

## Snapshot

Morningstar Category	Short-Term Bond
Inception Date	1/01/2013
Strategy Assets	\$37,756,996
Investment Minimum	\$1,000,000
# of Holdings	48

## Strategy Objective

Seeks to optimize a diversified fixed income strategy while seeking higher levels of income

## Model Portfolio Characteristics\*

Yield to Maturity (%)	4.84
Duration	5.25
Current Yield (%)	4.70
Average Coupon (%)	4.61
Average Credit Rating (Moody's)	Baa1
Average Price (\$)	97.83

## Model Portfolio Top 10 Holdings\*

	Weight
Government Of The United States Of America 1.875% 31-Jul-2026	6.02%
MetLife, Inc. Depository Shs Repr 1/1000th 5.625 % Non-Cum Perp Red Pfd Shs Series E	3.18%
Brighthouse Financial, Inc. 6.25 % Debentures 2018-15.09.58 Global	3.05%
JP Morgan Chase & Co Depository Shs Repr 1/400th Non-Cum Perp Red Pfd Registered	2.90%
Government Of The United States Of America 2.0% 31-Jul-2022	2.86%
Public Storage Depository Shs of Benef Interest Repr 1/1000th 4.625% Cum Red Pfd	2.79%
KeyCorp Depository Shs Repr 1/40th Non-Cum Perp Red Pfd Registered Shs Series G	2.73%
Charles Schwab Corp Depository Shs Repr 1/40th 5.95 % Non-Cum Pfd Shs Series D	2.56%
Southern Co 4.95 % Notes 2020-30.01.80 Global Series 2020A	2.55%
Prudential Financial Inc 5.625 % Bonds 2018-15.08.58	2.47%
	31.11%

All Investments are subject to risks, including the possible loss of principal. Past performance does not guarantee future results.

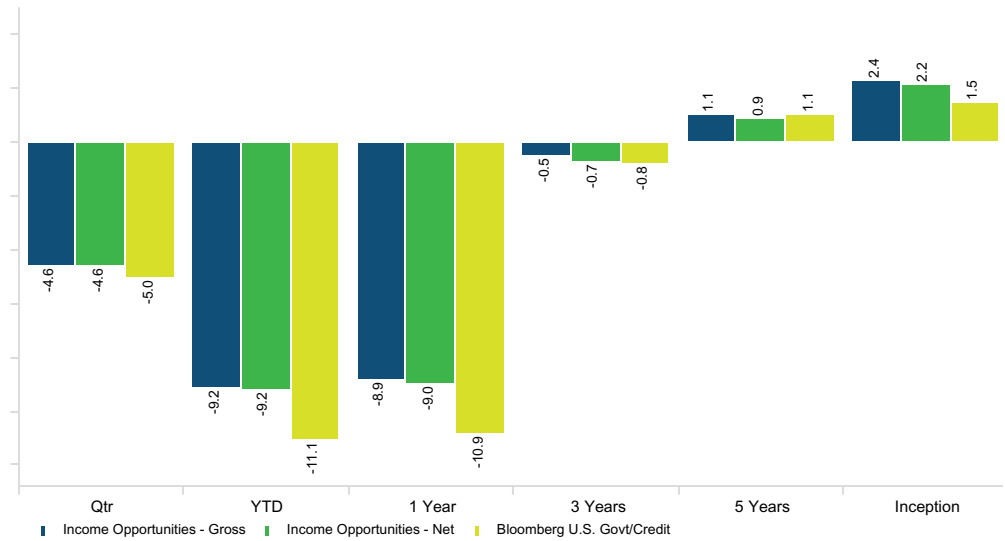
Composite illustrated is the Crossmark Income Opportunities Composite.

\* Model Portfolios are based on a hypothetical account managed during the current quarter. Actual characteristics and income may differ materially from model.

Net performance was calculated using actual management fees.

Index returns shown assume the reinvestment of all dividends and distributions.

## Composite Performance (%)



## Composite Trailing Returns

	Qtr	YTD	1 Year	3 Years	5 Years	Inception
Income Opportunities - Gross	-4.56%	-9.16%	-8.85%	-0.53%	1.08%	2.35%
Income Opportunities - Net	-4.59%	-9.23%	-8.99%	-0.69%	0.91%	2.16%
Bloomberg U.S. Govt/Credit	-5.03%	-11.05%	-10.85%	-0.77%	1.05%	1.53%

## Composite Calendar Year Returns

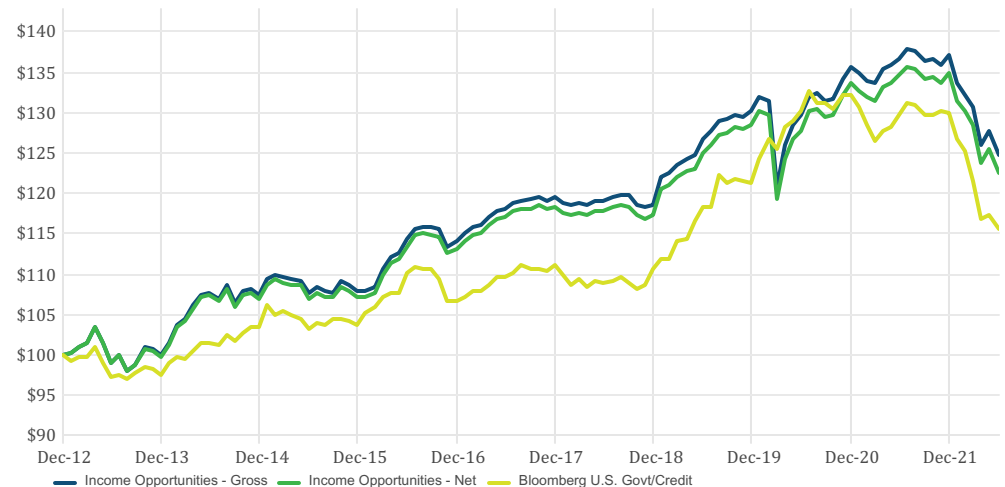
	2021	2020	2019	2018	2017	2016	2015	2014	2013
Income Opportunities - Gross	1.16	4.11	9.81	-0.76	4.85	5.61	0.45	7.56	-0.05
Income Opportunities - Net	1.00	3.94	9.64	-0.93	4.66	5.43	0.27	7.32	-0.30
Bloomberg U.S. Govt/Credit	-1.75	8.93	9.71	-0.42	4.00	3.05	0.15	6.01	-2.35

