence for any orders placed as a result of this ITB. The City reserves the right to cancel any orders, or part thereof, without obligation if delivery is not made in accordance with the schedule specified by the Bidder and accepted by the City.

1.03 **PACKING SLIPS:** It will be the responsibility of the awarded Contractor, to attach all packing slips to the OUTSIDE of each shipment. Packing slips must provide a detailed description of what is to be received and reference the City of Fort Lauderdale purchase order number that is associated with the shipment. Failure to provide a detailed packing slip attached to the outside of shipment may result in refusal of shipment at Contractor's expense.

1.04 **PAYMENT TERMS AND CASH DISCOUNTS:** Payment terms, unless otherwise stated in this ITB, will be considered to be net 45 days after the date of satisfactory delivery at the place of acceptance and receipt of correct invoice at the office specified, whichever occurs last. Bidder may offer cash discounts for prompt payment but they will not be considered in determination of award. If a Bidder offers a discount, it is understood that the discount time will be computed from the date of satisfactory delivery, at the place of acceptance, and receipt of correct invoice, at the office specified, whichever occurs last.

1.05 **TOTAL BID DISCOUNT:** If Bidder offers a discount for award of all items listed in the bid, such discount shall be deducted from the total of the firm net unit prices bid and shall be considered in tabulation and award of bid.

1.06 **BIDS FIRM FOR ACCEPTANCE:** Bidder warrants, by virtue of bidding, that the bid and the prices quoted in the bid will be firm for acceptance by the City for a period of one hundred twenty (120) days from the date of bid opening unless otherwise stated in the ITB.

1.07 **VARIANCES:** For purposes of bid evaluation, Bidder's must indicate any variances, no matter how slight, from ITB General Conditions, Special Conditions, Specifications or Addenda in the space provided in the ITB. No variations or exceptions by a Bidder will be considered or deemed a part of the bid submitted unless such variances or exceptions are listed in the bid and referenced in the space provided on the bidder proposal pages. If variances are not stated, or referenced as required, it will be assumed that the product or service fully complies with the City's terms, conditions, and specifications.

By receiving a bid, City does not necessarily accept any variances contained in the bid. All variances submitted are subject to review and approval by the City. If any bid contains material variances that, in the City's sole opinion, make that bid conditional in nature, the City reserves the right to reject the bid or part of the bid that is declared by the City as conditional.

1.08 **NO BIDS:** If you do not intend to bid please indicate the reason, such as insufficient time to respond, do not offer product or service, unable to meet specifications, schedule would not permit, or any other reason, in the space provided in this ITB. Failure to bid or return no bid comments prior to the bid due and opening date and time, indicated in this ITB, may result in your firm being deleted from our Bidder's registration list for the Commodity Class Item requested in this ITB.

1.09 **MINORITY AND WOMEN BUSINESS ENTERPRISE PARTICIPATION AND BUSINESS DEFINITIONS:** The City of Fort Lauderdale wants to increase the participation of Minority Business Enterprises (MBE), Women Business Enterprises (WBE), and Small Business Enterprises (SBE) in its procurement activities. If your firm qualifies in accordance with the below definitions please indicate in the space provided in this ITB.

Minority Business Enterprise (MBE) "A Minority Business" is a business enterprise that is owned or controlled by one or more socially or economically disadvantaged persons. Such disadvantage may arise from cultural, racial, chronic economic circumstances or background or other similar cause. Such persons include, but are not limited to: Blacks, Hispanics, Asian Americans, and Native Americans.

The term "Minority Business Enterprise" means a business at least 51 percent of which is owned by minority group members or, in the case of a publicly owned business, at least 51 percent of the stock of which is owned by minority group members. For the purpose of the preceding sentence, minority group members are citizens of the United States who include, but are not limited to: Blacks, Hispanics, Asian Americans, and Native Americans.

Women Business Enterprise (WBE) a "Women Owned or Controlled Business" is a business enterprise at least 51 percent of which is owned by females or, in the case of a publicly owned business, at least 51 percent of the stock of which is owned by females.

Small Business Enterprise (SBE) "Small Business" means a corporation, partnership, sole proprietorship, or other legal entity formed for the purpose of making a profit, which is independently owned and operated, has either fewer than 100 employees or less than $1,000,000 in annual gross receipts.

BLACK, which includes persons having origins in any of the Black racial groups of Africa.

WHITE, which includes persons whose origins are Anglo-Saxon and Europeans and persons of Indo-European decent including Pakistani and East Indian.
HISPANIC, which includes persons of Mexican, Puerto Rican, Cuban, Central and South American, or other Spanish culture or origin, regardless of race.
NATIVE AMERICAN, which includes persons whose origins are American Indians, Eskimos, Aleuts, or Native Hawaiians.
ASIAN AMERICAN, which includes persons having origin in any of the original peoples of the Far East, Southeast Asia, the Indian subcontinent, or the Pacific Islands.

1.10 MINORITY-WOMEN BUSINESS ENTERPRISE PARTICIPATION

It is the desire of the City of Fort Lauderdale to increase the participation of minority (MBE) and women-owned (WBE) businesses in its contracting and procurement programs. While the City does not have any preference or set aside programs in place, it is committed to a policy of equitable participation for these firms. Proposers are requested to include in their proposals a narrative describing their past accomplishments and intended actions in this area. If proposers are considering minority or women owned enterprise participation in their proposal, those firms, and their specific duties have to be identified in the proposal. If a proposer is considered for award, he or she will be asked to meet with City staff so that the intended MBE/WBE participation can be formalized and included in the subsequent contract.

