# County of Tulare <br> 221 S Mooney Blvd Room 103E 



Rita A. Woodard Auditor-Controller/Treasurer-Tax Collector

Visalia, California 93291-4593

October 24, 2011

## TREASURER'S QUARTERLY INVESTMENT REPORT QUARTER ENDING SEPTEMBER 30, 2011

Honorable Board of Supervisors:
This report reflects the investment activity for the quarter ending September 30, 2011 of pooled funds on deposit with the Treasurer and is in compliance with California Government Code $\S 27000$, etc., $\S 53600$, etc., Tulare County Ordinance 1-03-2061 and the Treasurer's Statement of Investment Policy dated July 2011.

INVESTMENT GOALS - The first and primary goal is SAFETY and the preservation of capital. The second goal is the continual maintenance of LIQUIDITY. Tulare County has the ability to convert sufficient securities to cash to cover the cash flow of the County and all of its investment agencies to meet any contingency needs during the next six months. The third goal in order of importance is YIELD, or earning a reasonable rate of return representative of current market conditions and the present phase of the market cycle while remaining in compliance with all state laws and the Treasurer's written investment policy.

Attached is a statement containing summaries of the portfolio composition, credit ratings, maturity distribution, portfolio master summary and other information designed to give a better understanding of the investment activity that has occurred during the quarter ending September 30, 2011.

Respectfully submitted,


HW/fv

A listing of Tulare County investments is shown below.

## Portfolio Composition

|  | Book Value | Market Value* | \% of Portfolio | \% Permitted by Policy |
| :--- | ---: | ---: | :---: | :---: |
| U.S. Treasuries | $97,152,066$ | $100,301,897$ | $10 \%$ | $100 \%$ |
| Federal Agencies | $311,575,891$ | $317,077,671$ | $33 \%$ | $75 \%$ |
| FDIC-Guaranteed Corporate Notes | $40,544,921$ | $41,138,370$ | $4 \%$ | $35 \%$ |
| Medium-Term/Corporate Notes | $175,363,155$ | $178,327,491$ | $18 \%$ | $30 \%$ |
| Municipals | $20,000,000$ | $20,000,000$ | $2 \%$ | $30 \%$ |
| Negotiable Certificates of Deposit | $20,500,000$ | $20,498,200$ | $2 \%$ | $30 \%$ |
| Certificates of Deposit | $5,000,000$ | $5,000,000$ | $1 \%$ | $30 \%$ |
| Local Agency Investment Fund | $50,000,000$ | $50,000,000$ | $5 \%$ | $\$ 50$ million |
| CAMP | $10,063,813$ | $10,063,813$ | $1 \%$ | $50 \%$ |
| Money Market Funds | $8,329,514$ | $8,329,514$ | $1 \%$ | $15 \%$ |
| Money Market Accounts | $52,856,515$ | $52,856,515$ | $6 \%$ | $50 \%$ |
| Cash | $157,669,442$ | $157,669,442$ | $17 \%$ | $100 \%$ |
| TOTAL PORTFOLIO | $\$ 949,055,316$ | $\$ 961,262,912$ | $\mathbf{1 0 0 \%}$ |  |

* Market Prices were provided by the Union Bank of California.


## Portfolio Composition



Otr Ending 06/30/2011

| Security Type | Book Value | \% of Total |
| :--- | ---: | ---: |
| Cash | $157,669,442$ | $16.61 \%$ |
| Commerical Paper | 0 | $0.00 \%$ |
| Certificates of Deposit | $5,000,000$ | $0.53 \%$ |
| Money Market Accounts | $52,856,515$ | $5.57 \%$ |
| Money Market Funds | $8,329,514$ | $0.88 \%$ |
| LAIF Managed Pool | $50,000,000$ | $5.27 \%$ |
| Other Managed Investment Pools | $10,063,813$ | $1.06 \%$ |
| Negotiable Certificates of Deposit | $20,500,000$ | $2.16 \%$ |
| Corporate Notes / Bonds | $175,363,155$ | $18.48 \%$ |
| FDIC Insured Medium Term Notes | $40,544,920$ | $4.27 \%$ |
| Municpal Promissory Notes | $20,000,000$ | $2.11 \%$ |
| Treasury Securities - Coupon | $97,152,066$ | $10.24 \%$ |
| Agency ISsues | $308,276,595$ | $32.48 \%$ |
| Agency Issues - Floaters | $3,299,296$ | $0.35 \%$ |
|  | $949,055,316$ | $100.00 \%$ |

## Quarter Ending 09/30/2011

| Average Daily Balance | $885,520,918$ |
| :--- | ---: |
| Earning for the Quarter | $4,562,735$ |
| Quarterly Rate of Return | $1.86 \%$ |


| Security Type | Book Value | \% of Total |
| :--- | ---: | ---: |
| Cash | $41,463,326$ | $4.69 \%$ |
| Commerical Paper | $12,998,552$ | $1.47 \%$ |
| Certificates of Deposit | $20,000,000$ | $2.26 \%$ |
| Money Market Accounts | $52,856,252$ | $5.98 \%$ |
| Money Market Funds | $2,512,050$ | $0.28 \%$ |
| LAIF Managed Pool | $50,000,000$ | $5.66 \%$ |
| Other Managed Investment Pools | $40,054,450$ | $4.53 \%$ |
| Negotiable Certificates of Deposit | $20,500,000$ | $2.32 \%$ |
| Corporate Notes / Bonds | $173,471,777$ | $19.62 \%$ |
| FDIC Insured Medium Term Notes | $55,911,101$ | $6.33 \%$ |
| Municpal Promissory Notes | $20,000,000$ | $2.26 \%$ |
| Treasury Securities - Coupon | $111,384,974$ | $12.60 \%$ |
| Agency Issues | $274,485,800$ | $31.05 \%$ |
| Agency Issues - Floaters | $8,297,711$ | $0.94 \%$ |
|  | $883,935,993$ | $100.00 \%$ |

## Quarter Ending 06/30/2011

| Average Daily Balance | $936,195,792$ |
| :--- | ---: |
| Earning for the Quarter | $5,650,488$ |
| Quarterly Rate of Return | $2.42 \%$ |

The Tulare County portfolio is invested primarily in high-quality investments as shown below:

|  | Credit Ratings |  |
| :--- | :---: | :---: |
|  | Book Value | Percentage of Portfolio |
| AAA | $68,041,194$ | $7 \%$ |
| A-1+ (Short-Term Rating) | $10,000,000$ | $1 \%$ |
| AA | $542,814,039$ | $57 \%$ |
| A | $95,530,641$ | $10 \%$ |
| SP-1+** | $20,000,000$ | $2 \%$ |
| CDARS | $5,000,000$ | $1 \%$ |
| Not Rated*** | $50,000,000$ | $5 \%$ |
| Cash**** | $157,669,442$ | $17 \%$ |
| TOTAL PORTFOLIO | $\$ 949,055,316$ | $\mathbf{1 0 0 \%}$ |

Includes all ratings in this category (e.g., $\mathrm{A}-\mathrm{A}, \mathrm{A}+$ ).
** Municipal short-term rating for the County's TRANS debt by Standard and Poor's.
*** The $\$ 50,000,000$ portion of the portfolio that is not rated is invested in LAIF, the State of California pooled investment fund.
**** Union Bank account; fully collateralized in accordance with California government code.


