
ATLANTA CAPITAL

INVESTMENT MANAGERS

Warehouse Employees' Local Union No. 730 Health & Welfare Fund

Jim Womack, CFA
Portfolio Manager, Principal

December 20, 2013

Organizational Overview

As of September 30, 2013

Atlanta Capital Management Co., LLC

\$16.8 Billion in Assets Under Management

Focused

- Investment counseling is our sole business.
- Specialists in high quality stocks & bonds.

Seasoned

- 44-year history that has endured multiple market environments.
- 17 investment professionals averaging 17 years industry experience.

Disciplined

- Philosophy based on delivering excess returns at low levels of risk.
- Value added generated from bottom-up, fundamental research.

Founded in 1969, Atlanta Capital is majority owned by Eaton Vance Corporation and employs 45 professionals (20 are equity partners).

Investment Philosophy & Process

A Conservative Approach to Capital Appreciation

Investment Philosophy:

- We believe that securities with stable and predictable cash flows, and low credit and event risk will preserve capital during times of capital market uncertainty.

Investment Objective:

- Seek to provide a cushion during times of economic stress, enabling risk to be taken elsewhere.

Risk Tolerance:

- A conservative, risk-averse approach limiting exposure to equity-like risk factors.
- Preference to protect against downside risk rather than increasing risk in pursuit of higher yield.
- Risk is measured in terms of the 'relative safety of principal' and evaluated based on cash flow stability, price volatility and liquidity (exposure to lower quality issuers).

Investment Process – Distinguishing Characteristics

- Bottom-up, top-down orientation
- Value-added: *security selection & yield curve management*
- Area of expertise: *securitized product*
- Asset- and mortgage-backed securities are inefficiently priced offering higher yields with relative safety of principal when compared to similar quality credit issues.
- Systematically underweight credit exposure to avoid 'event risk' and equity like risk exposure.

Warehouse Local Union 730 Health & Welfare Fund

Performance Review

Fixed Income Performance:

	May 2004 to December 2007	2008	December 2009 to September 2013	Since Inception
Warehouse 730 Health & Welfare (5/31/04)	4.8%	8.2%	3.2%	4.4%
Barclays Intermediate Government/Credit	4.6%	5.1%	4.2%	4.4%

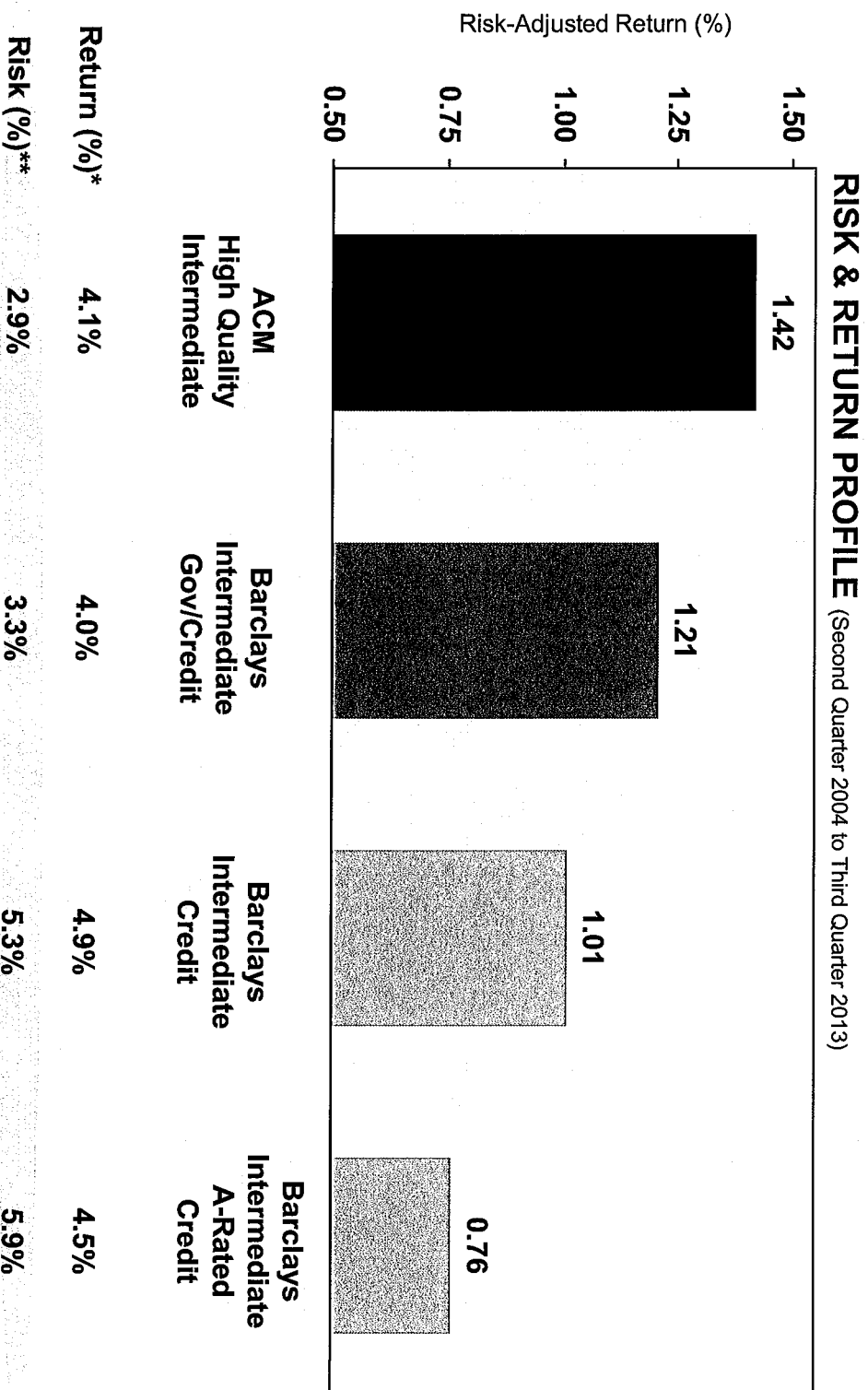
Returns for Risk Assets:

