

Intelligent Fixed Income Strategy

Investment Objective: The strategy's investment objective is to seek long-term total return while striving to generate meaningful current income. For taxable accounts, Qualified Dividend Income (QDI), which is currently taxed at a more favorable rate for upper tax brackets, is favored.

Investment Description: On July 1, 2017 Ulland Investment Advisors (UIA) created the Intelligent Fixed Income (IFI) style for clients seeking a 100% fixed income investment. IFI invests solely in fixed-income securities, predominately preferred stock. Up to 20% of the strategy may invest in corporate bonds. Some securities used in IFI have ratings below investment grade or are unrated. Preferred and debt securities used in the strategy are issued by banks, insurance companies, other diversified financials, REITs, energy and pipelines, telecommunications, technology and consumer companies. Prior to July 1, 2017, Ulland's fixed income strategy was part of Ulland's Defensive Growth style, which also included equities.

Why Intelligent Fixed Income?

- **Attractive Income Stream:** Current Yield 5.5%
- **Total Return Mindset:** Targeting 5% net return for clients
- **Tax Efficient:** 70-90% investment income is Qualified Dividend Income (QDI)
- **Broad Investment Universe:** Access to both \$25 par (retail) and \$1,000 par (institutional) preferred market
- **Boutique Size:** Ability to execute strategy efficiently and capitalize on dislocations that may arise

Strategy Allocation Target Range (as of 02/28/19)

Parent Sector Exposure	Current	Min	Max
U.S. Mega Cap Banks & Financials	35.7%	20%	75%
Regional Banks & Financials	34.0%	0%	50%
Non-U.S. Financials	0.6%	0%	40%
Energy	1.3%	0%	10%
Industrials	7.3%	0%	10%
Property & Casualty Insurance	3.8%	0%	10%
Real Estate/MBS	1.7%	0%	10%
Service/Consumer/Technology	9.4%	0%	10%
Other	3.1%	0%	10%
Cash	3.2%	0%	15%

Strategy Facts

- Assets In Strategy: \$141 Million
- Total Firm Assets: \$326 Million
- Targeted Number of Securities: 25-50
- Institutional Securities (\$1,000 Par or Similar): 73%
- Retail Securities (\$25 par or similar): 21%
- Fixed-to-Float Securities: 66%
- Fixed Rate Securities: 34%
- Account Minimum: \$500,000

Portfolio Managers

	<u>Managing Style Since</u>	<u>Years of Experience</u>
James Ulland MBA, Wharton B.A., Carleton College	Inception	20
Nat Beebe, CFA B.A., Carleton College	Inception	12

Annualized Performance (as of 3/31/19)	Ulland Fixed Income Composite (Gross)	Ulland Fixed Income Composite (Net)	Barclay Agg. Bond Index
2019 (YTD 02/28/19, non-annualized)	8.69	8.50	2.94
1 Year	5.49	4.71	4.48
3 Year	6.58	5.78	2.03
5 Year	3.48	2.69	2.74
Inception (12/31/2008)	8.09	7.19	3.69

About Ulland Investment Advisors: Ulland Investment Advisors (UIA) is a boutique investment advisory firm dedicated to building and securing our clients' wealth. For over 20 years, UIA has identified unique investment opportunities across a variety of asset classes. UIA designs separately managed accounts (SMAs) to meet the risk tolerance and return expectations for each client. UIA currently manages \$326 million, with \$137 million in our fixed income composite. Ulland Investment Advisors' account minimum is \$500,000. UIA clientele includes institutional clients (family offices, endowments and foundations) as well as high net worth individuals. The firm was founded in 1997 by James Ulland, President and CEO of the firm.

Ulland Investment Advisors

Fixed Income Composite

03/31/2019

Year	Performance History			Asset History	
	Ulland 100% Fixed Income Composite		Barclays Aggregate Bond Index	100% Fixed Income Composite AUM	Firmwide AUM
	Gross	Net			
2009	19.30	17.98	5.93	\$3,938,706	\$86,394,478
2010	19.02	17.82	6.54	\$10,261,643	\$143,807,403
2011	1.69	0.86	7.84	\$18,769,657	\$170,277,155
2012	17.27	16.34	4.22	\$78,766,770	\$218,258,532
2013	5.04	4.18	-2.03	\$102,025,294	\$268,988,950
2014	3.54	2.70	5.97	\$108,623,259	\$292,914,510
2015	-0.39	-1.16	0.55	\$106,886,955	\$272,727,394
2016	6.34	5.52	2.65	\$126,572,915	\$286,805,174
2017	7.72	6.92	3.54	\$145,943,039	\$321,397,442
2018	-2.82	-3.54	0.01	\$131,746,395	\$297,607,187
2019 (3/31/19)	8.69	8.50	2.94	\$137,019,685	\$326,146,215

	Annualized Performance History (as of 03/31/19)		
	Ulland 100% Fixed Income Composite		Barclays Aggregate Bond Index
	Gross	Net	
1 Year	5.49	4.71	4.48
3 Year	6.58	5.78	2.03
5 Year	3.48	2.69	2.74
Inception (12/31/08)	8.09	7.19	3.69

Composite Definition: The Fixed Income Composite performance includes all portfolios currently invested 100% in fixed income securities which includes cash, preferred stock, corporate bonds and other subordinated securities. The account minimum for the composite is \$150,000, with no margin. Prior to July 1, 2017 fixed income accounts were included in the Defensive Growth strategy. After July 1, 2017, all new 100% fixed income accounts were included in the Intelligent Fixed Income strategy. Portfolios enter the composite on the first day of the first full quarter of management. Portfolios are removed upon completion of the last full quarter of performance. As of 03/31/2019, the Fixed Income Composite was comprised of 111 accounts and \$137 million in assets. The Fixed Income Composite is invested predominately in U.S. issued preferred stock. Securities include both \$25 and \$1,000 issues.

Performance: Performance quoted is past performance. Past performance is not indicative of future performance. Current performance may be lower or higher than performance shown. Differences in performance versus the Index may be attributable, in part, to differences in the asset make-up of the Fixed Income Composite vs. the Index. Performance calculations are based on the reinvestment of dividends and gains unless these amounts were paid out to the client. Performance is subject to revision.

Fee: Our normal fee schedule is 1.00% on the first \$2 million, 0.75% on the next \$3 million, and 0.50% for funds above \$5 million. Individual fee arrangements may vary from this schedule.

Disclaimer: Investing involves risk; principal loss is possible. The principal risks of investing in the Strategy include interest rate risk: the value of fixed income securities are impacted by changes in interest rates. Bonds and preferred securities with longer durations tend to be more sensitive and more volatile than securities with shorter durations; bond prices generally fall as interest rates rise. Other risks include call risk, market risk and liquidity risk. Investors should consider the investment objectives, risks, charges, and expenses of this strategy carefully before investing. This and other important information can be obtained by contacting Ulland Investment Advisors.

Additional Info: This does not constitute a recommendation of any investment strategy or product for a particular investor. For additional information, please contact Nat Beebe at Nat.Beebe@UllandInvestment.com or 612.312.1400 or visit our website at www.UllandInvestment.com