1.11 SCRUTINIZED COMPANIES

As to any contract for goods or services of $1 million or more and as to the renewal of any contract for goods or services of $1 million or more, subject to *Odebrecht Construction, Inc., v. Prasad*, 876 F.Supp.2d 1305 (S.D. Fla. 2012), *affirmed*, *Odebrecht Construction, Inc., v. Secretary, Florida Department of Transportation*, 715 F.3d 1268 (11th Cir. 2013), with regard to the "Cuba Amendment," the Contractor certifies that it is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and that it does not have business operations in Cuba or Syria, as provided in section 287.135, Florida Statutes (2019), as may be amended or revised. As to any contract for goods or services of any amount and as to the renewal of any contract for goods or services of any amount, the Contractor certifies that it is not on the Scrutinized Companies that Boycott Israel List created pursuant to Section 215.4725, Florida Statutes (2019), and that it is not engaged in a boycott of Israel. The City may terminate this Agreement at the City's option if the Contractor is found to have submitted a false certification as provided under subsection (5) of section 287.135, Florida Statutes (2019), as may be amended or revised, or been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or the Scrutinized Companies that Boycott Israel List created pursuant to Section 215.4725, Florida Statutes (2019), or is engaged in a boycott of Israel, or has been engaged in business operations in Cuba or Syria, as defined in Section 287.135, Florida Statutes (2019), as may be amended or revised.

1.12 DEBARRED OR SUSPENDED BIDDERS OR PROPOSERS

The bidder or proposer certifies, by submission of a response to this solicitation, that neither it nor its principals and subcontractors are presently debarred or suspended by any Federal department or agency.

Part II DEFINITIONS/ORDER OF PRECEDENCE:

2.01 BIDDING DEFINITIONS The City will use the following definitions in its general conditions, special conditions, technical specifications, instructions to bidders, addenda and any other document used in the bidding process:

INVITATION TO BID (ITB) The solicitation document used for soliciting competitive sealed bids for goods or services.
INVITATION TO NEGOTIATE (ITN) All solicitation documents, regardless of medium, whether attached to or incorporated by reference in solicitations for responses from firms that invite proposals from interested and qualified firms so the city may enter into negotiations with the firm(s) determined most capable of providing the required goods or services.
REQUEST FOR PROPOSALS (RFP) A solicitation method used for soliciting competitive sealed proposals to determine the best value among proposals for goods or services for which price may not be the prevailing factor in award of the contract, or the scope of work, specifications or contract terms and conditions may be difficult to define. Such solicitation will consider the qualifications of the proposers along with evaluation of each proposal using identified and generally weighted evaluation criteria. RFPs may include price criteria whenever feasible, at the discretion of the city.
REQUEST FOR QUALIFICATIONS (RFQ) A solicitation method used for requesting statements of qualifications in order to determine the most qualified proposer for professional services.
BID – a price and terms quote received in response to an ITB.
PROPOSAL – a proposal received in response to an RFP.
BIDDER – Person or firm submitting a Bid.
PROPOSER – Person or firm submitting a Proposal.
RESPONSIVE BIDDER – A firm who has submitted a bid, offer, quote, or response which conforms in all material respects to the competitive solicitation document and all of its requirements.
RESPONSIBLE BIDDER – A firm who is fully capable of meeting all requirements of the solicitation and subsequent contract. The respondent must possess the full capability, including financial and technical, ability, business judgment, experience, qualifications, facilities, equipment, integrity, capability, and reliability, in all respects to perform fully the contract requirements and assure good faith performance as determined by the city.
FIRST RANKED PROPOSER – That Proposer, responding to a City RFP, whose Proposal is deemed by the City, the most advantageous to the City after applying the evaluation criteria contained in the RFP.
SELLER – Successful Bidder or Proposer who is awarded a Purchase Order or Contract to provide goods or services to the City.
CONTRACTOR – Any firm having a contract with the city. Also referred to as a "Vendor".
CONTRACT – All types of agreements, including purchase orders, for procurement of supplies, services, and construction, regardless of what these agreements may be called.
CONSULTANT – A firm providing professional services for the city.

2.02 **SPECIAL CONDITIONS:** Any and all Special Conditions contained in this ITB that may be in variance or conflict with these General Conditions shall have precedence over these General Conditions. If no changes or deletions to General Conditions are made in the Special Conditions, then the General Conditions shall prevail in their entirety,

PART III BIDDING AND AWARD PROCEDURES:

3.01 **SUBMISSION AND RECEIPT OF BIDS:** To receive consideration, bids must be received prior to the bid opening date and time. Unless otherwise specified, Bidders should use the proposal forms provided by the City. These forms may be duplicated, but failure to use the forms may cause the bid to be rejected. Any erasures or corrections on the bid must be made in ink and initialed by Bidder in ink. All information submitted by the Bidder shall be printed, typewritten or filled in with pen and ink. Bids shall be signed in ink. Separate bids must be submitted for each ITB issued by the City in separate sealed envelopes properly marked. When a particular ITB or RFP requires multiple copies of bids or proposals they may be included in a single envelope or package properly sealed and identified. Only send bids via facsimile transmission (FAX) if the ITB specifically states that bids sent via FAX will be considered. If such a statement is not included in the ITB, bids sent via FAX will be rejected. Bids will be publicly opened in the Procurement Office, or other designated area, in the presence of Bidders, the public, and City staff. Bidders and the public are invited and encouraged to attend bid openings. Bids will be tabulated and made available for review by Bidder's and the public in accordance with applicable regulations.

3.02 **MODEL NUMBER CORRECTIONS:** If the model number for the make specified in this ITB is incorrect, or no longer available and replaced with an updated model with new specifications, the Bidder shall enter the correct model number on the bidder proposal page. In the case of an updated model with new specifications, Bidder shall provide adequate information to allow the City to determine if the model bid meets the City's requirements.

3.03 **PRICES QUOTED:** Deduct trade discounts, and quote firm net prices. Give both unit price and extended total. In the case of a discrepancy in computing the amount of the bid, the unit price quoted will govern. All prices quoted shall be F.O.B. destination, freight prepaid (Bidder pays and bears freight charges, Bidder owns goods in transit and files any claims), unless otherwise stated in Special Conditions. Each item must be bid separately. No attempt shall be made to tie any item or items contained in the ITB with any other business with the City.