BBB-Rated Debt (Barclays BBB-Rated Index)	4.9%	(8.9%)	11.4%	
Short BB-Rated Debt (ML 1-3 Year BB Rated Index)	5.6%	(14.0%)	13.3%	
Real Estate Investment Trusts (MSCI REITs)	14.6%	(38.0%)	17.6%	
Large Cap Stocks (S&P 500 Index)	9.9%	(37.0%)	16.5%	
Small Cap Stocks (Russell 2000 Index)	9.9%	(33.8%)	19.1%	
International Stocks (MSCI World Index)	15.2%	(40.1%)	14.8%	

Inception Date: 5/31/04
Performance through 9/30/13

Atlanta Capital Management Company

Review of Risk Adjusted Returns



* Annualized

** Annualized standard deviation of quarterly returns

Warehouse Local Union 730 Health & Welfare Fund

Review of Assets, Returns & Fees

	Market Value	Cumulative Investment Dollars Earned	Net Contribution Withdrawal	Return*	ACM Fee**	Estimated Fee at 35 Basis Points
2004	\$8,567,535	\$297,726	\$8,269,809	2.9%	\$9,938	\$23,189
2005	\$7,328,559	\$458,750	(\$1,400,000)	2.1%	\$11,812	\$27,561
2006	\$7,327,286	\$762,477	(\$305,000)	4.3%	\$10,860	\$25,340
2007	\$7,902,100	\$1,337,291	\$0	7.8%	\$11,410	\$26,622
2008	\$13,955,985	\$2,212,637	\$5,178,539	8.2%	\$16,345	\$38,138
2009	\$13,751,486	\$2,630,976	(\$622,838)	3.1%	\$20,643	\$48,168
2010	\$14,205,232	\$3,356,188	(\$271,466)	5.2%	\$21,492	\$50,149
2011	\$14,784,004	\$4,084,960	(\$150,000)	5.1%	\$21,863	\$51,014
2012	\$11,873,199	\$4,524,155	(\$3,350,000)	3.3%	\$19,543	\$45,601
2013	\$7,913,957	\$4,364,913	(\$3,800,000)	-0.6%*	\$11,577**	\$27,012**
Since Inception (May 2004)	\$7,913,957	\$4,364,913	\$3,549,044	4.4%*	\$155,483	\$362,794

