IN THE MATTER OF Investment Committee

STENOGRAPHIC REPORT OF PROCEEDINGS had at the audio/video meeting of the above-entitled matter, held at 20 South Clark Street, Suite 300, in the City of Chicago, County of Cook, State of Illinois, on May 14, 2021, commencing at the hour of 9:00 a.m.

## APPEARANCES

BOARD MEMBERS:

DANIEL FORTUNA, President and Annuitant Trustee

WILLIAM MURPHY, Secretary and Active Trustee
MELISSA CONYEARS-ERVIN, City Treasurer
TIMOTHY MCPHILLIPS, Active Trustee

ATTORNEYS FOR THE BOARD:
BURKE, BURNS AND PINELLI, LTD.
BY: MS. MARY PATRICIA BURNS

ALSO PRESENT:
LORI LUND, Deputy Director
LORNA SCOTT, Chief Investment Officer JOHN CONNESS, Fund Accountant
MARC TORRES, IT Analyst
MARK MYSLINSKI, City Treasurer's Office BRADY O'CONNELL, Callan

MEMBER MCPHILLIPS: Good morning, everyone. This is Investment Chairman Tim McPhillips.

I hereby convene this Investment
Committee meeting for May 14, 2021.
Lorna, would you mind taking a roll call?
MS. SCOTT: Trustee McPhillips.
MEMBER MCPHILLIPS: Here.
MS. SCOTT: Trustee Murphy.
MEMBER MURPHY: Here.
MS. SCOTT: Trustee Fortuna.
MEMBER FORTUNA: Here.
MEMBER MCPHILLIPS: Thank you. We have a quorum for today's meeting.

Public Act 101-0640 allows this meeting to be conducted by audio and video conference. The Act requires a roll call vote be taken on each matter acted upon.

We are proceeding by video and audio conference because we continue to believe that due to the pandemic it is prudent to not all be physically present in the same space. We have posted notice of this meeting in accordance with the Open Meetings Act and the meeting is being
recorded. A transcript of the proceedings will be prepared and ultimately, after approval, will be made available on the Fund's website.

Now I am going to turn things over to the to the Fund's Chief Investment Officer, Lorna, to proceed through our committee agenda.

One other thing I'd like to note, we typically have public comment at the beginning of the meeting. We are going to have it at the end of the meeting today.

Lorna, go ahead. Thank you.
MS. SCOTT: There are three items on the agenda. One is to hear the finalist presentations related to the investment consultant search that we launched in January.

Number two is to have Callan review its first quarter performance.

Number three is to review our May cash needs and rebalancing.

So as we start the first item on the agenda, I think we should go into Executive Session.

MEMBER MCPHILLIPS: Lorna, thank you.
Before we begin the presentations from
the investment consultant RFP finalists, $I$ would like to make a motion to go into Executive Session pursuant to Section $2(c) 7$ to discuss specific investment contracts. Do I have a second on my motion?

MEMBER MURPHY: Second.
MEMBER MCPHILLIPS: Can you call the roll
call on this, Lorna?
MS. SCOTT: Trustee McPhillips.
MEMBER McPHILLIPS: Yes.
MS. SCOTT: Trustee Murphy.
MEMBER MURPHY: Yes.
MS. SCOTT: Trustee Fortuna.
MEMBER FORTUNA: Yes.
MEMBER MCPHILLIPS: Motion passes.
We will now proceed in closed session.
(Member Conyears-Ervin entered the meeting.

The Board went into Executive Session off the record.

No action was taken in Executive Session.)

MEMBER MCPHILLIPS: We are out of
Executive Session.