3.04 **TAXES:** The City of Fort Lauderdale is exempt from Federal Excise and Florida Sales taxes on direct purchase of tangible property. Exemption **number for EIN is 59-6000319, and State Sales tax exemption number is 85-8013875578C-1.**

3.05 **WARRANTIES OF USAGE:** Any quantities listed in this ITB as estimated or projected are provided for tabulation and information purposes only. No warranty or guarantee of quantities is given or implied. It is understood that the Contractor will furnish the City's needs as they arise.

3.06 **APPROVED EQUAL:** When the technical specifications call for a brand name, manufacturer, make, model, or vendor catalog number with acceptance of APPROVED EQUAL, it shall be for the purpose of establishing a level of quality and features desired and acceptable to the City. In such cases, the City will be receptive to any unit that would be considered by qualified City personnel as an approved equal. In that the specified make and model represent a level of quality and features desired by the City, the Bidder must state clearly in the bid any variance from those specifications. It is the Bidder's responsibility to provide adequate information, in the bid, to enable the City to ensure that the bid meets the required criteria. If adequate information is not submitted with the bid, it may be rejected. The City will be the sole judge in determining if the item bid qualifies as an approved equal.

3.07 **MINIMUM AND MANDATORY TECHNICAL SPECIFICATIONS:** The technical specifications may include items that are considered minimum, mandatory, or required. If any Bidder is unable to meet or exceed these items, and feels that the technical specifications are overly restrictive, the bidder must notify the Procurement Services Division immediately. Such notification must be received by the Procurement Services Division prior to the deadline contained in the ITB, for questions of a material nature, or prior to five (5) days before bid due and open date, whichever occurs first. If no such notification is received prior to that deadline, the City will consider the technical specifications to be acceptable to all bidders.

3.08 **MISTAKES:** Bidders are cautioned to examine all terms, conditions, specifications, drawings, exhibits, addenda, delivery instructions and special conditions pertaining to the ITB. Failure of the Bidder to examine all pertinent documents shall not entitle the bidder to any relief from the conditions imposed in the contract.

3.09 **SAMPLES AND DEMONSTRATIONS:** Samples or inspection of product may be requested to determine suitability. Unless otherwise specified in Special Conditions, samples shall be requested after the date of bid opening, and if requested should be received by the City within seven (7) working days of request. Samples, when requested, must be furnished free of expense to the City and if not used in testing or destroyed, will upon request of the Bidder, be returned within thirty (30) days of bid award at Bidder's expense. When required, the City may request full demonstrations of units prior to award. When such demonstrations are requested, the Bidder shall respond promptly and arrange a demonstration at a convenient location. Failure to provide samples or demonstrations as specified by the City may result in rejection of a bid.

3.10 **LIFE CYCLE COSTING**: If so specified in the ITB, the City may elect to evaluate equipment proposed on the basis of total cost of ownership. In using Life Cycle Costing, factors such as the following may be considered: estimated useful life, maintenance costs, cost of supplies, labor intensity, energy usage, environmental impact, and residual value. The City reserves the right to use those or other applicable criteria, in its sole opinion that will most accurately estimate total cost of use and ownership.

3.11 **BIDDING ITEMS WITH RECYCLED CONTENT:** In addressing environmental concerns, the City of Fort Lauderdale encourages Bidders to submit bids or alternate bids containing items with recycled content. When submitting bids containing items with recycled content, Bidder shall provide documentation adequate for the City to verify the recycled content. The City prefers packaging consisting of materials that are degradable or able to be recycled. When specifically stated in the ITB, the City may give preference to bids containing items manufactured with recycled material or packaging that is able to be recycled.

3.12 **USE OF OTHER GOVERNMENTAL CONTRACTS:** The City reserves the right to reject any part or all of any bids received and utilize other available governmental contracts, if such action is in its best interest.

3.13 **QUALIFICATIONS/INSPECTION:** Bids will only be considered from firms normally engaged in providing the types of commodities/services specified herein. The City reserves the right to inspect the Bidder's facilities, equipment, personnel, and organization at any time, or to take any other action necessary to determine Bidder's ability to perform. The Procurement Director reserves the right to reject bids where evidence or evaluation is determined to indicate inability to perform.

3.14 **BID SURETY:** If Special Conditions require a bid security, it shall be submitted in the amount stated. A bid security can be in the form of a bid bond or cashier's check. Bid security will be returned to the unsuccessful bidders as soon as practicable after opening of bids. Bid security will be returned to the successful bidder after acceptance of the performance bond, if required; acceptance of insurance coverage, if required; and full execution of contract documents, if required; or conditions as stated in Special Conditions.

3.15 **PUBLIC RECORDS/TRADE SECRETS/COPYRIGHT:** The Proposer's response to the RFP is a public record pursuant to Florida law, which is subject to disclosure by the City under the State of Florida Public Records Law, Florida Statutes Chapter 119.07 ("Public Records Law"). The City shall permit public access to all documents, papers, letters or other material submitted in connection with this RFP and the Contract to be executed for this RFP, subject to the provisions of Chapter 119.07 of the Florida Statutes.

Any language contained in the Proposer's response to the RFP purporting to require confidentiality of any portion of the Proposer's response to the RFP, except to the extent that certain information is in the City's opinion a Trade Secret pursuant to Florida law, shall be void. If a Proposer submits any documents or other information to the City which the Proposer claims is Trade Secret information and exempt from Florida Statutes Chapter 119.07 ("Public Records Laws"), the Proposer shall clearly designate that it is a Trade Secret and that it is asserting that the document or information is exempt. The Proposer must specifically identify the exemption being claimed under Florida Statutes 119.07. The City shall be the final arbiter of whether any information contained in the Proposer's response to the RFP constitutes a Trade Secret. The city's determination of whether an exemption applies shall be final, and the proposer agrees to defend, indemnify, and hold harmless the City and the City's officers, employees, and agents, against any loss or damages incurred by any person or entity as a result of the City's treatment of records as public records. In addition, the proposer agrees to defend, indemnify, and hold harmless the City and the City's officers, employees, and agents, against any loss or damages incurred by any person or entity as a result of the City's treatment of records as exempt from disclosure or confidential. Proposals bearing copyright symbols or otherwise purporting to be subject to copyright protection in full or in part may be rejected. The proposer authorizes the City to publish, copy, and reproduce any and all documents submitted to the City bearing copyright symbols or otherwise purporting to be subject to copyright protection.