## Tulare County Pool Characteristics by Issuer



Notes:

1. The deposits with Union Bank and Rabobank are collateralized at a minimum of 110\% pursuant to California Government Code.
2. These obligation are FDIC insured under the Federal Government's Temporary Liquidity Guarantee Program (TLGP). The FDIC language explicitly states that the guarantee carries the full faith and credit of the U.S. Government. These securities show a rating of AA+ to reflect the downgrade of the U.S. Government on August 5 by S\&P. Moody's continues to list a Aaa rating.

| Corporate Issuer (48.5\%) | Book Value | Market Value | \% of Corporate Issuesrs |  | Rating | $\begin{gathered} \text { WAM } \\ \text { (in days) } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3M Company | 2,280,610 | 2,287,557 | 0.5\% |  | AA- | 1,825 |
| Bank of America | 8,740,648 | 8,837,963 | 1.9\% |  | AA+ | 258 |
| Bank of New York Mellon | 7,358,947 | 7,534,380 | 1.6\% |  | AA- | 696 |
| Bank of New York Mellon | 4,883,208 | 4,798,947 | 1.1\% | 2.7\% | A+ | 1,261 |
| Bank of Nova Scotia | 10,500,000 | 10,500,000 | 2.3\% |  | AA- | 405 |
| Bank of the Sierra (CDARS) | 5,000,000 | 5,000,000 | 1.1\% |  | n/a | 12 |
| Berkshere Hathaway | 4,673,763 | 4,899,384 | 1.0\% |  | AA+ | 1,229 |
| Blackrock Inc. | 3,109,725 | 3,240,869 | 0.7\% |  | A+ | 1,166 |
| Caterpillar | 6,745,925 | 6,792,593 | 1.5\% |  | A | 966 |
| Chevron Funding | 4,778,162 | 4,975,171 | 1.0\% |  | AA | 884 |
| EBAY, Inc. | 4,942,952 | 4,964,801 | 1.1\% |  | A | 1,475 |
| G.E. Capital | 18,711,403 | 18,919,170 | 4.1\% |  | AA+ | 1,002 |
| G.E. Capital | 6,815,291 | 6,958,118 | 1.5\% | 5.5\% | AA+ | 447 |
| Goldman Sachs | 7,255,173 | 7,367,958 | 1.6\% |  | AA+ | 258 |
| Hewlett Packard | 2,999,762 | 3,061,983 | 0.7\% |  | A | 975 |
| IBM | 14,939,754 | 15,099,037 | 3.2\% |  | A+ | 881 |
| John Deere Capital | 794,365 | 803,332 | 0.2\% |  | A | 884 |
| Johnson \& Johnson | 7,977,381 | 8,256,800 | 1.7\% |  | AAA | 1,688 |
| J.P. Morgan | 14,968,121 | 15,092,334 | 3.3\% |  | A+ | 889 |
| J.P. Morgan | 6,439,699 | 6,570,688 | 1.4\% | 4.7\% | AA+ | 452 |
| Morgan Stanley | 4,605,809 | 4,450,773 | 1.0\% |  | A | 955 |
| Northern Trust Corp. | 3,637,158 | 3,713,986 | 0.8\% |  | AA- | 943 |
| Pepsi, Inc. | 4,823,587 | 4,945,297 | 1.0\% |  | A- | 1,202 |
| Pfizer | 3,117,325 | 3,260,340 | 0.7\% |  | AA | 868 |
| PNC Funding Corp | 6,977,991 | 7,045,563 | 1.5\% |  | AA+ | 265 |
| Praxair, Inc. | 3,225,903 | 3,297,425 | 0.7\% |  | A | 1,202 |
| Procter \& Gamble | 8,284,071 | 8,463,320 | 1.8\% |  | AA- | 1,323 |
| Rabobank ${ }^{1}$ | 50,000,000 | 50,000,000 | 10.9\% |  | AAA | 1 |
| Toronto Dominion | 10,000,000 | 9,998,200 | 2.2\% |  | A-1+ | 317 |
| UBOC - Highmark Funds | 8,329,514 | 8,329,514 | 1.8\% |  | A+ | 1 |
| Union Bank of California ${ }^{1}$ | 160,516,116 | 160,516,116 | 34.9\% | 36.7\% | A+ | 1 |
| US Bancorp | 14,906,466 | 15,001,547 | 3.2\% |  | A+ | 713 |
| Walmart | 12,321,330 | 12,761,963 | 2.7\% |  | AA | 1,089 |
| Walt Disney Company | 3,399,037 | 3,429,730 | 0.7\% |  | A | 806 |
| Wells Fargo / Wachovia | 17,878,393 | 18,276,754 | 3.9\% |  | AA- | 690 |
| Wells Fargo / Wachovia | 4,316,120 | 4,358,081 | 0.9\% | 4.8\% | AA+ | 258 |
|  | 460,253,706 | 463,809,691 | 100.0\% |  |  | 426 |

The portfolio has a high degree of liquidity.



* Maturity Distribution values represent Book Valuation.

| OTHER PORTFOLIO CHARACTERISTICS |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | LQUDPPRTIFOLO |  | PFMPORIFOLO |  | CHANDLERPORTFOLO |  | TOTALIMESTMENTPOOL |  |
| Average Daily Balance |  |  |  |  |  |  |  |  |
| Month |  |  |  |  |  |  |  |  |
| July 2011 | \$ | 252,619,228.09 | \$ | 326,992,746.50 | \$ | 323,024,700.28 | \$ | 902,636,674.87 |
| August 2011 | \$ | 203,618,275.15 | \$ | 327,545,546.60 | \$ | 323,990,780.29 | \$ | 855,154,602.04 |
| September 2011 | \$ | 246,161,602.86 | \$ | 328,296,484.38 | \$ | 324,313,388.48 | \$ | 898,771,475.72 |
| Quarter |  |  |  |  |  |  |  |  |
| Ended September 30, 2011 | \$ | 234,133,035.37 | \$ | 327,611,592.49 | \$ | 323,776,289.68 | \$ | 885,520,917.54 |

## Weighted Average Maturity as of September 30, 2011

Average days to maturity:
49 days
Average years to maturity:

905 days
2.48 years
920 days
644 days
1.76 years

Effective Rate of Return and Earnings
Month

| July 2011 | 0.58\% | 123,505.53 | 1.98\% | 548,633.46 | 4.18\% | 1,147,211.92 | 2.37\% | 1,819,350.91 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| August 2011 | 0.68\% | 118,023.56 | 1.86\% | 518,040.60 | 2.41\% | 664,071.05 | 1.79\% | 1,300,135.21 |
| September 2011 | 0.61\% | 124,225.27 | 2.53\% | 682,815.54 | 2.39\% | 636,207.80 | 1.95\% | 1,443,248.61 |
| Quarter |  |  |  |  |  |  |  |  |
| Ended September 30, 2011 | 0.62\% | 365,754.36 | 2.12\% | 1,749,489.60 | 3.00\% | 2,447,490.77 | 2.04\% | 4,562,734.73 |
| Treasury Fees - Quarterly |  |  |  |  |  |  | 0.18\% | 410,677.00 |
|  |  |  |  |  |  |  | 1.86\% | 4,152,057.73 |

TULARE COUNTY TREASURER INVESTMENT POOL BENCHMARK COMPARISON FOR THE QUARTER ENDING SEPTEMBER 30, 2011



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## TULARE COUNTY TREASURER Quarter Ending 09/30/2011

| Average Daily Balance | $\$ 885,520,918$ |
| :--- | ---: | ---: |
| Earning for the Quarter | $\$ 8,562,735$ |
| Quarterly Rate of Return | $2.04 \%$ |
| Weighted Avg. Yrs. to Maturity | 1.76 |

## TULARE COUNTY TREASURER Quarter Ending 06/30/2011

| Average Daily Balance | $\$ 936,195,792$ |
| :--- | ---: | ---: |
| Earning for the Quarter | $\$ 8,650,488$ |
| Quarterly Rate of Return | $2.42 \%$ |
| Weighted Avg. Yrs. to Maturity | 1.80 |




## TOTAL RETURN

Total return measures the portfolio's performance over time. It encompasses not only the income that the portfolio generated, but also any price appreciation or depreciation that the investments may have experienced. This equates the beginning value of the portfolio with the ending value, and includes interest earnings and both realized and unrealized gains and losses on the portfolio.
If the Treasury Pool operated as strictly a "buy-and-hold" investor, price appreciation or depreciation would be meaningless, as we would always hold the bond to maturity and receive our original investment. However, although the purchase of investments are made with the intent of holding the investments to maturity, the Treasury Pool does periodically elect to sell a security prior to its maturity and record a capital gain or loss in order to improve the quality, liquidity, or yield of the portfolio in response to market conditions or the Pool's risk preferences. We use the total return to compare to the established ML 1-5 Year Index benchmark with a goal of receiving both a competitive yield and a record of price appreciation.