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I'd like to thank the investment consultant finalists for their presentations.
At this time \(I\) would like to make a
``` motion, based on the CIO's recommendation, that the committee recommends to the Board the approval of Callan as the Fund's investment consultant subject to successful contract negotiations. Is there a second?

MEMBER FORTUNA: Second.
MEMBER MCPHILLIPS: Seconded by President Fortuna.

Lorna, can we please have a roll call vote?

MS. SCOTT: Trustee McPhillips.
MEMBER MCPHILLIPS: Yes.

MS. SCOTT: Trustee Conyears-Ervin
MEMBER CONYEARS-ERVIN: Yes.
MS. SCOTT: Trustee Murphy.
MEMBER MURPHY: Yes.
MS. SCOTT: Trustee Fortuna.

MEMBER FORTUNA: Yes.
MEMBER MCPHILLIPS: The motion passes.
Lorna, I will now turn the agenda back over to you for Callan's Executive Summary on the

Q1 2021 results.
MS. SCOTT: Actually, \(I\) will turn it right over to Brady and ask Mark to share his screen with the Callan Executive Summary.

MR. O'CONNELL: Thank you.
I am going to ask that we move to the top of Page 5 and just talk about the broad capital market environment during the first quarter in the past year because it is remarkable for two reasons.

From a negative perspective, what we saw in the first quarter is a rise in interest rates so the yield on the 10 -year treasury went from around 0.9 to like 1.6 or 1.7.

When interest rates go up, the prices of bonds go down. If we look at the bars for the last quarter, the broad bond market is that Bloomberg Barclays aggregate was down 3.4 percent during the first quarter.

So as we digest the returns of your bond portfolio, the broader environment saw declines in that due to interest rates going up.

On the positive side, we saw equity assets continue to rally and in particular small cap. So we saw double digit returns from some of
the equity indices; the Russell 2000 and the Russell 1000 Value.

If you look at that one year column, the rebound in small cap was extraordinarily remarkable. And as we look at the one year numbers here through the course of this report, we need to make sure everyone understands that this particular one year time period started at the very bottom of kind of the Covid market crash so April 2020 through the end of the first quarter of 2021. So we have rolled off the impact of that 30 percent equity market drop in this one year number so that is a reason to just be fairly cautious when getting too excited about the extraordinary returns that we see here. It is catching all of the rebound but none of the drop that we saw early in 2020.

So if we turn to the top of Page 7 , so we will skip the next slide, it is the asset allocation that you're largely aware of. Focusing on results through the more recent time period, a fairly modest absolute and relative return during the first quarter of 2021. We did rank in the top quartile of this peer group up 3.76 with that passive index up 3.46 .

The one year number really strong at 41.6, and if we look towards the table at the bottom of this page, we will unpack the source of that excess return during the past 12 months.

So at the bottom, the table at the very bottom of this page, shows the attribution effect of the one year return.

Basically, what we try to do is take your actual return, compare it to the benchmark, and break down where outperformance or underperformance came from during the time period.

So you can see asset allocation was a net negative, so in this period of time where we had risky assets kind of going through the roof, we had to hold cash to pay benefits. Whenever you hold even a marginal amount of cash when equities are up 50, 60, or 70 percent, that is going to create a drag. You do see holding cash cost us about a percent relative to the benchmark but the good news is it was offset by the positive manager effect.

If you look at domestic equity and fixed income under that manager effect column, you will see a positive impact of 3.54 and 3.18 percent. International equities also positive.

So in the first quarter of 2020, we
lagged the benchmark by a wide horizon.
You may remember some of these
discussions. Active management in that time period did not help us, but in the rebound that we have seen since the bottom of the Covid panic the active managers have come back.

Now if we turn to the next slide, you will see that this one year was strong but we still have a little ways to go.

I am focusing on the table at the upper left-hand side of this page where we show quarter by quarter how you have done from a total return standpoint relative to the index.

We did experience relative underperformance in the first quarter of 2020. We made some of that up in the second quarter. We made a lot of it up in the fourth quarter of 2020 and then a little bit more recently.

But it is my expectation that these active managers will continue to show results and that hopefully we'll be able to more than make up for that drop in relative performance we saw in the first quarter of 2020 .