EXCEPT FOR CLEARLY MARKED PORTIONS THAT ARE BONA FIDE TRADE SECRETS PURSUANT TO FLORIDA LAW, DO NOT MARK YOUR RESPONSE TO THE RFP AS PROPRIETARY OR CONFIDENTIAL. DO NOT MARK YOUR RESPONSE TO THE RFP OR ANY PART THEREOF AS COPYRIGHTED.

3.16 **PROHIBITION OF INTEREST:** No contract will be awarded to a bidding firm who has City elected officials, officers or employees affiliated with it, unless the bidding firm has fully complied with current Florida State Statutes and City Ordinances relating to this issue. Bidders must disclose any such affiliation. Failure to disclose any such affiliation will result in disqualification of the Bidder and removal of the Bidder from the City's bidder lists and prohibition from engaging in any business with the City.

3.17 **RESERVATIONS FOR AWARD AND REJECTION OF BIDS:** The City reserves the right to accept or reject any or all bids, part of bids, and to waive minor irregularities or variations to specifications contained in bids, and minor irregularities in the bidding process. The City also reserves the right to award the contract on a split order basis, lump sum basis, individual item basis, or such combination as shall best serve the interest of the City. The City reserves the right to make an award to the responsive and responsible bidder whose product or service meets the terms, conditions, and specifications of the ITB and whose bid is considered to best serve the City's interest. In determining the responsiveness of the offer and the responsibility of the Bidder, the following shall be considered when applicable: the ability, capacity and skill of the Bidder to perform as required; whether the Bidder can perform promptly, or within the time specified, without delay or interference; the character, integrity, reputation, judgment, experience and efficiency of the Bidder; the quality of past performance by the Bidder; the previous and existing compliance by the Bidder with related laws and ordinances; the sufficiency of the Bidder's financial resources; the availability, quality and adaptability of the Bidder's supplies or services to the required use; the ability of the Bidder to provide future maintenance, service or parts; the number and scope of conditions attached to the bid.

If the ITB provides for a contract trial period, the City reserves the right, in the event the selected bidder does not perform satisfactorily, to award a trial period to the next ranked bidder or to award a contract to the next ranked bidder, if that bidder has successfully provided services to the City in the past. This procedure to continue until a bidder is selected or the contract is re-bid, at the sole option of the City.

3.18 **LEGAL REQUIREMENTS:** Applicable provisions of all federal, state, county laws, and local ordinances, rules and regulations, shall govern development, submittal and evaluation of all bids received in response hereto and shall govern any and all claims and disputes which may arise between person(s) submitting a bid response hereto and the City by and through its officers, employees and authorized representatives, or any other person, natural or otherwise; and lack of knowledge by any bidder shall not constitute a cognizable defense against the legal effect thereof.

3.19 **BID PROTEST PROCEDURE:** Any proposer or bidder who is not recommended for award of a contract and who alleges a failure by the city to follow the city's procurement ordinance or any applicable law may protest to the chief procurement officer, by delivering a letter of protest to the director of finance within five (5) days after a notice of intent to award is posted on the city's web site at the following url: https://www.fortlauderdale.gov/departments/finance/procurement-services/notices-of-intent-to-award

The complete protest ordinance may be found on the city's web site at the following url: https://library.municode.com/fl/fort_lauderdale/codes/code_of_ordinances?nodeid=coor_ch2ad_artvfi_div2pr_s2-182direpr

PART IV BONDS AND INSURANCE

4.01 **PERFORMANCE BOND:** If a performance bond is required in Special Conditions, the Contractor shall within fifteen (15) working days after notification of award, furnish to the City a Performance Bond, payable to the City of Fort Lauderdale, Florida, in the face amount specified in Special Conditions as surety for faithful performance under the terms and conditions of the contract. If the bond is on an annual coverage basis, renewal for each succeeding year shall be submitted to the City thirty (30) days prior to the termination date of the existing Performance Bond. The Performance Bond must be executed by a surety company of recognized standing, authorized to do business in the State of Florida and having a resident agent.

Acknowledgement and agreement is given by both parties that the amount herein set for the Performance Bond is not intended to be nor shall be deemed to be in the nature of liquidated damages nor is it intended to limit the liability of the Contractor to the City in the event of a material breach of this Agreement by the Contractor**.**

4.02 **INSURANCE:** The Contractor shall assume full responsibility and expense to obtain all necessary insurance as required by City or specified in Special Conditions**.**

The Contractor shall provide to the Procurement Services Division original certificates of coverage and receive notification of approval of those certificates by the City's Risk Manager prior to engaging in any activities under this contract. The Contractor's insurance is subject to the approval of the City's Risk Manager. The certificates must list the City as an ADDITIONAL INSURED for General Liability Insurance and shall have no less than thirty (30) days written notice of cancellation or material change. Further modification of the insurance requirements may be made at the sole discretion of the City's Risk Manager if circumstances change or adequate protection of the City is not presented. Bidder, by submitting the bid, agrees to abide by such modifications**.**

PART V PURCHASE ORDER AND CONTRACT TERMS:

5.01 **COMPLIANCE WITH SPECIFICATIONS, LATE DELIVERIES/PENALTIES:** Items offered may be tested for compliance with bid specifications. Items delivered which do not conform to bid specifications may be rejected and returned at Contractor's expense. Any violation resulting in contract termination for cause or delivery of items not conforming to specifications, or late delivery may also result in:

- Bidder's name being removed from the City's bidder's mailing list for a specified period and Bidder will not be recommended for any award during that period.
- All City Departments being advised to refrain from doing business with the Bidder.
- All other remedies in law or equity.