## Comments - Current Quarter

Total return was positive in the last quarter for both of the advisor portfolios, although less than the benchmark's return due to the global "flight-to-quality". During the quarter, interest rates decreased substantially across the yield curve. The domestic economic uncertainy and the European debt crisis resulted in a "flight-to-quality" in the bond maket, resulting in the Treasury sector experiencing the strongest returns. In addition, the corporate sector experienced negative total returns during the quarter.

## PERFORMANCE REVIEW

|  | CURRENT | ANNUALIZED |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | QUARTER | $\mathbf{1 Y R}$ | 3YR | $\mathbf{0 7 / 0 1 / 2 0 0 6}$ |
| ML 1-5 Govt | $1.300 \%$ | $2.180 \%$ | $3.830 \%$ | $5.060 \%$ |
| PFM Portfolio | $0.900 \%$ | $1.840 \%$ | $5.220 \%$ | $5.140 \%$ |
| CAM Portfolio | $0.900 \%$ | $1.870 \%$ | $4.820 \%$ | $5.180 \%$ |

Tulare County


| Total Earnings | September $\mathbf{3 0}$ Month Ending | Fiscal Year To Date |
| :--- | ---: | ---: |
| Current Year | $1,443,248.62$ | $4,561,072.48$ |
| Average Daily Balance | $\mathbf{8 9 8 , 7 7 1 , 4 7 5 . 7 2}$ | $\mathbf{8 8 5 , 3 7 6 , 8 8 9 . 7 4}$ |
| Effective Rate of Return | $\mathbf{1 . 9 5 \%}$ | $\mathbf{2 . 0 4 \%}$ |


Oct 26, 2011

## LIP ACCOUNT

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September 30, 2011

| CUSIP | Investment \# | \# Issuer | Average <br> Balance | $\begin{array}{r} \text { Purchase } \\ \text { Date } \end{array}$ | Par Value | Market Value | Book Value | $\begin{array}{r} \text { Stated } \\ \text { Rate } \\ \hline \end{array}$ | S\&P | $\begin{gathered} \text { YTM } \\ 365 \end{gathered}$ | Days to Maturity | $\begin{gathered} \text { Maturity } \\ \text { Date } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash |  |  |  |  |  |  |  |  |  |  |  |  |
| SYS0002 | 0002 | UNION BANK - CHECKINGCASH IN VAULT |  | 07/01/2011 | 157,659,601.36 | 157,659,601.36 | 157,659,601.36 | 0.448 |  | 0.454 | 1 |  |
| SYS0001 | 0001 |  |  | 9,840.27 | 9,840.27 | 9,840.27 |  |  | 0.000 | 1 |  |
| Subtotal and Average |  |  | 100,074,607.74 |  | 157,669,441.63 | 157,669,441.63 | 157,669,441.63 |  |  | 0.454 | 1 |  |
| Money Market Accounts |  |  |  |  |  |  |  |  |  |  |  |  |
| SYS4552 | 4552 | Rabobank |  |  |  | 50,000,000.00 | 50,000,000.00 | 50,000,000.00 | 0.510 |  | 0.510 | 1 |  |
| SYS3174A | 3174A | UNION BANK OF CA. |  |  | 355,359.82 | 355,359.82 | 355,359.82 | 0.100 |  | 0.100 | 1 |  |
| SYS4573 | 4573 | UBOC GOVERNMENT MANAGED RATE |  |  | 2,501,155.24 | 2,501,155.24 | 2,501,155.24 | 0.070 |  | 0.070 | 1 |  |
|  |  | Subtotal and Average | 52,856,515.06 |  | 52,856,515.06 | 52,856,515.06 | 52,856,515.06 |  |  | 0.486 | 1 |  |
| Managed Investment Pools |  |  |  |  |  |  |  |  |  |  |  |  |
| SYS4339-A | 4339-A | CALIFORNIA ASSET MANAGEMENT PR |  |  | 10,063,813.39 | 10,063,813.39 | 10,063,813.39 | 0.120 |  | 0.120 | 1 |  |
| SYS9980 | 9980 | LOCAL AGCY INVESTMENT FD |  |  | 50,000,000.00 | 50,000,000.00 | 50,000,000.00 | 0.390 |  | 0.390 | 1 |  |
|  |  | Subtotal and Average | 60,063,813.39 |  | 60,063,813.39 | 60,063,813.39 | 60,063,813.39 |  |  | 0.345 | 1 |  |
| Certificates of Deposit - Bank |  |  |  |  |  |  |  |  |  |  |  |  |
| SYS5001-E | 5001E | BANK OF THE SIERRA (CDARS) |  | 09/15/2011 | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 | 0.200 |  | 0.200 | 12 | 10/13/2011 |
|  |  | Subtotal and Average | 13,166,666.67 |  | 5,000,000.00 | 5,000,000.00 | 5,000,000.00 |  |  | 0.200 | 12 |  |
| Promissory Notes |  |  |  |  |  |  |  |  |  |  |  |  |
| SYS4824 | 4824 | TULARE COUNTY TRANSPORTATION A |  |  | 20,000,000.00 | 20,000,000.00 | 20,000,000.00 | 2.920 |  | 2.920 | 1 |  |
|  |  | Subtotal and Average | 20,000,000.00 |  | 20,000,000.00 | 20,000,000.00 | 20,000,000.00 |  |  | 2.920 | 1 |  |
|  |  | Total and Average | 246,161,602.86 |  | 295,589,770.08 | 295,589,770.08 | 295,589,770.08 |  |  | 0.600 | 1 |  |

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## Portfolio Details - Investments