\(\square\)
If we can turn to Page 11 , \(I\) will just make a few comments about some of the managers in your portfolio.

On Page 11, I will start with fixed income. I think it's just worth reminding the Investment Committee that the structure of the fixed income portfolio is such that you have a manager in two portfolios that are very high quality and lower risk in the Ernest Partners portfolio. They are complimented by Loomis and Western, who are more aggressive in the fixed income management. They will use things kind of outside of US treasuries. And when we look at one year results, those aggressive managers have pretty strong returns and fairly modest returns from Earnest Partners.

If we were having this discussion one year ago, it would be a much different picture. And the Board and the Investment Committee have had discussions about the Loomis Sayles approach so they have done extraordinarily well in providing returns to the Fund over a very long period of time. But we know when there is a flight to quality, when there is panic, when people
buy treasuries, the risky bonds that this manager holds will underperform. We know this. We know that over long periods of time they do well but very short windows of time their results can lag the benchmark and lag peers.

So understanding that as we monitor the portfolio is important and I think this structure is good. It gives us the liquidity that we need to pay benefits but it also allows us to use these two skilled active managers to try to add value in an asset class that we think is robust for adding value.

Let's turn to Page 13, \(I\) will just make a few comments about some of the equity managers in the portfolio. Again, you know, the first slide I started with talked about how some of the asset classes for the year are showing extraordinary returns.

You can see here the one year column. I don't know that \(I\) have ever seen one year returns over 100 percent. This is really a unique period of time and it really causes the strong reflex in me to want to manage expectations going forward.

So Jackson Square, they had a down
quarter in the first quarter of this year, but if you look at that one year number up over 100 percent. Well ahead of the Russell 2500 Growth Index, their benchmark, which was up almost 90 percent.

As we think about the portfolio and the watchlist and changes we have to make into the future, it's important to point out Globeflex Capital, one of the watchlist managers, was up almost 12 and a half percent in the quarter and that return was well ahead of their benchmark almost by 10 percentage points. They still lagged and by significant margins during some of these trailing time periods, but really a strong rebound and I am hopeful that will continue.

Keeley Teton is one of the other managers on the watchlist and they exceeded the benchmark by a more modest margin during the first quarter, but have a really strong one year return. Rather than being performance driven, the concerns with Keeley Teton \(I\) think are more organizationally focused and Lorna and \(I\) continue to have discussions with them to make sure we stay on top of the developments at that firm.
\(\square\) to make related to the international equity portfolio so that is the bottom half of this page.

What we saw at the end of the fourth quarter of last year was a rebound in value oriented managers. Over the past couple of years we have had a lot of discussions about growth oriented companies. Think tech stocks, Amazon, doing extraordinarily well and value companies that tend to be financial services or energy or other things had lagged the broad market.

Lately we have seen value turn around and that is apparent when we look at the results of Brandes. Their returns for the quarter and the year are well ahead of their benchmark but you can see they are lagging over the long period of time. So we think as value continues to rebound, Brandes, with a very distinct value style, should continue to outperform.

There is a similar phenomenon with LSV, the Fund's dedicated emerging market manager. They had a good quarter but their value style has really been a bit of a headwind during the past three and five years.

We hope that as value cycles back into favor that both LSV and Brandes will continue to outperform.

Last two notes here, Brown Capital and Highclere now showing up. Those are two of the newer additions to the Fund lineup.

Some fairly modest results, some underperformance, from Brown Capital right out of the gate. We never like to see underperformance early in a relationship, but the returns that Brown Capital had were very strong so we knew that there is the possibility for moderation at some point. But we still believe that investors like you that have the long-term perspective that we need to stay patient and give them a decent amount of time to prove their strategy.

Then maybe we will just turn to Page 15 and show the managers that are in kind of the real assets in other categories.