5.02 **ACCEPTANCE, CONDITION, AND PACKAGING:** The material delivered in response to ITB award shall remain the property of the Seller until a physical inspection is made and the material accepted to the satisfaction of the City. The material must comply fully with the terms of the ITB, be of the required quality, new, and the latest model. All containers shall be suitable for storage and shipment by common carrier, and all prices shall include standard commercial packaging. The City will not accept substitutes of any kind. Any substitutes or material not meeting specifications will be returned at the Bidder's expense. Payment will be made only after City receipt and acceptance of materials or services.

5.03 **SAFETY STANDARDS:** All manufactured items and fabricated assemblies shall comply with applicable requirements of the Occupation Safety and Health Act of 1970 as amended.

5.04 **ASBESTOS STATEMENT:** All material supplied must be 100% asbestos free. Bidder, by virtue of bidding, certifies that if awarded any portion of the ITB the bidder will supply only material or equipment that is 100% asbestos free.

5.05 **OTHER GOVERNMENTAL ENTITIES:** If the Bidder is awarded a contract as a result of this ITB, the bidder may, if the bidder has sufficient capacity or quantities available, provide to other governmental agencies, so requesting, the products or services awarded in accordance with the terms and conditions of the ITB and resulting contract. Prices shall be F.O.B. delivered to the requesting agency.

5.06 **VERBAL INSTRUCTIONS PROCEDURE:** No negotiations, decisions, or actions shall be initiated or executed by the Contractor as a result of any discussions with any City employee. Only those communications which are in writing from an authorized City representative may be considered. Only written communications from Contractors, which are assigned by a person designated as authorized to bind the Contractor, will be recognized by the City as duly authorized expressions on behalf of Contractors.

5.07 **INDEPENDENT CONTRACTOR:** The Contractor is an independent contractor under this Agreement. Personal services provided by the Proposer shall be by employees of the Contractor and subject to supervision by the Contractor, and not as officers, employees, or agents of the City. Personnel policies, tax responsibilities, social security, health insurance, employee benefits, procurement policies unless otherwise stated in this ITB, and other similar administrative procedures applicable to services rendered under this contract shall be those of the Contractor.

5.08 **INDEMNITY/HOLD HARMLESS AGREEMENT:** Contractor shall protect and defend at Contractor's expense, counsel being subject to the City's approval, and indemnify and hold harmless the City and the City's officers, employees, volunteers, and agents from and against any and all losses, penalties, fines, damages, settlements, judgments, claims, costs, charges, expenses, or liabilities, including any award of attorney fees and any award of costs, in connection with or arising directly or indirectly out of any act or omission by the Contractor or by any officer, employee, agent, invitee, subcontractor, or sublicensee of the Contractor. Without limiting the foregoing, any and all such claims, suits, or other actions relating to personal injury, death, damage to property, defects in materials or workmanship, actual or alleged violations of any applicable statute, ordinance, administrative order, rule or regulation, or decree of any court shall be included in the indemnity hereunder.

5.09 **TERMINATION FOR CAUSE:** If, through any cause, the Contractor shall fail to fulfill in a timely and proper manner its obligations under this Agreement, or if the Contractor shall violate any of the provisions of this Agreement, the City may upon written notice to the Contractor terminate the right of the Contractor to proceed under this Agreement, or with such part or parts of the Agreement as to which there has been default, and may hold the Contractor liable for any damages caused to the City by reason of such default and termination. In the event of such termination, any completed services performed by the Contractor under this Agreement shall, at the option of the City, become the City's property and the Contractor shall be entitled to receive equitable compensation for any work completed to the satisfaction of the City. The Contractor, however, shall not be relieved of liability to the City for damages sustained by the City by reason of any breach of the Agreement by the Contractor, and the City may withhold any payments to the Contractor for the purpose of setoff until such time as the amount of damages due to the City from the Contractor can be determined.

5.10 **TERMINATION FOR CONVENIENCE:** The City reserves the right, in the City's best interest as determined by the City, to cancel any contract by giving written notice to the Contractor thirty (30) days prior to the effective date of such cancellation.

5.11 **CANCELLATION FOR UNAPPROPRIATED FUNDS:** The obligation of the City for payment to a Contractor is limited to the availability of funds appropriated in a current fiscal period, and continuation of the contract into a subsequent fiscal period is subject to appropriation of funds, unless otherwise authorized by law.

5.12 **RECORDS/AUDIT:** The Contractor shall maintain during the term of the contract all books of account, reports and records in accordance with generally accepted accounting practices and standards for records directly related to this contract. The Contractor agrees to make available to the City Auditor or the City Auditor's designee, during normal business hours and in Broward, Miami-Dade or Palm Beach Counties, all books of account, reports, and records relating to this contract. The Contractor shall retain all books of account, reports, and records relating to this contract for the duration of the contract and for three years after the final payment under this Agreement, until all pending audits, investigations or litigation matters relating to the contract are closed, or until expiration of the records retention period prescribed by Florida law or the records retention schedules adopted by the Division of Library and Information Services of the Florida Department of State, whichever is later.

5.13 **PERMITS, TAXES, LICENSES:** The successful Contractor shall, at his/her/its own expense, obtain all necessary permits, pay all licenses, fees and taxes, required to comply with all local ordinances, state and federal laws, rules and regulations applicable to business to be carried out under this contract.

5.14 **LAWS/ORDINANCES:** The Contractor shall observe and comply with all Federal, state, local and municipal laws, ordinances rules and regulations that would apply to this contract.

NON-DISCRIMINATION: The Contractor shall not, in any of its activities, including employment, discriminate against any individual on the basis of race, color, national origin, age, religion, creed, sex, disability, sexual orientation, gender, gender identity, gender expression, marital status, or any other protected classification as defined by applicable law.

