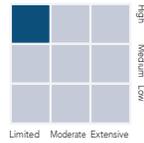


# MUNICIPAL FIXED INCOME

Municipal Fixed Income is a separately managed account investment strategy

## Fact Sheet – 9/30/2020

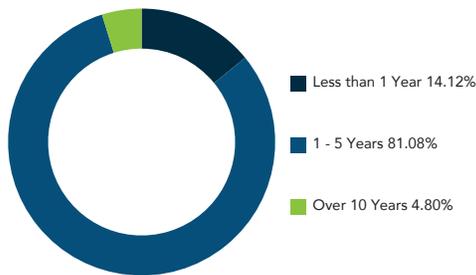
All data below is current as of 9/30/2020 unless otherwise specified.



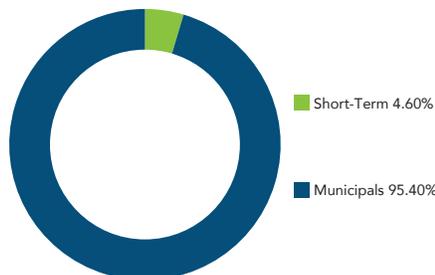
### Composite Returns – 10 Years

	Trailing	Annualized				3Q20	YTD 9/30/20
	1-Year	3-Years	5-Years	7-Years	10-Years		
<b>Gross</b>	2.88%	2.45%	2.09%	2.22%	2.22%	0.54%	2.27%
<b>Net</b>	-0.17%	-0.58%	-0.93%	-0.81%	-0.81%	-0.21%	-0.02%
<b>Bloomberg Barclays Quality Intermediate Municipal Bond Index</b>	4.47%	3.57%	3.07%	3.23%	3.17%	1.04%	3.58%

### Model Maturity Distribution <sup>1</sup>



### Model Sector Distribution <sup>1</sup>

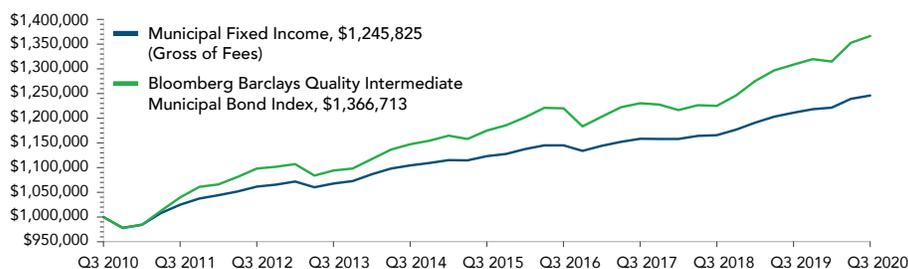


May not equal 100% due to rounding.

### Composite Calendar Year Returns – 10 Years

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Gross</b>	2.16%	6.04%	2.74%	0.64%	3.44%	1.65%	0.56%	2.11%	1.62%	3.52%
<b>Net</b>	-0.89%	2.90%	-0.31%	-2.35%	0.37%	-1.36%	-2.41%	-0.92%	-1.39%	0.46%
<b>Bloomberg Barclays Quality Intermediate Municipal Bond Index</b>	3.22%	8.54%	3.83%	-0.34%	5.13%	2.70%	-0.19%	3.74%	1.51%	5.88%

### Composite Growth of \$1 Million – 10 Years <sup>2</sup>



<sup>1</sup> Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

<sup>2</sup> Source: Zephyr StyleADVISOR.

<sup>3</sup> Yield to Effective Maturity

<sup>4</sup> Yield to Worst

Net performance was calculated using the hypothetical highest annual all-inclusive wrap fee of 3% applied quarterly.

### Morningstar Rating™



OVERALL

Overall rating in the Muni National Short category as of 9/30/2020.

### Strategy Objective:

The Crossmark Municipal Bond Strategy seeks to maximize after tax income and preserve capital.

- High Current Income
- High Quality Portfolio
- Essential Services and General Obligations Bond
- Short-to-Intermediate-Term Maturity
- State Specific Solutions

### Model Portfolio Characteristics <sup>1</sup>

	Municipal Fixed Income	Bloomberg Barclays Quality Intermediate Municipal Bond Index
<b>Duration</b>	2.49	4.12
<b>Years To Maturity</b>	2.87	6.64
<b>Current Yield</b>	4.27%	3.97%
<b>Yield To Maturity</b>	0.79% <sup>3</sup>	1.52% <sup>4</sup>

### Top 10 Model Holdings <sup>1</sup>

- Massachusetts School Building Authority
- Atlanta GA Water & Wastewater Revenue
- Hawaii St
- Minneapolis & Saint Paul Minnesota
- Cleveland OH Independent School District
- Lubbock TX Independent School District
- Normandy Schools Collaborative MO
- Ohio St Turnpike Commission Turnpike Rev
- Austin TX Electric Utility System Revenue
- Thurston County Washington School District

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# MUNICIPAL FIXED INCOME

Municipal Fixed Income is a separately managed account investment strategy

## Fact Sheet – 9/30/2020

All data below is current as of 9/30/2020 unless otherwise specified.