So we have got PIMCO here as the loan commodity manager and we did see a significant rebound in commodities as the prices of energy went up; oil and gas. We saw that result in fairly strong absolute returns for the index and for this
manager in particular.
When we look at the real estate portfolio, \(I\) think if we had the market values here it would hit home that the bulk of our real estate is now in core investments with CBRE and Principal. The Apollo/Citigroup investment was a closed end fund investment that was made 10 or 12 years ago. It is a very small amount, \(I\) think just over a million dollars, but it is a reminder of kind of how long bad private market investments can hang around. We do expect that to eventually liquidate and then the bulk of our investments will be in these more open end funds with CBRE and Principal.

I think \(I\) will leave it at that in terms of the prepared remarks. Happy to answer any questions that the committee may have.

MS. SCOTT: Just a quick question, looking ahead at the commodities index, given that negative 10 -year return, can you see us staying invested in commodities from an asset allocation perspective?

MR. O'CONNELL: That is a good question and ties back \(I\) think to one of the discussions we had this time last year about that and I think
there are better real asset investment opportunities out there.

I am hopeful that we continue to see a rebound in commodities and \(I\) would expect that if we can get a good rebound before we get out, that would be a good experience. Because I do think as we think about real assets, assets that respond to inflation, commodities have just been very volatile and a little narrow and there are better things out there that we will look at during that Asset Liability Study.

MS. SCOTT: It was nice to have that nice pop more recently. But just thinking about it over the long-term, can we hang on to something like this.

If there are no other questions, we can move right along. I think \(I\) will skip over the \(Q 1\) manager universe charts, which is just where I graphed how many of our managers are top performing.

As Brady has walked through, a lot of these managers you notice that peer ranking. These highlighted managers that are basically in the red. We have a lot in green in those charts and that is
good, but we also have red in those charts. But as he has already discussed a lot of them, I will skip my charts and we will go right to May cash needs.

I will turn it over to John, who is stepping in for Jackie.

MR. CONNESS: Good morning, everybody. I will keep this brief for everyone.

As you can see here on the statements, we currently have a balance of \(\$ 118\) million sitting at Chase and we expect another \(\$ 1.85\) million of salary contributions for a total availability of \(\$ 120.2\) million this month.

We have \(\$ 32\) million in benefit checks that will be coming out, a few more retro checks as well, and that will take up the bulk majority of everything that will be paid out this month.

That brings our expenditures for the month to \(\$ 34.3\) million and the net change we will have \(\$ 85.9\) million in the bank at the end of the month.

However, in a positive note, we just in the last couple of hours received \(\$ 6\) million in real estate taxes deposited into our account so that number we can actually raise to \(\$ 91.8\) million.
\(\square\)
earning 5 basis points and that is earning far more than what it was at Fidelity at 1 basis point.

So with that we can go to the cash flow projections. Thank you, Mark. Looking at this you can see still with the ARC funding moving right along, there are no needs for any draw downs in the coming months or really at all in the future projections.

So far with the addition of today's real estate deposits, we have 64 percent of our expected contributions in, that is \(\$ 238\) million, and we are far ahead of where we normally are this time of year so that has been great to see.

Unless anyone has any questions, that will wrap it up.

MS. SCOTT: Let's move to the rebalancing template. And, no, we don't have to raise any cash but \(I\) think it is worth checking in just to look at our asset allocation.

So if we look at the first column, which shows where we are as of May 10 th, scroll all the way down to the bottom, you can see we have cash at Northern of \(\$ 16.2\) million. John said we have about
\(\$ 91.8\) million in cash at Chase, that is about three months of benefit payments. We are going to leave that cash there and not transfer anything over to Northern.

But looking at this template, we can check-in, like \(I\) said on our asset allocation, by looking at the last column, the variance, that compares where we are versus the target.

So looking at equities, you can see what is in public equities, we are over target and that is offset by being under target in private. Within equities, we are very, very close to target.