September 30, 2011


## Money Market Fund



## Agency Issues - Fixed Coupon

| 3133XQU34 | 4281 | FED HOME LOAN BANK | 09/22/2008 | 1,000,000.00 |
| :---: | :---: | :---: | :---: | :---: |
| $3133 X H W 57$ | 4375 | FED HOME LOAN BANK | 12/23/2008 | 3,175,000.00 |
| 3133XSAE8 | 4550 | FED HOME LOAN BANK | 06/04/2009 | 2,980,000.00 |
| 3133XUE41 | 4597 | FED HOME LOAN BANK | 07/23/2009 | 3,970,000.00 |
| 313371UC8 | 5013 | FED HOME LOAN BANK | 06/29/2011 | 3,100,000.00 |
| 3133XSP93 | 5014 | FED HOME LOAN BANK | 06/29/2011 | 1,790,000.00 |
| 313374 Y 61 | 5024 | FED HOME LOAN BANK | 07/21/2011 | 3,600,000.00 |
| 3128X4HF1 | 4362 | FED. HOME LOAN MTG. CORP. | 12/05/2008 | 4,070,000.00 |
| 3137EAAZ2 | 4364 | FED. HOME LOAN MTG. CORP. | 12/05/2008 | 6,050,000.00 |
| 3137EACE7 | 4622 | FED. HOME LOAN MTG. CORP. | 10/09/2009 | 3,300,000.00 |
| 3137EACM9 | 4867 | FED. HOME LOAN MTG. CORP. | 10/07/2010 | 7,370,000.00 |
| $3137 E A C Q 0$ | 4968 | FED. HOME LOAN MTG. CORP. | 02/04/2011 | 10,000,000.00 |
| $3137 \mathrm{EABJ7}$ | 4995 | FED. HOME LOAN MTG. CORP. | 04/07/2011 | 4,745,000.00 |
| 3137EACV9 | 5021 | FED. HOME LOAN MTG. CORP | 07/05/201 | 12,350,000.00 |

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FDIC Insured Medium Term Notes

|  | Subtotal and Average | $4,948,697.37$ |
| :--- | :--- | :--- |


| Medium Term Notes |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 88579YAD3 | 5037 | 3M Company | 09/29/2011 | 2,300,000.00 | 2,287,557.00 | 2,280,609.57 | 1.375 |  | 1.551 | 1,825 | 09/29/2016 |
| 06406HBK4 | 4257 | BANK OF NEW YORK MELLON | 08/29/2008 | 2,000,000.00 | 2,152,680.00 | 2,003,563.54 | 5.125 |  | 5.018 | 696 | 08/27/2013 |
| 06406HBK4 | 4818 | BANK OF NEW YORK MELLON | 08/24/2010 | 5,000,000.00 | 5,381,700.00 | 5,355,383.47 | 5.125 |  | 1.309 | 696 | 08/27/2013 |
| 14912L4V0 | 5007 | CATERPILLAR | 05/20/2011 | 2,250,000.00 | 2,262,577.50 | 2,248,952.15 | 1.375 |  | 1.393 | 962 | 05/20/2014 |
| 149123BU4 | 5009 | CATERPILLAR | 05/27/2011 | 4,500,000.00 | 4,530,015.00 | 4,496,972.67 | 1.375 |  | 1.401 | 969 | 05/27/2014 |
| 36962G4Q4 | 4840 | G.E. CAPITAL CORP. | 09/16/2010 | 7,710,000.00 | 7,745,466.00 | 7,702,400.30 | 1.875 |  | 1.927 | 716 | 09/16/2013 |
| 36962G4T8 | 4893 | G.E. CAPITAL CORP. | 11/09/2010 | 5,000,000.00 | 4,942,350.00 | 4,996,920.83 | 2.250 |  | 2.266 | 1,500 | 11/09/2015 |
| 459200GW5 | 5003 | IBM CORP. | 05/12/2011 | 12,000,000.00 | 12,099,120.00 | 11,990,171.78 | 1.250 |  | 1.282 | 954 | 05/12/2014 |
| 478160AY0 | 5006 | JOHNSON \& JOHNSON | 05/20/2011 | 8,000,000.00 | 8,256,800.00 | 7,977,380.72 | 2.150 | AAA | 2.215 | 1,688 | 05/15/2016 |
| 46623EJD2 | 4858 | J. P. MORGAN | 09/30/2010 | 10,000,000.00 | 10,071,500.00 | 9,999,201.11 | 1.650 |  | 1.654 | 730 | 09/30/2013 |
| 742718DS5 | 4913 | PROCTER \& GAMBLE | 11/18/2010 | 2,750,000.00 | 2,821,775.00 | 2,731,423.16 | 1.800 |  | 1.973 | 1,506 | 11/15/2015 |
| 742718DM8 | 4914 | PROCTER \& GAMBLE | 11/18/2010 | 5,250,000.00 | 5,641,545.00 | 5,552,647.34 | 3.500 |  | 1.720 | 1,233 | 02/15/2015 |
| 91159HGYO | 4838 | US BANCORP | 09/13/2010 | 10,000,000.00 | 10,061,400.00 | 9,991,615.00 | 1.375 |  | 1.419 | 713 | 09/13/2013 |
|  |  |  |  |  |  |  |  |  |  | Portfolio CNTY |  |
| Data Updated: FUNDSNAP: 10/05/2011 11:11Run Date: 10/05/2011-11:12 |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | PM (PR | F_PM2) 7.3.0 |

Portfolio Management
Page 3
Portfolio Details - Investments
September 30, 2011

| CUSIP | Investment \# | Issuer | Average <br> Balance | Purchase Date | Par Value | Market Value | Book Value | Stated Rate | S\&P | $\begin{gathered} \text { YTM } \\ 365 \end{gathered}$ | Days to Maturity | Maturity Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Medium Term Notes |  |  |  |  |  |  |  |  |  |  |  |  |
| 92976WBJ4 | 4817 | WACHOVIA |  | 08/24/2010 | 5,000,000.00 | 5,313,250.00 | 5,287,917.79 | 5.500 |  | 1.759 | 578 | 05/01/2013 |
| 949746NY3 | 4256 | WELLS FARGO |  | 08/29/2008 | 2,725,000.00 | 2,827,514.50 | 2,691,855.37 | 4.375 |  | 5.410 | 488 | 01/31/2013 |
| 949746NW7 | 3979 | WELLS FARGO |  | 10/23/2007 | 5,000,000.00 | 5,212,350.00 | 4,998,800.94 | 5.250 |  | 5.276 | 388 | 10/23/2012 |
| 931142DC4 | 4998 | WAL-MART ST |  | 04/18/2011 | 5,940,000.00 | 6,266,640.60 | 5,920,069.56 | 2.800 |  | 2.880 | 1,658 | 04/15/2016 |
|  |  | tal and Average | 94,113,648.60 |  | 95,425,000.00 | 97,874,240.60 | 96,225,885.30 |  |  | 2.101 | 990 |  |
|  |  | tal and Average | 328,296,484.38 |  | 324,464,110.38 | 333,799,139.38 | 328,691,767.92 |  |  | 1.505 | 905 |  |



September 30, 2011

| CUSIP | Investment\# | Issuer | Average <br> Balance | Purchase <br> Date | Par Value | Market Value | Book ValueStated <br> Rate |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Money Market Fund



Agency Issues - Fixed Coupon
31331 GL80 4638 FEDERAL FARM CREDIT BANK

| 31331 GL80 | 4647 | FEDERAL FARM CREDIT BANK |
| :--- | :--- | :--- |
| $31331 G L 80$ | 4655 | FEDERAL FARM CREDIT BANK |

31331JQA4 4789 FEDERAL FARM CREDIT BANK

| 31331 GCS6 | 4845 | FEDERAL FARM CREDIT BANK |
| :--- | :--- | :--- |
| $31331 G T J 8$ | 4865 | FEDERAL FARM CREDIT BANK |

31331J6C2 4986 FEDERAL FARM CREDIT BANK
31331KET3 4987 FEDERAL FARM CREDIT BANK
31331KHFO 4999 FEDERAL FARM CREDIT BANK

3133XHPH9
3133XHPH9
3133XYWB7
3133XUUJ0 3133XYWB7 313372YS7 4935 313373SZ6 502

EDERAL FARM CREDIT BANK
FED HOME LOAN BANK
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FED HOME LOAN BANK
12/04/2009