1. The Contractor certifies and represents that the Contractor will comply with Section 2-187, Code of Ordinances of the City of Fort Lauderdale, Florida, (2019), as may be amended or revised, ("Section 2-187"), during the entire term of this Agreement.
2. The failure of the Contractor to comply with Section 2-187 shall be deemed to be a material breach of this Agreement, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.
3. The City may terminate this Agreement if the Contractor fails to comply with Section 2-187.
4. The City may retain all monies due or to become due until the Contractor complies with Section 2-187.
5. The Contractor may be subject to debarment or suspension proceedings. Such proceedings will be consistent with the procedures in section 2-183 of the Code of Ordinances of the City of Fort Lauderdale, Florida.

5.15 **UNUSUAL CIRCUMSTANCES:** If during a contract term where costs to the City are to remain firm or adjustments are restricted by a percentage or CPI cap, unusual circumstances that could not have been foreseen by either party of the contract occur, and those circumstances significantly affect the Contractor's cost in providing the required prior items or services, then the Contractor may request adjustments to the costs to the City to reflect the changed circumstances. The circumstances must be beyond the control of the Contractor, and the requested adjustments must be fully documented. The City may, after examination, refuse to accept the adjusted costs if they are not properly documented, increases are considered to be excessive, or decreases are considered to be insufficient. In the event the City does not wish to accept the adjusted costs and the matter cannot be resolved to the satisfaction of the City, the City will reserve the following options:

1. The contract can be canceled by the City upon giving thirty (30) days written notice to the Contractor with no penalty to the City or Contractor. The Contractor shall fill all City requirements submitted to the Contractor until the termination date contained in the notice.

2. The City requires the Contractor to continue to provide the items and services at the firm fixed (non-adjusted) cost until the termination of the contract term then in effect.

3. If the City, in its interest and in its sole opinion, determines that the Contractor in a capricious manner attempted to use this section of the contract to relieve Contractor of a legitimate obligation under the contract, and no unusual circumstances had occurred, the City reserves the right to take any and all action under law or equity. Such action shall include, but not be limited to, declaring the Contractor in default and disqualifying Contractor from receiving any business from the City for a stated period of time.

If the City does agree to adjusted costs, these adjusted costs shall not be invoiced to the City until the Contractor receives notice in writing signed by a person authorized to bind the City in such matters.

5.16 **ELIGIBILITY:** If applicable, the Contractor must first register with the Florida Department of State in accordance with Florida Statutes, prior to entering into a contract with the City.

5.17 **PATENTS AND ROYALTIES:** The Contractor, without exception, shall defend, indemnify, and hold harmless the City and the City's employees, officers, employees, volunteers, and agents from and against liability of any nature and kind, including cost and expenses for or on account of any copyrighted, patented or un-patented invention, process, or article manufactured or used in the performance of the contract, including their use by the City. If the Contractor uses any design, device, or materials covered by letters, patent or copyright, it is mutually agreed and understood without exception that the bid prices shall include any and all royalties or costs arising from the use of such design, device, or materials in any way involved in the work.

5.18 **ASSIGNMENT:** Contractor shall not transfer or assign the performance required by this ITB without the prior written consent of the City. Any award issued pursuant to this ITB, and the monies, which may become due hereunder, are not assignable except with the prior written approval of the City Commission or the City Manager or City Manager's designee, depending on original award approval.

5.19 **GOVERNING LAW; VENUE:** The Contract shall be governed by and construed in accordance with the laws of the State of Florida. Venue for any lawsuit by either party against the other party or otherwise arising out of the Contract, and for any other legal proceeding, shall be in the courts in and for Broward County, Florida, or in the event of federal jurisdiction, in the Southern District of Florida.

5.20 **PUBLIC RECORDS:**

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT PRRCONTRACT@FORTLAUDERDALE.GOV, 954-828-5002, CITY CLERK'S OFFICE, 100 N. ANDREWS AVENUE, FORT LAUDERDALE, FLORIDA 33301.

Contractor shall comply with public records laws, and Contractor shall:

1. Keep and maintain public records required by the City to perform the service.

2. Upon request from the City's custodian of public records, provide the City with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes (2019), as may be amended or revised, or as otherwise provided by law.

3. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract if the Contractor does not transfer the records to the City.

4. Upon completion of the Contract, transfer, at no cost, to the City all public records in possession of the Contractor or keep and maintain public records required by the City to perform the service. If the Contractor transfers all public records to the City upon completion of the Contract, the Contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the Contractor keeps and maintains public records upon completion of the Contract, the Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the City, upon request from the City's custodian of public records, in a format that is compatible with the information technology systems of the City.

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

> 3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).
>
> 3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME	RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

Authorized Signature Title

Name (Printed) Date

CONTRACTOR'S CERTIFICATE OF COMPLIANCE WITH NON-DISCRIMINATION PROVISIONS OF THE CONTRACT

The completed and signed form should be returned with the Contractor's submittal. If not provided with submittal, the Contractor must submit within three business days of City's request. Contractor may be deemed non-responsive for failure to fully comply within stated timeframes.

Pursuant to City Ordinance Sec. 2-187(c), bidders must certify compliance with the Non-Discrimination provision of the ordinance.

The Contractor shall not, in any of his/her/its activities, including employment, discriminate against any individual on the basis of race, color, national origin, religion, creed, sex, disability, sexual orientation, gender, gender identity, gender expression, or marital status.

1. The Contractor certifies and represents that he/she/it will comply with Section 2-187, Code of Ordinances of the City of Fort Lauderdale, Florida, as amended by Ordinance C-18-33 (collectively, "Section 2-187").

2. The failure of the Contractor to comply with Section 2-187 shall be deemed to be a material breach of this Agreement, entitling the City to pursue any remedy stated below or any remedy provided under applicable law.

3. The City may terminate this Agreement if the Contractor fails to comply with Section 2-187.

4. The City may retain all monies due or to become due until the Contractor complies with Section 2-187.

5. The Contractor may be subject to debarment or suspension proceedings. Such proceedings will be consistent with the procedures in section 2-183 of the Code of Ordinances of the City of Fort Lauderdale, Florida.