Scrolling on down, you can see real assets, we are slightly off target. We are underweight and we're also underweight liquid diversifying with an overweight to cash.

At the end of the day, we are very, very close to target and we are within range so that is a checkmark on our asset allocation review.

I think with that, we have covered our investment related items on the agenda. I will turn it back.

MEMBER MCPHILLIPS: Thank you, Lorna.
Moving onto public comments, consistent
with Public Act 91-0715 and reasonable constraints determined by the Board of Trustees, at each regular meeting of the Board or its committees that is open to the public, members of the public may request a brief time to address the Board on relevant matters within its jurisdiction.

Historically, we have limited this to two minutes, but if there are any members of the public that would like to address the Board, now is the time to do it.

Mark, do you have anyone that wants to address the Board?

MR. TORRES: If they do, they can unmute themselves, but it looks like we may not. We have two members of the public or three members of the public, but they are able to unmute themselves, if they wish.

MEMBER MCPHILLIPS: Hearing none, we are going to move on. Is there a motion to adjourn today's meeting?

MEMBER MURPHY: I'd like to make that motion.

MEMBER MCPHILLIPS: DO I have a second?
MEMBER FORTUNA: Second.

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MEMBER MCPHILLIPS: All in favor?
(Chorus of ayes.)
MEMBER MCPHILIIPS: Opposed?
(No nays.)
MEMBER MCPHILLIPS: The Investment
Committee is now adjourned.
(WHICH WERE ALL THE PROCEEDINGS
IN THE ABOVE-ENTITLED MEETING

AT THIS DATE AND TIME.)
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STATE OF ILLINOIS )
) SS.
COUNTY OF DU PAGE )

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DEBORAH TYRRELL, being a Certified Shorthand Reporter, on oath says that she is a court reporter doing business in the County of DuPage and State of Illinois, that she reported in shorthand the proceedings given at the taking of said cause and that the foregoing is a true and correct transcript of her shorthand notes so taken as aforesaid; and contains all the proceedings given at said cause.
 License No. 084-001078
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12:14, 14:1, 20:24
\end{tabular}} \\
\hline 2020 [6]-8:9, 8:16, & \begin{tabular}{l}
accordance [1] - 3: \\
account [1]-18.23
\end{tabular} & assets [6]-7:23, 9:14, & & \\
\hline 10:1, 10:16, 10:18, &  & \multirow[t]{2}{*}{15:19, 17:7, 20:14
\[
\mathbf{A T}_{[1]}-22: 10
\]} & \multirow[t]{5}{*}{\begin{tabular}{l}
BURKE [1]-2:9 \\
BURNS \({ }_{[2]}-2: 9,2: 10\) \\
business [1]-23:8 \\
buy [1] - 12:1 \\
BY [1] - 2:10
\end{tabular}} & \multirow[t]{5}{*}{```
Committee [5] - 1:8,
    3:5, 11:6, 11:20,
    22:6
committee [3] - 4:6,
    6:5, 16:16
committees [1] - 21:3
```} \\
\hline 10:24 & \begin{tabular}{l}
Accountant \([1]-2: 13\) \\
Act [4] - \(3 \cdot 15,3 \cdot 17\)
\end{tabular} & & & \\
\hline 2021 [5]-1:15, 3:5, & \[
\text { Act }[4]-3: 15,3: 17 \text {, }
\]
\[
3: 24,21: 1
\] & ATTORNEYS \(_{[1]}-2: 8\) & & \\
\hline \[
\begin{gathered}
7: 1,8: 10,8: 22 \\
250\left[_{[1]}-13: 3\right.
\end{gathered}
\] & acted [1] - 3:18 & attribution [1] - 9:6 & & \\
\hline 2500[1] - & ction [1] - 5:21 & 3:16, 3:1 & & \\
\hline 3 & active \([4]-10: 4,10: 6\),
10:21, 12:10 & availability [1] - 18:11 & C & commodities [5] - \\
\hline 3.18[1] - 9:23 & \multirow[t]{2}{*}{Active \({ }_{[2]}-2: 5,2: 7\)
actual \({ }_{[1]}-9: 9\)} & aware [1] - 8:19 & Callan \([4]-2: 15,4: 16\), & \[
\begin{aligned}
& 15: 22,16: 1 \\
& 17: 4,17: 8
\end{aligned}
\] \\
\hline 3.4 [1]-7:17 & & ayes [1]-22:2 & \multirow[t]{9}{*}{\begin{tabular}{l}
6:6, 7:4 \\
Callan's [1]-6:24 \\
cap [2] - 7:24, 8:4 \\
Capital [4]-13:9, 15:4, 15:8, 15:11 capital [1] - 7:7 cash [11]-4:18, 9:15, 9:16, 9:18, 18:3, 19:4, 19:18, 19:23, 20:1, 20:3, 20:16 catching [1] - 8:15 categories [1]-15:19
\end{tabular}} & \multirow[t]{3}{*}{\[
\begin{aligned}
& \text { commodity }[1]-15: 21 \\
& \text { companies }[2]-14: 8, \\
& \text { 14:9 }
\end{aligned}
\]} \\
\hline 3.46 [1]-8:24 & add [1] - 12:10 & & & \\
\hline 3.54[1] -9:23 & adding \({ }_{[1]}-12: 11\) & B & & \\
\hline 3.76 [1]-8:23 & addition [1] - 19:10 & & & compare [1] - 9:9 \\
\hline 30
[1] & additions [1] - 15:6
address [3]-21:5, & \multirow[t]{5}{*}{\begin{tabular}{l}
bad [1] - 16:10 \\
balance [1] - 18:9 \\
bank [1] - 18:19 \\
Barclays \({ }_{[1]}\) - 7:17 \\
bars [1]-7:15 \\
based [1] - 6:4 \\
basis [2]-19:2, 19:3
\end{tabular}} & & compares [1]-20:8 \\
\hline \(300\left[{ }_{[1]}-1: 13\right.\) & address [3]-21:5, & & & complimented [1] - \\
\hline 34.3 [1]-18:18 & 21:9, 21:12 & & & 11:10 \\
\hline 4 & adjourned [1] - 22:6 & & & concerns [1] - 13:20
conducted [1] - \(3: 16\) \\
\hline 41.6 [1]-9:2 & \[
\begin{gathered}
\text { agenda }[5]-4: 6,4: 13 \\
4: 21,6: 23,20: 21
\end{gathered}
\] & & & \[
\begin{aligned}
& \text { conference }[2]-3: 16 \text {, } \\
& 3: 20
\end{aligned}
\] \\
\hline
\end{tabular}