285,000.00 304,531.05 01/07/2010 2,390,000.00 01/12/2010 635,000.00 678,516.55 678,516.55 8,326,598.00 $\begin{array}{lll}06 / 14 / 2010 & 8,050,000.00 & 8,326,598.00 \\ 09 / 22 / 2010 & 2,070,000.00 & 2,212,002.00 \\ 10 / 06 / 2010 & 3,975,000.00 & 4,180,587.00\end{array}$ $\begin{array}{lll}03 / 29 / 2011 & 3,710,000.00 & 3,896,316.20\end{array}$ 03/30/2011 $\quad 3,650,000.00 \quad 3,688,726.50$ 04/25/2011 6,450,000.00 6,492,054.00 03/09/2007 4,350,000.00 4,375,708.50 07/13/2007 4,000,000.00 4,023,640.00 11/29/2010 4,800,000.00 4,825,248.00 12/27/2010 5,325,000.00 5,394,597.75 | $12 / 27 / 27 / 2010$ | $2,400,000.00$ | $2,394,597.75$ |
| :--- | :--- | :--- |
| $07 / 08 / 2011$ | $4,000,000.00$ | $4,212,624.00$ |
| $07 / 200.00$ |  |  | 07/20/2011 2,415,000.00 2,494,839.90

| $290,447.60$ | 3.000 |
| ---: | ---: |
| $2,833,689.33$ | 3.000 |
| $2,407,864.98$ | 3.000 |
| $640,061.20$ | 3.000 |
| $8,036,835.71$ | 1.900 |
| $2,191,241.20$ | 3.875 |
| $4,134,452.11$ | 2.625 |
| $3,721,994.91$ | 2.350 |
| $3,641,473.14$ | 0.980 |
| $6,449,448.17$ | 1.620 |
| $4,350,394.86$ | 4.875 |
| $3,997,722.02$ | 4.875 |
| $4,815,952.10$ | 0.875 |
| $5,373,927.35$ | 1.625 |
| $2,404,337.55$ | 0.875 |
| $4,100,222.00$ | 2.450 |
| $2,465,582.59$ | 2.125 |


|  | 2.317 | 1,087 | 09/22/2014 |
| :---: | :---: | :---: | :---: |
|  | 2.310 | 1,087 | 09/22/2014 |
|  | 2.730 | 1,087 | 09/22/2014 |
|  | 2.712 | 1,087 | 09/22/2014 |
|  | 1.964 | 975 | 06/02/2014 |
| AAA | 0.923 | 737 | 10/07/2013 |
| AAA | 1.016 | 929 | 04/17/2014 |
|  | 2.268 | 1,543 | 12/22/2015 |
|  | 1.100 | 723 | 09/23/2013 |
|  | 1.623 | 937 | 04/25/2014 |
| AAA | 4.794 | 48 | 11/18/2011 |
| AAA | 5.368 | 48 | 11/18/2011 |
|  | 0.500 | 326 | 08/22/2012 |
| AAA | 0.686 | 361 | 09/26/2012 |
|  | 0.671 | 326 | 08/22/2012 |
|  | 1.865 | 1,642 | 03/30/2016 |
|  | 1.749 | 1,714 | 06/10/2016 |
|  |  | Portfo | olio CNTY |
|  |  |  | NL! AC |
|  |  | PM (PRF | _PM2) 7.3.0 |

Data Updated: FUNDSNAP: 10/05/2011 11:11
Run Date: 10/05/2011-11:12

September 30, 2011

| CUSIP | Investment \# | IssuerAverage <br> Balance | Purchase Date | Par Value | Market Value | Book Value | Stated Rate | S\&P | $\begin{array}{r} \text { YTM } \\ 365 \end{array}$ | Days to Maturity | Maturity Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Agency Issues - Fixed Coupon |  |  |  |  |  |  |  |  |  |  |  |
| 313370JB5 | 5028 | FED HOME LOAN BANK | 08/05/2011 | 6,500,000.00 | 6,694,610.00 | 6,649,080.76 | 1.750 |  | 1.153 | 1,441 | 09/11/2015 |
| 3137EABM0 | 4234 | FED. HOME LOAN MTG. CORP. | 07/03/2008 | 6,450,000.00 | 6,833,388.00 | 6,406,307.41 | 3.750 | AAA | 4.183 | 636 | 06/28/2013 |
| 3134A4TZ7 | 4353 | FED. HOME LOAN MTG. CORP. | 11/10/2008 | 6,250,000.00 | 6,709,437.50 | 6,333,915.88 | 4.500 | AAA | 3.675 | 653 | 07/15/2013 |
| 3137EACD9 | 4623 | FED. HOME LOAN MTG. CORP. | 10/13/2009 | 300,000.00 | 319,911.00 | 303,647.76 | 3.000 | AAA | 2.539 | 1,031 | 07/28/2014 |
| 3137EACD9 | 4646 | FED. HOME LOAN MTG. CORP. | 01/07/2010 | 2,165,000.00 | 2,308,691.05 | 2,185,613.25 | 3.000 | AAA | 2.640 | 1,031 | 07/28/2014 |
| 3137EACD9 | 4654 | FED. HOME LOAN MTG. CORP. | 01/12/2010 | 595,000.00 | 634,490.15 | 601,406.60 | 3.000 | AAA | 2.593 | 1,031 | 07/28/2014 |
| 3137EACQ0 | 4936 | FED. HOME LOAN MTG. CORP. | 12/27/2010 | 3,800,000.00 | 3,814,060.00 | 3,794,096.13 | 0.625 | AAA | 0.751 | 454 | 12/28/2012 |
| 3134G2EF5 | 5000 | FED. HOME LOAN MTG. CORP. | 04/26/2011 | 3,850,000.00 | 3,868,788.00 | 3,850,340.80 | 2.100 | AAA | 2.088 | 1,213 | 01/26/2015 |
| 3137EACT4 | 5012 | FED. HOME LOAN MTG. CORP. | 06/17/2011 | 6,450,000.00 | 6,830,098.50 | 6,663,064.19 | 2.500 | AAA | 1.862 | 1,700 | 05/27/2016 |
| 3137EACW7 | 5033 | FED. HOME LOAN MTG. CORP. | 09/15/2011 | 6,425,000.00 | 6,651,738.25 | 6,680,079.50 | 2.000 | AAA | 1.187 | 1,790 | 08/25/2016 |
| 31398A4T6 | 4937 | FED. NAT'L. MTG. ASSN. | 12/27/2010 | 5,425,000.00 | 5,440,407.00 | 5,411,739.65 | 0.500 | AAA | 0.728 | 395 | 10/30/2012 |
| 3135G0BAO | 5008 | FED. NAT'L. MTG. ASSN. | 05/24/2011 | 6,475,000.00 | 6,824,909.00 | 6,580,763.76 | 2.375 | AAA | 2.060 | 1,654 | 04/11/2016 |
| 3135G0AL7 | 5026 | FED. NAT'L. MTG. ASSN. | 07/28/2011 | 6,500,000.00 | 6,820,580.00 | 6,656,671.45 | 2.250 | AAA | 1.685 | 1,627 | 03/15/2016 |
| 3136FPDC8 | 5030 | FED. NAT'L. MTG. ASSN. | 08/25/2011 | 3,200,000.00 | 3,298,272.00 | 3,307,528.07 | 2.000 | AAA | 1.219 | 1,620 | 03/08/2016 |
| 3136FPLV7 | 5036 | FED. NAT'L. MTG. ASSN. | 09/28/2011 | 3,725,000.00 | 3,821,738.25 | 3,826,873.05 | 1.570 | AAA | 0.648 | 1,089 | 09/24/2014 |
| 880591DT6 | 4212 | TENNESSEE VALLEY AUTH. | 06/17/2008 | 2,000,000.00 | 2,083,260.00 | 2,028,616.61 | 6.790 | AAA | 4.349 | 235 | 05/23/2012 |
| 880591DW9 | 4271 | TENNESSEE VALLEY AUTH. | 09/04/2008 | 1,075,000.00 | 1,157,882.50 | 1,086,877.20 | 4.750 | AAA | 4.078 | 670 | 08/01/2013 |
| 880591CW0 | 4272 | TENNESSEE VALLEY AUTH. | 09/04/2008 | 2,600,000.00 | 2,806,128.00 | 2,669,924.28 | 6.000 | AAA | 3.963 | 531 | 03/15/2013 |
| 880591CW0 | 4274 | TENNESSEE VALLEY AUTH. | 09/09/2008 | 2,650,000.00 | 2,860,092.00 | 2,727,628.38 | 6.000 | AAA | 3.791 | 531 | 03/15/2013 |
| 880591DW9 | 4287 | TENNESSEE VALLEY AUTH. | 09/26/2008 | 2,825,000.00 | 3,042,807.50 | 2,866,147.22 | 4.750 | AAA | 3.870 | 670 | 08/01/2013 |
| 880591DW9 | 4730 | TENNESSEE VALLEY AUTH. | $\begin{array}{r} 0,494,000.00 \\ \hline 143,839,000.00 \end{array}$ |  | 3,547,967.40 | 3,456,594.73 | 4.750 | AAA | 1.956 | 670 | 08/01/2013 |
|  | Subtotal and Average 147,726,135.79 |  |  |  | 149,416,745.65 | 145,942,563.50 |  |  | 2.102 | 976 |  |