## Model Portfolio Historical Yield (%)\*

	2021	2020	2019	2018	2017	2016	2015	2014	2013
Income Opportunities	3.84	4.13	4.79	5.14	5.13	5.51	5.80	5.59	5.53
Bloomberg U.S. Govt/Credit	2.30	2.38	2.84	3.04	2.78	2.82	2.90	2.87	2.96

## Composite Growth of \$100

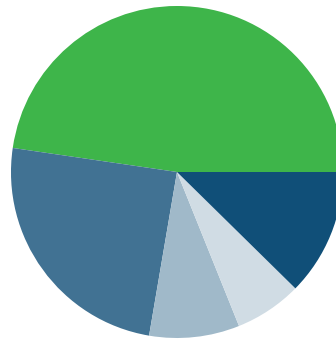
Time Period: 1/01/2013 to 6/30/2022



## Portfolio Managers

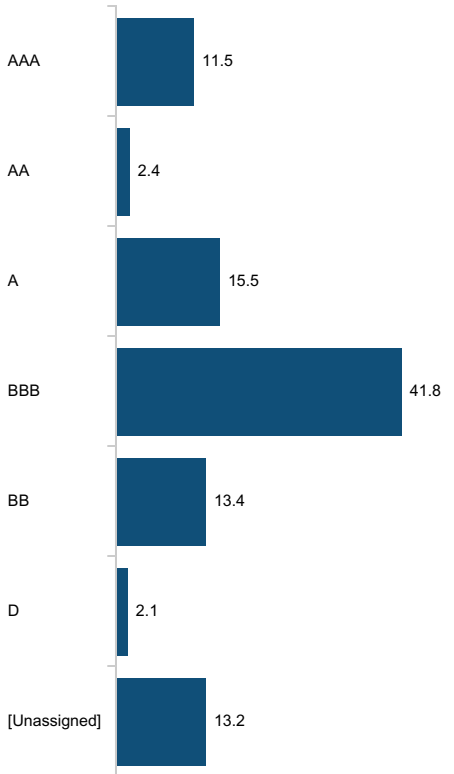
Victoria Fernandez, CFA

## Model Portfolio Fixed Income Sector Breakdown\*

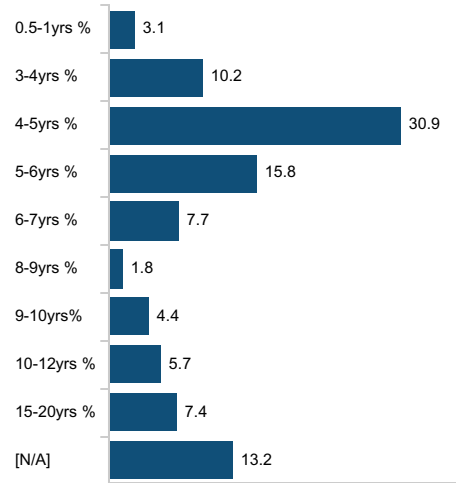


	%
Corporate	47.72
Preferred Securities	24.54
Sovereign	8.88
[Cash]	6.50
[Other]	12.35
<b>Total</b>	<b>100.0</b>

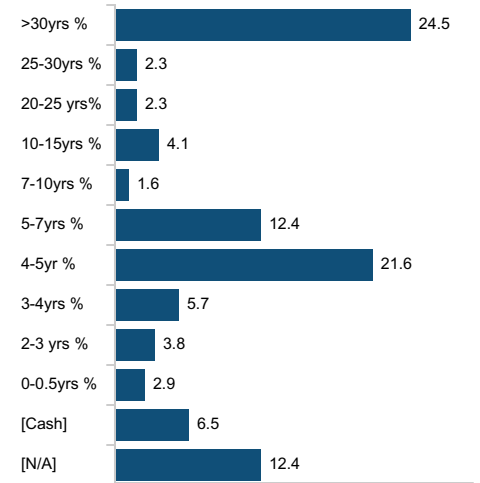
## Model Portfolio Credit Rating Breakdown\*



## Model Portfolio Effective Duration\*



## Model Portfolio Effective Maturity\*



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The Crossmark Income Opportunities strategy is designed to generate a high level of income by investing in investment grade bonds, non-investment grade bonds (high yield), preferred stocks, REITS and bonds from emerging market countries. The Crossmark Income Opportunities Composite was created on January 1, 2013 and consists of discretionary, fee-paying, commission-based, non-wrap fee, dual-contract and/or separately managed accounts managed to this strategy. The primary benchmark for this composite is the Bloomberg U.S. Government/Credit Index. The Bloomberg U.S. Government/Credit Index measures the performance of investments grade corporate debt and agency bonds that are dollar denominated and have a remaining maturity of greater than one year.

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 Income Opportunities 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).

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