\begin{tabular}{|c|c|c|c|c|}
\hline le & matters [1]-21:6 & 5:11, 5:13, 6:14, & es [1] & PINELLI \({ }_{[1]}-2: 9\) \\
\hline left-hand \({ }_{[1]}-10: 1\) & MCPHILLIPS & 6:18, 6:20, 7:2, & 17:2 & 13:8, 15: \\
\hline Liability \({ }_{[1]}-17: 11\) & 1, 3:13, 4:23, 5:7 & 17, 17:12, 19:17 & sed [1] - 22:3 & 19:3 \\
\hline License [1]-23:18 & 5:15, 5:23, 6:10 & MURPHY [6] - 2:5 & organizationally [1] - & points [2]-13:12 \\
\hline limited [1]-21:7 & 6:15, 6:22, 20:23 & :10, 5:6, 5:12, 6:19, & 3:2 & 19:2 \\
\hline lineup [1] - 15:6 & 21:18, 21:23, 22:1 & 21:2 & oriented [2] - 14:6 & pop [1] - 17:13 \\
\hline liquid [1] - 20:15 & 22:3, 22:5 & Murphy [3]-3:9, 5:11, & 14:8 & portfolio [9]-7:20 \\
\hline liquidate [1]-16:11 & McPhillips [7] - 2:7 & 6:18 & outperform [2] & 11:3, 11:7, 11:1 \\
\hline liquidity \({ }_{[1]}\) - 12:8 & 3:3, 3:7, 3:8, 5:9 & MYSLINSKI \({ }_{[1]}-2: 1\) & 14:19, 15:3 & :7, 12:15, 13:6, \\
\hline \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { loan }[1]-15: 20 \\
& \text { long-term } 22]-15: 14, \\
& \text { 17:14 }
\end{aligned}
\]} & 5:10, 6:14 & & outp & :3, 16:3 \\
\hline & \begin{tabular}{l}
MEETING [1] - 22:9 \\
meeting [11] - 1:12,
\end{tabular} & N & 9:10 & portfolios \([1]-11: 8\)
positive \([5]-7: 22\), \\
\hline look [12] - 7:15, 8:3,
\(8 \cdot 5,9: 2,9: 21,11: 13\) & \[
\begin{aligned}
& 3: 5,3: 14,3: 15,3: 23, \\
& 3: 24,4: 9,4: 10,5: 18 \\
& 21: 3,21: 20
\end{aligned}
\] & \multirow[t]{2}{*}{```
narrow [1] - 17:9
nays [1] - 22:4
need [3]-8:6, 12:8,
    15:14
```} & overweight [1] - 20:16 & \[
\begin{aligned}
& 9: 20,9: 23,9: 24, \\
& 18: 21
\end{aligned}
\] \\
\hline \[
\begin{aligned}
& \text { 13:2, 14:13, 16:2, } \\
& \text { 17:10, 19:19, 19:21 }
\end{aligned}
\] & \begin{tabular}{l}
\[
21: 3,21: 20
\] \\
Meetings [1] - 3:24
\end{tabular} & & & \begin{tabular}{l}
possibility [1]-15: \\
posted [1] - 3:23
\end{tabular} \\
\hline looking [5] - 16:18, & \multirow[t]{2}{*}{\begin{tabular}{l}
MELISSA \({ }_{[1]}-2: 6\) \\
Member \({ }_{[1]}-5: 17\) \\
MEMBER [27] - 3:1,
\end{tabular}} & \[
\begin{aligned}
& \text { needs }[3]-4: 19,18: 3, \\
& 19: 7
\end{aligned}
\] & \multirow[t]{3}{*}{\[
\begin{aligned}
& \text { PAGE }_{[1]}-23: 2 \\
& \text { Page }[6]-7: 7,8: 17, \\
& 11: 1,11: 4,12: 13, \\
& 15: 17
\end{aligned}
\]} & prepared [2]-4:2, \\
\hline 100 & & \multirow[t]{2}{*}{\[
\begin{gathered}
\text { negative }[3]-7: 10, \\
9: 13,16: 19
\end{gathered}
\]} & & PRESENT [1]-2:1 \\
\hline looks [1] - 21:14 & 3:8, 3:10, 3:12, 3:13, & & & present \({ }_{[1]}-3: 22\) \\
\hline \[
\begin{aligned}
& \text { Loomis [2] - 11:10, } \\
& \text { 11:20 }
\end{aligned}
\] & \multirow[t]{2}{*}{\[
\begin{aligned}
& 4: 23,5: 6,5: 7,5: 10, \\
& 5: 12,5: 14,5: 15, \\
& 5: 23,6: 9,6: 10,6: 15,
\end{aligned}
\]} & \begin{tabular}{l}
negotiations [1] - 6:7 \\
net \({ }_{[2]}-9: 12,18: 18\)
\end{tabular} & \[
\begin{gathered}
\text { page }_{[4]}-9: 3,9: 6, \\
10: 12,14: 3
\end{gathered}
\] & presentations [3] -
\[
4: 13,4: 24,6: 2
\] \\
\hline LORI \({ }_{[1]}-2: 12\)
LORNA
[1] & & \multirow[t]{2}{*}{\begin{tabular}{l}
never \({ }_{[1]}\) - 15:9 \\
newer [1] - 15:6
\end{tabular}} & \multirow[t]{2}{*}{\begin{tabular}{l}
paid [1] - 18:16 \\
pandemic [1]-3:21
\end{tabular}} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { President }[2]-2: 3 \text {, } \\