## FDIC Insured Medium Term Notes

| 06050BAA9 | 4379 | BANK OF AMERICA, NTSA |
| :--- | :--- | :--- |
| 06050BAA9 | 4629 | BANK OF AMERICA, NTSA |
| 06050BAA9 | 4660 | BANK OF AMERICA, NTSA |
| 36967HAV9 | 4557 | G.E. CAPITAL CORP. |
| 36967HAV9 | 4662 | G.E. CAPITAL CORP. |
| 38146FAA9 | 4378 | GOLDMAN SACHS |
| 38146FAA9 | 4501 | GOLDMAN SACHS |
| 38146FAA9 | 4659 | GOLDMAN SACHS |
| 481247AM6 | 4500 | J. P. MORGAN |
| 481247AM6 | 4661 | J. P. MORGAN |
| 69351CAC7 | 4616 | PNC FUNDING CORP |
| 69351CAC7 | 4617 | PNC FUNDING CORP |
| 949744AC0 | 4470 | WELLS FARGO COMPANY |


| $5,306,860.00$ | $5,239,455.07$ | 3.125 | AAA | 2.006 | 258 | $06 / 15 / 2012$ |
| ---: | ---: | ---: | :--- | :--- | :--- | :--- |
| $2,684,046.50$ | $2,661,155.33$ | 3.125 | AAA | 1.409 | 258 | $06 / 15 / 2012$ |
| $847,056.50$ | $840,037.31$ | 3.125 | AAA | 1.376 | 258 | $06 / 15 / 2012$ |
| $6,089,630.00$ | $5,961,957.01$ | 2.125 | AAA | 2.097 | 447 | $12 / 21 / 2012$ |
| $868,487.50$ | $853,333.80$ | 2.125 | AAA | 1.794 | 447 | $12 / 21 / 2012$ |
| $3,829,500.00$ | $3,754,296.03$ | 3.250 | AAA | 3.077 | 258 | $06 / 15 / 2012$ |
| $2,553,000.00$ | $2,523,349.07$ | 3.250 | AAA | 1.880 | 258 | $06 / 15 / 2012$ |
| $985,458.00$ | $977,527.63$ | 3.250 | AAA | 1.373 | 258 | $06 / 15 / 2012$ |
| $5,620,340.00$ | $5,505,752.27$ | 2.125 | AAA | 2.037 | 452 | $12 / 26 / 2012$ |
| $950,348.40$ | $933,946.38$ | 2.125 | AAA | 1.771 | 452 | $12 / 26 / 2012$ |
| $3,624,156.25$ | $3,589,398.39$ | 2.300 | AAA | 1.728 | 265 | $06 / 22 / 2012$ |
| $3,421,406.25$ | $3,388,592.89$ | 2.300 | AAA | 1.728 | 265 | $06 / 22 / 2012$ |
| $1,791,824.10$ | $1,769,898.80$ | 2.125 | AAA | 2.134 | 258 | $06 / 15 / 2012$ |
| $632,706.25$ | $626,109.42$ | 2.125 | AAA | 1.865 | 258 | $06 / 15 / 2012$ |

September 30, 2011

| CUSIP | Investment \# | IssuerAverage <br> Balance | Purchase Date | Par Value | Market Value | Book Value | Stated Rate | S\&P | $\begin{gathered} \text { YTM } \\ 365 \end{gathered}$ | Days to Maturity | $\begin{array}{r} \text { Maturity } \\ \text { Date } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FDIC Insured Medium Term Notes |  |  |  |  |  |  |  |  |  |  |  |
| 949744ACO | 4631 | WELLS FARGO COMPANY | 11/16/2009 | 1,080,000.00 | 1,093,316.40 | 1,085,670.07 | 2.125 | AAA | 1.365 | 258 | 06/15/2012 |
| 949744AC0 | 4665 | WELLS FARGO COMPANY | 01/19/2010 | 830,000.00 | 840,233.90 | 834,441.34 | 2.125 | AAA | 1.351 | 258 | 06/15/2012 |
| Subtotal and Average $\quad 40,554,498$. |  |  |  | 40,370,000.00 | 41,138,370.05 | 40,544,920.81 |  |  | 1.962 | 322 |  |