Mark Hall
Authorized Signature

Mark Hall, Senior Vice President
Print Name and Title

6/21/2021
Date

LOCAL BUSINESS PREFERENCE

Section 2-199.2, Code of Ordinances of the City of Fort Lauderdale, (Ordinance No. C-12-04), provides for a local business preference.

In order to be considered for a local business preference, a bidder must include the Local Business Preference Certification Statement of this bid/proposal, as applicable to the local business preference class claimed **at the time of bid submittal.**

Upon formal request of the City, based on the application of a Local Business Preference the Bidder shall, within ten (10) calendar days, submit the following documentation to the Local Business Preference Class claimed:

A) Copy of City of Fort Lauderdale current year business tax receipt, **or** Broward County current year business tax receipt, **and**

B) List of the names of all employees of the bidder and evidence of employees' residence within the geographic bounds of the City of Fort Lauderdale or Broward County, as the case may be, such as current Florida driver license, residential utility bill (water, electric, telephone, cable television), or other type of similar documentation acceptable to the City.

Failure to comply at time of bid submittal shall result in the bidder being found ineligible for the local business preference.

THE COMPLETE LOCAL BUSINESS PREFERENCE ORDINANCE MAY BE FOUND ON THE CITY'S WEB SITE AT THE FOLLOWING LINK: https://library.municode.com/fl/fort_lauderdale/codes/code_of_ordinances?nodeId=COOR_CH2AD_ARTVFI_DIV2PR_S2-186LOBUPRPR

Definitions: The term "Business" shall mean a person, firm, corporation or other business entity which is duly licensed and authorized to engage in a particular work in the State of Florida. Business shall be broken down into four (4) types of classes:

1. Class A Business – shall mean any Business that has established and agrees to maintain a permanent place of business located in a non-residential zone and staffed with full-time employees within the limits of the City **and** shall maintain a staffing level of the prime contractor for the proposed work of at least fifty percent (50%) who are residents of the City.
2. Class B Business - shall mean any Business that has established and agrees to maintain a permanent place of business located in a non-residential zone and staffed with full-time employees within the limits of the City **or** shall maintain a staffing level of the prime contractor for the proposed work of at least fifty percent (50%) who are residents of the City.
3. Class C Business - shall mean any Business that has established and agrees to maintain a permanent place of business located in a non-residential zone **and** staffed with full-time employees within the limits of Broward County.
4. Class D Business – shall mean any Business that does not qualify as either a Class A, Class B, or Class C business.

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local business preference classification as indicated herein, and further certifies and agrees that it will re-affirm its local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1)	Business Name	is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the City of Fort Lauderdale current year Business Tax Receipt **and** a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
(2)	Business Name	is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Business Tax Receipt **or** a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
(3)	Business Name	is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
(4)	Business Name	requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
(5)	Business Name	requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
(6)	Business Name	is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-17-26, Sec.2-186 and does not qualify for Local Preference consideration.

BIDDER'S COMPANY: **Truist Bank**

AUTHORIZED PERSON:	COMPANY	**Mark Hall**	**Senior Vice President**
		PRINTED NAME	TITLE
SIGNATURE:	**Mark Hall**	DATE:	**June 23, 2021**

DISADVANTAGED BUSINESS ENTERPRISE (DBE) PREFERENCE

Section 2-185, Code of Ordinances of the City of Fort Lauderdale, provides for a disadvantaged business preference.

In order to be considered for a DBE Preference, a bidder must include a certification from a government agency, as applicable to the DBE Preference class claimed **at the time of bid submittal**.

Upon formal request of the City, based on the application of a DBE Preference the Bidder shall, within ten (10) calendar days, submit the following documentation to the DBE Class claimed:

A) Copy of City of Fort Lauderdale current year business tax receipt, **or** Broward County current year business tax receipt, **or** State of Florida active registration **and/or**

B) List of the names of all employees of the bidder and evidence of employees' residence within the geographic bounds of the City of Fort Lauderdale or Broward County, as the case may be, such as current Florida driver license, residential utility bill (water, electric, telephone, cable television), or other type of similar documentation acceptable to the City.

Failure to comply at time of bid submittal shall result in the bidder being found ineligible for the disadvantaged business preference.

THE COMPLETE DBE PREFERENCE ORDINANCE MAY BE FOUND ON THE CITY'S WEB SITE AT THE FOLLOWING LINK: https://www.fortlauderdale.gov/home/showpublisheddocument?id=56883

Definitions

a. The term "disadvantaged class 1 enterprise" shall mean any disadvantaged business enterprise that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the city, and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual. The term "Class B business" shall mean any business that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the city, or shall maintain a staffing level for the proposed work of at least fifty percent (50%) who are residents of the City of Fort Lauderdale.

b. The term "disadvantaged class 2 enterprise" shall mean any disadvantaged business enterprise that has established and agrees to maintain a permanent place of business within the limits of the city with a full-time employees and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual. The term "Class D business" shall mean any business that does not qualify as a Class A, Class B, or Class C business.

c. The term "disadvantaged class 3 enterprise" shall mean any disadvantaged business enterprise that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the Tri-County area and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual.

d. The term "disadvantaged class 4 enterprise" shall mean any disadvantaged business enterprise that does not qualify as a Class A, Class B, or Class C business, but is located in the State of Florida and provides supporting documentation of its disadvantaged certification as established in the City's Procurement Manual.

DISADVANTAGED BUSINESS ENTERPRISE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the disadvantaged business enterprise price preference classification as indicated herein, and further certifies and agrees that it will re-affirm its preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this solicitation. Violation of the foregoing provision may result in contract termination.