& 6: 10
\end{aligned}
\]} \\
\hline LORNA [1] - 2:13 & \[
\begin{aligned}
& 5: 23,6: 9,6: 10,6: 15, \\
& 6: 17,6: 19,6: 22,
\end{aligned}
\] & & & \\
\hline \multirow[t]{3}{*}{\[
\begin{aligned}
& \text { Lorna }[9]-3: 6,4: 5 \\
& 4: 11,4: 23,5: 8,6: 12, \\
& 6: 23,13: 22,20: 23
\end{aligned}
\]} & \multirow[t]{3}{*}{\[
\begin{aligned}
& \text { 6:17, 6:19, 6:22, } \\
& \text { 20:23, 21:18, 21:21, } \\
& \text { 21:23, 21:24, 22:1, } \\
& 22: 3,22: 5
\end{aligned}
\]} & & \begin{tabular}{l}
pandemic [1] - 3:21 \\
panic [2] - 10:6, 11:24
\end{tabular} & pretty [1] - 11:14 \\
\hline & & next [2] - 8:18, 10:8
\[
\text { nice }[2]-17: 12
\] & \begin{tabular}{l}
particular [3] - 7:23, \\
8:7, 16:1
\end{tabular} & prices [2]-7:14, \\
\hline & & \[
\begin{aligned}
& \text { nice }[2]-17: 12 \\
& \text { none }[2]-8: 16,21: 18
\end{aligned}
\] & \multirow[b]{2}{*}{\[
\begin{aligned}
& \text { Partners [2]-11:9, } \\
& \text { 11:16 }
\end{aligned}
\]} & 15:22 \\
\hline \[
\operatorname{LSV}_{[2]}-14: 20,15
\] & \multirow[t]{2}{*}{\[
\begin{gathered}
\text { mEMBER }_{[1]}-6: 21 \\
\text { members }[4]^{-21: 4,} \\
21: 8,21: 15
\end{gathered}
\]} & normally \({ }_{[1]}\) - 19:13 & & \[
\begin{aligned}
& \text { Principal }{ }_{[2]}-16: 5 \text {, } \\
& 16: 13
\end{aligned}
\] \\
\hline LTD \({ }_{[1]}\) - 2:9 & & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { Northern [2]-19:24, } \\
& 20: 4
\end{aligned}
\]} & \multirow[t]{2}{*}{\begin{tabular}{l}
passes [2] - 5:15, 6:22 \\
passive [1] - 8:24
\end{tabular}} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { private [2] - 16:10, } \\
& 20: 11
\end{aligned}
\]} \\
\hline LUND \({ }_{[1]}\) - 2:12 & MEMBERS \({ }_{[1]}-2: 2\) & & & \\
\hline & \[
\begin{aligned}
& \text { million }[12]-16: 9, \\
& 18: 9,18: 10,18: 12,
\end{aligned}
\] & \begin{tabular}{l}
note [2]-4:7, 18:21 \\
notes [2] - 15:4, 23:12
\end{tabular} & \[
\begin{gathered}
\text { past }[4]-7: 9,9: 4, \\
14: 6,14: 23
\end{gathered}
\] & \begin{tabular}{l}
proceed [2] - 4:6, 5:16 \\
proceeding [1] - 3:19
\end{tabular} \\
\hline & & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { notice }[2]-3: 23, \\
& 17: 22
\end{aligned}
\]} & \multirow[t]{2}{*}{\begin{tabular}{l}
patient \({ }_{[1]}\) - 15:15 \\
PATRICIA \({ }_{[1]}-2: 10\)
\end{tabular}} & \multirow[t]{2}{*}{\begin{tabular}{l}
PROCEEDINGS \({ }_{[2]}\) - \\
1:11, \(22 \cdot 8\)
\end{tabular}} \\
\hline \multirow[t]{6}{*}{```
majority [1] - 18:15
manage [1] - 12:23
management [2] -
    10:4, 11:12
manager [8] - 9:20,
    9:22, 11:8, 12:1,
    14:21, 15:21, 16:1,
    17:18
```} & 18:22, 18:24, 19:12,
\[
19: 24,20: 1
\] & & & \\
\hline & & \[
\begin{aligned}
& \text { number }[4]-8: 12,9: 1, \\
& 13: 2,18: 24
\end{aligned}
\] & pay [2]-9:15, 12:9 & proceedings [3] - 4:1, \\
\hline & minutes [1]-21:8 & \multirow[t]{3}{*}{\[
\begin{aligned}
& \text { Number }[2]-4: 16, \\
& 4: 18 \\
& \text { numbers }[1]-8: 5
\end{aligned}
\]} & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { peer }[2]-8: 23,17: 22 \\
& \text { peers }[1]-12: 5
\end{aligned}
\]} & projections [2] - 19:5, \\
\hline & \multirow[t]{2}{*}{\[
\begin{aligned}
& \text { moderation }[1] \text { - } \\
& 15: 12
\end{aligned}
\]} & & & 19:9 \\
\hline & & & & prove \({ }_{[1]}-15: 16\) \\
\hline & modest [4]-8:21, & \multirow[t]{2}{*}{0} & percent \([10]\) - 7:17, & providing [1] - 11:22 \\