## Medium Term Notes

| 084670AV0 | 4681 | BERKSHERE HATHAWAY FIN | 02/11/2010 | 3,750,000.00 | 3,942,637.50 | 3,747,907.71 | 3.200 | 3.218 | 1,229 | 02/11/2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 084670AV0 | 4791 | BERKSHERE HATHAWAY FIN | 06/14/2010 | 910,000.00 | 956,746.70 | 925,855.18 | 3.200 | 2.645 | 1,229 | 02/11/2015 |
| 06406JHB4 | 4814 | BANK OF NEW YORK MELLON | 08/16/2010 | 2,070,000.00 | 2,222,331.30 | 2,249,771.50 | 4.950 | 2.288 | 1,261 | 03/15/2015 |
| 06406JHB4 | 4864 | BANK OF NEW YORK MELLON | 10/06/2010 | 2,300,000.00 | 2,469,257.00 | 2,526,498.25 | 4.950 | 1.960 | 1,261 | 03/15/2015 |
| 06406JHB4 | 4977 | BANK OF NEW YORK MELLON | 02/25/2011 | 100,000.00 | 107,359.00 | 106,938.28 | 4.950 | 2.811 | 1,261 | 03/15/2015 |
| 09247XAD3 | 4781 | Blackrock Inc | 06/08/2010 | 470,000.00 | 499,412.60 | 477,487.84 | 3.500 | 2.963 | 1,166 | 12/10/2014 |
| 09247XAD3 | 4783 | Blackrock Inc | 06/08/2010 | 505,000.00 | 536,602.90 | 512,970.32 | 3.500 | 2.968 | 1,166 | 12/10/2014 |
| 09247XAD3 | 4785 | Blackrock Inc | 06/10/2010 | 950,000.00 | 1,009,451.00 | 971,110.04 | 3.500 | 2.755 | 1,166 | 12/10/2014 |
| 09247XAD3 | 4790 | Blackrock Inc | 06/14/2010 | 1,125,000.00 | 1,195,402.50 | 1,148,156.86 | 3.500 | 2.809 | 1,166 | 12/10/2014 |
| 166751AH0 | 4682 | CHEVRON FUNDING | 02/12/2010 | 2,375,000.00 | 2,558,136.25 | 2,454,948.25 | 3.950 | 2.480 | 884 | 03/03/2014 |
| 166751AH0 | 4685 | CHEVRON FUNDING | 02/24/2010 | 1,840,000.00 | 1,981,882.40 | 1,896,948.52 | 3.950 | 2.596 | 884 | 03/03/2014 |
| 166751AH0 | 4975 | CHEVRON FUNDING | 02/25/2011 | 222,000.00 | 239,118.42 | 234,227.11 | 3.950 | 1.611 | 884 | 03/03/2014 |
| 166751AHO | 4976 | CHEVRON FUNDING | 02/25/2011 | 182,000.00 | 196,034.02 | 192,038.61 | 3.950 | 1.608 | 884 | 03/03/2014 |
| 254687AW6 | 4978 | WALT DISNEY COMPANY, THE | 02/28/2011 | 2,865,000.00 | 3,094,858.95 | 3,067,338.36 | 4.500 | 1.232 | 806 | 12/15/2013 |
| 254687AW6 | 4980 | WALT DISNEY COMPANY, THE | 03/03/2011 | 310,000.00 | 334,871.30 | 331,698.15 | 4.500 | 1.260 | 806 | 12/15/2013 |
| 278642AB9 | 4885 | EBAY INC. | 10/28/2010 | 4,950,000.00 | 4,964,800.50 | 4,942,951.72 | 1.625 | 1.662 | 1,475 | 10/15/2015 |
| 36962G4C5 | 4607 | G.E. CAPITAL CORP. | 08/12/2009 | 3,360,000.00 | 3,673,219.20 | 3,472,083.36 | 5.900 | 4.469 | 955 | 05/13/2014 |
| 36962G4C5 | 4608 | G.E. CAPITAL CORP. | 08/12/2009 | 390,000.00 | 426,355.80 | 403,263.04 | 5.900 | 4.442 | 955 | 05/13/2014 |
| 36962G4C5 | 4857 | G.E. CAPITAL CORP. | 09/30/2010 | 1,950,000.00 | 2,131,779.00 | 2,136,735.05 | 5.900 | 2.081 | 955 | 05/13/2014 |
| 428236AV5 | 4692 | HEWLETT PACKARD | 03/18/2010 | 2,060,000.00 | 2,213,222.80 | 2,168,279.82 | 4.750 | 2.655 | 975 | 06/02/2014 |
| 428236AV5 | 4694 | HEWLETT PACKARD | 03/19/2010 | 790,000.00 | 848,760.20 | 831,481.98 | 4.750 | 2.657 | 975 | 06/02/2014 |
| 459200GR6 | 4676 | IBM CORP. | 02/01/2010 | 2,940,000.00 | 2,999,917.20 | 2,949,581.90 | 2.100 | 1.888 | 583 | 05/06/2013 |
| 24422ERA9 | 4981 | JOHN DEERE CAPITAL CORP | 03/03/2011 | 795,000.00 | 803,331.60 | 794,364.53 | 1.600 | 1.634 | 884 | 03/03/2014 |
| 46625HHP8 | 4697 | JP MORGAN CHASE | 03/23/2010 | 2,075,000.00 | 2,126,169.50 | 2,093,010.24 | 3.700 | 3.412 | 1,207 | 01/20/2015 |
| 46625HHP8 | 4701 | JP MORGAN CHASE | 03/25/2010 | 1,000,000.00 | 1,024,660.00 | 1,005,550.95 | 3.700 | 3.515 | 1,207 | 01/20/2015 |
| 46625HHP8 | 4973 | JP MORGAN CHASE | 02/24/2011 | 1,825,000.00 | 1,870,004.50 | 1,870,358.53 | 3.700 | 2.898 | 1,207 | 01/20/2015 |
| 61747YCFO | 4797 | MORGAN STANLEY - DEAN WITTER | 06/28/2010 | 3,100,000.00 | 3,139,339.00 | 3,216,703.33 | 6.000 | 4.417 | 955 | 05/13/2014 |
| 61747YCFO | 4863 | MORGAN STANLEY - DEAN WITTER | 10/01/2010 | 1,295,000.00 | 1,311,433.55 | 1,389,105.80 | 6.000 | 3.045 | 955 | 05/13/2014 |
| 665859AKO | 4680 | NORTHERN TRUST CORP | 02/04/2010 | 2,770,000.00 | 2,986,281.60 | 2,906,295.43 | 4.625 | 2.600 | 943 | 05/01/2014 |
| 665859AKO | 4878 | NORTHERN TRUST CORP | 10/25/2010 | 675,000.00 | 727,704.00 | 730,862.81 | 4.625 | 1.335 | 943 | 05/01/2014 |
| 713448BM9 | 4782 | Pepsi Co | 06/08/2010 | 1,020,000.00 | 1,080,129.00 | 1,037,222.38 | 3.100 | 2.552 | 1,202 | 01/15/2015 |
| 713448BM9 | 4786 | Pepsi Co | 06/10/2010 | 2,080,000.00 | 2,202,616.00 | 2,126,427.11 | 3.100 | 2.379 | 1,202 | 01/15/2015 |
| 713448BM9 | 4873 | Pepsi Co | 10/18/2010 | 790,000.00 | 836,570.50 | 834,715.97 | 3.100 | 1.324 | 1,202 | 01/15/2015 |