(1)	(Business Name)	is a disadvantaged class 1 enterprise as defined in the City of Fort Lauderdale Ordinance Section 2-185 disadvantaged business enterprise that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the city, and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual. The term "Class B business" shall mean any business that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the city, or shall maintain a staffing level for the proposed work of at least fifty percent (50%) who are residents of the City of Fort Lauderdale.
(2)	(Business Name)	is a disadvantaged class 2 enterprise as defined in the City of Fort Lauderdale Ordinance Section 2-185 disadvantaged business enterprise that has established and agrees to maintain a permanent place of business within the limits of the city with a full-time employee(s) and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual. The term "Class D business" shall mean any business that does not qualify as a Class A, Class B, or Class C business.
(3)	(Business Name)	is a disadvantaged class 3 enterprise as defined in the City of Fort Lauderdale Ordinance Section 2-185 disadvantaged business enterprise that has established and agrees to maintain a permanent place of business located in a non-residential zone, staffed with full-time employees within the limits of the Tri-County area and provides supporting documentation of its City of Fort Lauderdale business tax and disadvantaged certification as established in the City's Procurement Manual.
(4)	(Business Name)	is a disadvantaged class 4 enterprise as defined in the City of Fort Lauderdale Ordinance Section 2-185 disadvantaged business enterprise that does not qualify as a Class A, Class B, or Class C business, but is located in the State of Florida and provides supporting documentation of its disadvantaged certification as established in the City's Procurement Manual.
(5)	(Business Name)	is not considered a Disadvantaged Enterprise Business as defined in the City of Fort Lauderdale Ordinance Sec.2-185 and does not qualify for DBE Preference consideration.

BIDDER'S COMPANY: **Truist Bank**

AUTHORIZED PERSON:	COMPANY	**Mark Hall**	**Mark Hall**	**June 23, 2021**
		PRINT NAME	SIGNATURE	DATE

Forms Non-ISO 03/17/2021

E-VERIFY AFFIRMATION STATEMENT

RFP/Bid /Contract No: **12547-525**

Project Description: **Cemetery Trust Fund and Investment Management Services**

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

(a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,

(b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Contractor/Proposer/ Bidder Company Name: **Truist Financial**

Authorized Company Person's Signature: **Mark Hall**

Authorized Company Person's Title: **Senior Vice President**

Date: **6/21/2021**

9/15/2020

BID/PROPOSAL CERTIFICATION

Please Note: It is the sole responsibility of the bidder to ensure that his bid is submitted electronically through www.BidSync.com prior to the bid opening date and time listed. Paper bid submittals will not be accepted. All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit http://www.dos.state.fl.us/).

Company: (Legal Registration) **Truist Bank**EIN (Optional):

Address: **214 N Tryon Street**

City: **Charlotte** State: **NC**Zip: **28202**

Telephone No.: **407-237-5907**FAX No.: **844-329-6323**Email: **mark.hall@truist.com**

Delivery: Calendar days after receipt of Purchase Order **(section 1.02 of General Conditions)**: **June 23, 2021**

Total Bid Discount **(section 1.05 of General Conditions)**: **N/A**

Check box if your firm qualifies for MBE / SBE / WBE **(section 1.09 of General Conditions)**: ☐

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued	Addendum No.	Date Issued
1	**June 4, 2021**				

VARIANCES: If you take exception or have variances to any term, condition, specification, scope of service, or requirement in this competitive solicitation you must specify such exception or variance in the space provided below or reference in the space provided below all variances contained on other pages within your response. Additional pages may be attached if necessary. No exceptions or variances will be deemed to be part of the response submitted unless such is listed and contained in the space provided below. The City does not, by virtue of submitting a variance, necessarily accept any variances. If no statement is contained in the below space, it is hereby implied that your response is in full compliance with this competitive solicitation. If you do not have variances, simply mark N/A. **You must also click the "Take Exception" button.**

Flat fee of 25 basis points

The below signatory hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal.

I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal, I will accept a contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also hereby agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's direct, indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of Five Hundred Dollars ($500.00). This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Mark Hall Name (printed)	**Mark Hall** Signature
June 23, 2021 Date	**Senior Vice President** Title

Revised 4/28/2020

AnnDebra Diaz

From: Hall, Mark <Mark.Hall@truist.com>
Sent: Thursday, June 24, 2021 5:30 PM
To: AnnDebra Diaz
Cc: Krause, Kim
Subject: [-EXTERNAL-] RE: RFP 12547-525, Cemetery Trust Fund Services

Hi AnnDebra,

Please accept this email as formal direction to redact any references to information being marked as proprietary/confidential/trade secret/copyrighted within Truist's response to Solicitation 12547-525. The City of Fort Lauderdale is allowed to publish the information as required.

Let me know if you require anything additional. Thank you.

Mark Hall
Senior Vice President
Director of Client Services / Truist
333 S. Garland Ave, 17th Floor, Orlando, FL 32801
Mail Code 886-73-17-50
Office: 407-237-5907 / Fax: 844-329-6323
mark.hall@truist.com

From: AnnDebra Diaz [mailto:ADiaz@fortlauderdale.gov]
Sent: Thursday, June 24, 2021 5:22 PM
To: Hall, Mark
Subject: RFP 12547-525, Cemetery Trust Fund Services

Good afternoon Mark,
The City of Fort Lauderdale is in receipt of your proposal for Cemetery Trust Fund Services. During our review, it was discovered that sections of your proposal and SOC-1 report are marked as proprietary/confidential/trade secret/copyrighted. As stated in the solicitation, and in accordance with the Florida Sunshine Law (Florida Statutes Chapter 119.07), your submittal is considered public record. Therefore, please respond to this email with a statement that any reference to proprietary/confidential/trade secret/copyrighted information is retracted from your proposal, or you may choose to withdraw your proposal from further consideration.
Thank you,

AnnDebra Diaz, CPPB | Procurement Administrator
City of Fort Lauderdale | Procurement Services Division
100 N. Andrews Ave. | Fort Lauderdale FL 33301
P 954-828-5949 | F 954-828-5576| adiaz@fortlauderdale.gov

Integrity – Compassion – Accountability – Respect - Excellence

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