\hline managers [13]-10:7, & money \({ }_{[1]}\) - 19:1 & & \multirow[t]{2}{*}{\[
\begin{aligned}
& 8: 11,9: 17,9: 19, \\
& 9: 23,12: 21,13: 3, \\
& 13: 5,13: 10,19: 11
\end{aligned}
\]} & \begin{tabular}{l}
prudent [1] - 3:21 \\
public [8]-4:8, 20:10,
\end{tabular} \\
\hline 10:21, 11:2, 11:14, & monitor [1] - 12:6 & \multirow[b]{2}{*}{, 1} & & \multirow[t]{2}{*}{\[
\begin{aligned}
& 20: 24,21: 4,21: 8, \\
& 21: 15,21: 16
\end{aligned}
\]} \\
\hline 12:10, 12:14, 13:9, & month [4]-18:12, & & \[
\begin{gathered}
\text { 13:5, 13:10, 19:11 } \\
\text { percentage }[1]-13: 12
\end{gathered}
\] & \\
\hline 13:16, 14:6, 15:18, & 18:16, 18:18, 18:20 & \multirow[t]{2}{*}{oath [1]-23:7
OF \({ }_{[5]}-1: 4,1: 8,1: 11\)} & \multirow[t]{2}{*}{performance [3]-
4:17, 10:23, 13:20} & \multirow[t]{2}{*}{Public [2]-3:15, 21:1 pursuant [1]-5:3} \\
\hline 17:19, 17:22, 17:23 & months [3]-9:4, 19:8, & & & \\
\hline \multirow[t]{4}{*}{\begin{tabular}{l}
MARC \(_{[1]}-2: 14\) \\
margin [1] - 13:18 \\
marginal \([1]-9: 16\) \\
margins [1] - 13:13
\end{tabular}} & \multirow[t]{2}{*}{morning [2] - 3:1, 18:6} & \multirow[t]{2}{*}{23:1, \(23: 2\)
Office \({ }_{[1]}-2: 14\)} & \multirow[t]{2}{*}{\begin{tabular}{l}
performing \({ }_{[1]}\) - 17:20 \\
period \([8]-8: 8,8: 20\),
\end{tabular}} & \multirow{3}{*}{\[
\mathbf{Q}
\]} \\
\hline & & & & \\
\hline & motion [7]-5:2, 5:5, & \multirow[t]{2}{*}{Officer [2]-2:13, 4:5 offset [2] - 9:20, 20:11} & \multirow[t]{2}{*}{\[
\begin{aligned}
& 9: 11,9: 13,10: 4 \\
& 11: 23,12: 21,14: 16
\end{aligned}
\]} & \\
\hline & 5:15, 6:4, 6:22 & & & \multirow[t]{9}{*}{\[
\begin{aligned}
& \text { Q1 }[2]-7: 1,17: 17 \\
& \text { quality }[2]-11: 9, \\
& \text { 11:24 } \\
& \text { quarter }[21]-4: 17, \\
& 7: 8,7: 11,7: 16,7: 18, \\
& 8: 10,8: 22,10: 1, \\
& \text { 10:12, 10:13, 10:16, } \\
& \text { 10:17, 10:18, 10:24, } \\
& \text { 13:1, 13:10, 13:18, } \\
& 14: 5,14: 14,14: 22
\end{aligned}
\]} \\
\hline Mark[2]-7:3, 19:5 & \[
21: 19,21: 22
\] & oil \({ }_{[1]}-15: 23\) & periods [2] - 12:3, & \\
\hline \begin{tabular}{l}
mark [1] - 21 \\
MARK [1] -
\end{tabular} & \[
19: 17,21: 19
\] & & & \\
\hline market \([8]-7: 8,7: 16\), & moving [2]-19:6 & :1, 9:7, 10:9, 11:1 & 15:14, 16:21 & \\
\hline 9, 8:12, 14:11, & 20:2 & 2:19, 12:20 & phenomenon [1] & \\
\hline 14:21, 16:3, 16:10 & MR \({ }_{\text {[4] }}\) - 7:5, 16:22 & 3:9, 13 & 4:20 & \\
\hline MARY \(_{[1]}-2: 10\) & 18:6, 21:13 & 13:19, 16:23 & physically \({ }_{[1]}-3: 22\) & \\
\hline \[
\operatorname{MATTER}_{[1]}-1: 8
\] & \[
\begin{array}{r}
\text { MS [16] - } 2: 10,3: 7, \\
3: 9,3: 11,4: 12,5
\end{array}
\] & open [2] - 16:13, 21:4 & picture \({ }_{[1]}-11: 18\) & \\
\hline matter [2] - 1:13, 3 : & & Open [1]-3:24 & PIMCO [1]-15:20 & \\
\hline
\end{tabular}

\begin{tabular}{|l|}
\hline \begin{tabular}{l} 
windows \([1]-12: 4\) \\
wish \({ }_{[1]}-21: 17\) \\
worth \([2]-11: 5,19: 19\) \\
wrap \([1]-19: 16\)
\end{tabular} \\
\hline \multicolumn{1}{|c|}{\(\mathbf{Y}\)} \\
\hline year \([20]-7: 9,8: 3\), \\
\(8: 5,8: 8,8: 12,9: 1\), \\
\(9: 7,10: 9,11: 14\), \\
\(11: 18,12: 17,12: 19\), \\
\(12: 20,13: 1,13: 2\), \\
\(13: 19,14: 5,14: 15\), \\
\(16: 24,19: 14\) \\
years \([3]-14: 6,14: 24\), \\
\(16: 7\) \\
yield \([1]-7: 12\) \\
\\
\hline
\end{tabular}```