## CHANDLER

Portfolio Management
Page 4 Portfolio Details - Investments

September 30, 2011

| CUSIP | Investment \# | Issuer | Average Balance | Purchase Date | Par Value | Market Value | Book Value | $\begin{array}{r} \text { Stated } \\ \text { Rate } \\ \hline \end{array}$ | S\&P | $\begin{array}{r} \text { YTM } \\ 365 \\ \hline \end{array}$ | Days to Maturity | Maturity Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Medium Term Notes |  |  |  |  |  |  |  |  |  |  |  |  |
| 713448BM9 | 4884 | Pepsi Co |  | 10/26/2010 | 780,000.00 | 825,981.00 | 825,221.47 | 3.100 |  | 1.283 | 1,202 | 01/15/2015 |
| 717081AR4 | 4517 | PFIZER |  | 05/11/2009 | 1,970,000.00 | 2,140,956.60 | 2,018,194.20 | 4.500 |  | 3.374 | 868 | 02/15/2014 |
| 717081AR4 | 4526 | PFIZER |  | 05/21/2009 | 280,000.00 | 304,298.40 | 287,437.42 | 4.500 |  | 3.281 | 868 | 02/15/2014 |
| 717081AR4 | 5016 | PFIZER |  | 06/30/2011 | 185,000.00 | 201,054.30 | 200,581.66 | 4.500 |  | 0.899 | 868 | 02/15/2014 |
| 717081AR4 | 5017 | PFIZER |  | 06/30/2011 | 565,000.00 | 614,030.70 | 611,111.62 | 4.500 |  | 1.005 | 868 | 02/15/2014 |
| 74005PAR5 | 4787 | Praxair Inc |  | 06/10/2010 | 1,260,000.00 | 1,390,372.20 | 1,341,912.00 | 4.625 |  | 2.633 | 1,276 | 03/30/2015 |
| 74005PAR5 | 4831 | Praxair Inc |  | 08/24/2010 | 125,000.00 | 137,933.75 | 135,940.22 | 4.625 |  | 1.993 | 1,276 | 03/30/2015 |
| 74005PAQ7 | 4855 | Praxair Inc |  | 09/29/2010 | 1,575,000.00 | 1,769,118.75 | 1,748,050.99 | 5.250 |  | 1.599 | 1,141 | 11/15/2014 |
| 91159HGY0 | 4837 | US BANCORP |  | 09/13/2010 | 1,840,000.00 | 1,851,297.60 | 1,838,457.16 | 1.375 |  | 1.419 | 713 | 09/13/2013 |
| 91159HGYO | 4839 | US BANCORP |  | 09/14/2010 | 210,000.00 | 211,289.40 | 209,871.57 | 1.375 |  | 1.407 | 713 | 09/13/2013 |
| 91159HGYO | 4854 | US BANCORP |  | 09/28/2010 | 2,860,000.00 | 2,877,560.40 | 2,866,522.73 | 1.375 |  | 1.255 | 713 | 09/13/2013 |
| 94980 VAA6 | 4700 | WELLS FARGO BANK |  | 03/25/2010 | 2,900,000.00 | 3,021,916.00 | 2,980,849.22 | 4.750 |  | 3.830 | 1,227 | 02/09/2015 |
| 94980VAA6 | 4972 | WELLS FARGO BANK |  | 02/24/2011 | 1,825,000.00 | 1,901,723.00 | 1,918,970.11 | 4.750 |  | 3.107 | 1,227 | 02/09/2015 |
| 931142CL5 | 4768 | WAL-MART STORES |  | 05/12/2010 | 3,875,000.00 | 4,092,581.25 | 4,019,747.63 | 4.250 |  | 1.749 | 562 | 04/15/2013 |
| 931142CL5 | 4924 | WAL-MART STORES |  | 12/15/2010 | 535,000.00 | 565,040.25 | 560,108.47 | 4.250 |  | 1.150 | 562 | 04/15/2013 |
| 931142CL5 | 4925 | WAL-MART STORES |  | 12/15/2010 | 785,000.00 | 829,077.75 | 821,799.98 | 4.250 |  | 1.153 | 562 | 04/15/2013 |
| 931142CL5 | 4927 | WAL-MART STORES |  | 12/17/2010 | 955,000.00 | 1,008,623.25 | 999,604.77 | 4.250 |  | 1.164 | 562 | 04/15/2013 |
|  | Subtotal and Average |  | 79,179,998.49 |  | 76,364,000.00 | 80,453,250.39 | 79,137,270.15 |  |  | 2.479 | 1,013 |  |
| Total and Average |  |  | 324,313,388.48 |  | 319,363,403.34 | 331,874,002.38 | 324,773,778.30 |  |  | 2.205 | 920 |  |




## ECONOMIC UPDATE

## ECONOMIC UPDATE

- Recent economic data has generally been softer than expected, and market participants have begun to debate the possibility of the economy slipping back into recession. Political turmoil related to sovereign debt in Europe has led to increased uncertainty about the future course of the global economy. Market participants will be watching closely for a resolution to the European debt crisis and to see whether the recent slowdown in economic growth becomes more pronounced, or whether growth reaccelerates later in the year.
- As many expected, the Fed announced that it will engage in a form of "Operation Twist" by extending the average maturity of its securities purchases. The FOMC intends to purchase, by the end of June 2012, $\$ 400$ billion of Treasury securities with remaining maturities of 6 years to 30 years and to sell an equal amount of Treasury securities with remaining maturities of 3 years or less. This program is intended to put downward pressure on longer-term interest rates in an effort to stimulate the economy. The Fed kept its target rate unchanged at 0\%-0.25\%, and affirmed that it expects to keep the fed funds rate exceptionally low through mid-2013. The Fed's message on the economy was more downbeat than the prior FOMC statement, as they noted that "there are significant downside risks" to the current economic environment.
- The yield curve has flattened recently as longer-term rates have declined by more than shorter-term rates.


Source: U.S. Department of Labor


The September employment report showed that the economy added 103,000 jobs and the previous two month's totals were revised higher by 99,000 . The unemployment rate remained at $9.1 \%$. This report was an improvement; nevertheless, the employment situation in the country remains poor. Even though the economic recovery is two years old, the pace of recovery in the labor market is extremely weak by historical standards, and is one of the primary reasons why the recovery has been tepid.

## CONSUMER




Source: U.S. Department of Commerce

In September, Retail Sales rose $7.9 \%$ on a year-over-year basis. Consumer spending has rebounded from the depths of the recession and recent activity has been moderate; however, activity is still far short of the heights of the previous economic expansion as a weak job market and high energy prices restrain consumer spending. Consumer credit contracted by $\$ 9.5$ billion in August, following 10 consecutive months of expansion. Growing uncertainty about the economic outlook likely reduced consumers' willingness to take on additional debt.


Source: US Department of Commerce


Source: The Conference Board

Single-family housing starts rose $1.7 \%$ in September to 425,000 , compared to 418,000 in August. The housing market remains weak but seems to have stabilized following several years of sharp declines. The LEI increased $0.3 \%$ in August, the fourth consecutive positive reading. The recent positive trend in LEI indicates that the economy may be able to avoid recession; however, growth is unlikely to pick up substantially in the near term.

## MANUFACTURING



Source: Institute for Supply Management


Source: Federal Reserve

During September, the ISM Manufacturing Index increased to 51.6, compared to 50.6 in August. This is indicative of a manufacturing sector that is still expanding, but just slightly. It is somewhat positive that the recent downward trend appears to have ended. Capacity Utilization, which is production divided by capacity, increased to $77.4 \%$ in September. Despite increasing slightly over the past two years, current capacity utilization readings are still moderate and are one factor cited by economists who believe inflation will not significantly increase in the near future.



Source: US Department of Labor

In September, the CPI showed that consumer prices increased $3.9 \%$ on a year-over-year basis. The year-overyear Core CPI (CPI less food and energy) increased at a $2.0 \%$ rate. Although some producer prices have begun to increase, prices on consumer goods are not expected to rise sharply in the months ahead. The Federal Reserve has noted that it is monitoring commodity price increases, but believes that over the coming quarters, headline and core inflation is likely to settle at levels consistent with their mandate.


Source: U.S. Department of Commerce

The third estimate of the Gross Domestic Product (GDP) for Q2 2011 indicated that the economy grew at an annualized rate of $1.3 \%$. Recent GDP readings indicate a very weak level of economic activity. Many economists had previously been predicting that economic activity would pick up in the second half of the year, but recent weakness has led to a number of downward revisions in the forecasts for future economic growth.

Yield on the Two-Year Note
September 2009 through September 2011


Source: Bloomberg

The yield on the two-year note was slightly higher in September. Economic data was mostly softer throughout the month and reflected a slowdown in the ongoing moderate economic expansion, as well as concerns about what the outcome of the European sovereign debt crisis will be. The market continues to adjust to the Federal Reserve's pledge to maintain exceptionally easy monetary policy through mid-2013.

## YIELD CURVES

## June 30, 2011 and September 30, 2011



Source: Bloomberg

The yield curve has flattened as the yields on longer-term Treasuries have significantly declined by more than the yields on shorter-term Treasuries. Over the last three months, yields on all Treasuries have declined, with ten-year and thirty-year securities showing the largest decrease.


[^0]:    Note: All rates are being reported at the gross quarterly yield prior to any adminstrative costs.