### Model Current Yield <sup>1</sup>

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	3Q20
<b>Municipal Fixed Income</b>	4.53%	4.37%	3.88%	4.14%	4.27%	4.30%	4.11%	4.41%	4.18%	4.39%	4.27%
<b>Bloomberg Barclays Quality Intermediate Municipal Bond Index</b>	4.55%	4.30%	4.17%	4.34%	4.27%	4.26%	4.35%	4.26%	4.30%	4.06%	3.97%

<sup>1</sup> Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

### Investment Process

The Strategy employs a four-step process that seeks to emphasize underlying bond characteristics and overall structure, in attempts to maximize the portfolio's current income and taxable equivalent yields.



Crossmark Global Investments, Inc. (Crossmark) is an investment adviser registered with the Securities and Exchange Commission that provides discretionary investment management services to mutual funds, institutions, and individual clients. Crossmark claims compliance with the Global Investment Performance Standards (GIPS®). Prospective clients can obtain a compliant presentation and/or list of composite descriptions by sending a request to: [advisorsolutions@crossmarkglobal.com](mailto:advisorsolutions@crossmarkglobal.com)

The Crossmark Fixed Municipal Wrap Composite includes all fully discretionary wrap fixed municipal accounts. The composite excludes accounts for which the clients have imposed restrictions or requirements that impede the manager from fully executing their strategy such that the results will not be representative of the strategy. For comparison purposes the composite is measured against the Bloomberg Barclays Quality Intermediate Municipal Bond Index, an unmanaged index that consists of investment grade intermediate term municipal bonds.

The U.S. Dollar is the currency used to express performance. The performance reflects the reinvestment of dividends and other earnings to the extent that client accounts included in the composite elected to reinvest dividends and earnings. Performance figures shown gross of fees do not reflect the payment of investment advisory fees.

**All Investments are subject to risks, including the possible loss of principal. Past performance does not guarantee future results.** The Municipal Fixed Income strategy may not achieve its objective if the managers' expectations regarding particular securities or markets are not met. Fixed income investments generally involve three principal risks—interest rate risk, credit risk, and liquidity risk. Prices of fixed-income securities rise and fall in response to interest rate changes (interest rate risk). Generally, when interest rates rise, prices of fixed-income securities fall. The longer the duration of the security, the more sensitive the security is to this risk. There is also a risk that the issuer of a note or bond will be unable to pay agreed interest payments and may be unable to repay the principal upon maturity (credit risk). Lower-rated bonds, and bonds with longer final maturities, generally have higher credit risks. As interest rates rise and/or the credit risk associated with a particular issuer changes, bonds held within a portfolio may become difficult to liquidate without realizing a loss (liquidity risk). Many municipal bonds also include call features that allow the issuer to call the bonds—repaying the principal before maturity—usually done in the context of a refinancing transaction if/when interest rates fall. When a bond is called, the holder does not incur a loss, but cash received from the call must be re-deployed, generally in a less favorable interest rate environment (call risk).

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**Global Investment Performance Standards**

SMA-MFI-FS 11/20

### Our Firm:

Crossmark Global Investments is a boutique investment management firm that provides a full suite of investment strategies to institutional investors, financial advisors, and the clients they serve. For over 30 years we have delivered uniquely constructed products based on our proprietary, disciplined, and repeatable process. We are especially known for helping our clients align their investments with their values by creating socially conscious, responsible investment strategies. Founded in 1987, we are headquartered in Houston, Texas and manage approximately \$5.0 billion in AUM as of September 30, 2020.

### Portfolio Manager



**PATRICK N. GARBODEN**  
Senior Portfolio Manager

36 years of experience.

Supported by the entire Crossmark Global Investments team.

### Morningstar Rating™

★★★★	OVERALL
★★★★	3 YEAR
★★★★	5 YEAR
★★★★	10 YEAR

Overall, 3 Year, 5 Year, and 10 Year rating in the Muni National Short category as of 9/30/2020.

The Morningstar Rating™ or "star rating", is calculated for separate accounts with at least a three-year history. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods.

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