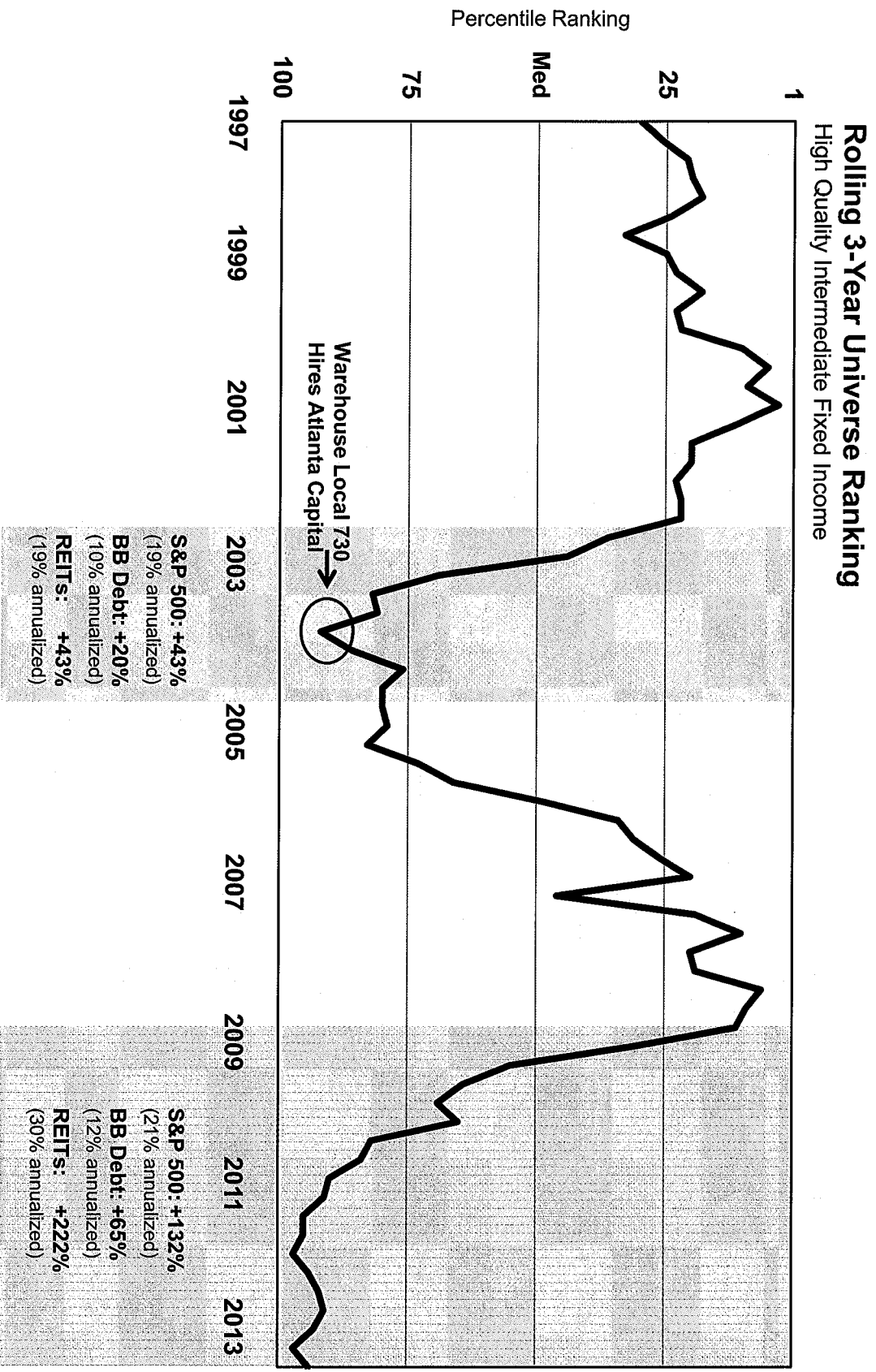
* Through November 2013

** Through September 2013

*** ACM Fees for Warehouse #730 are 0.15% on all assets

Atlanta Capital Rolling 3-Year Universe Ranking

Rankings a Proof Statement of Low Risk Discipline, Not the Time to Fire ACM



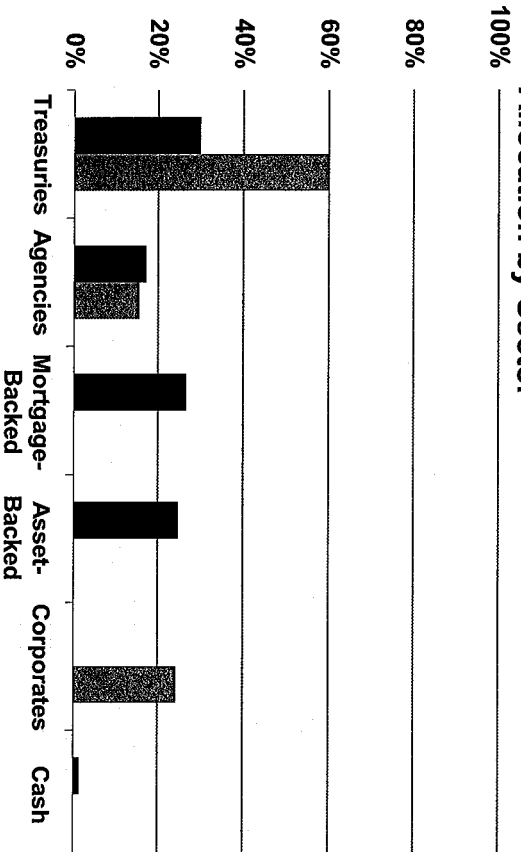
Source: eVestment Alliance data through 09/30/2013

Fixed Income Portfolio Characteristics

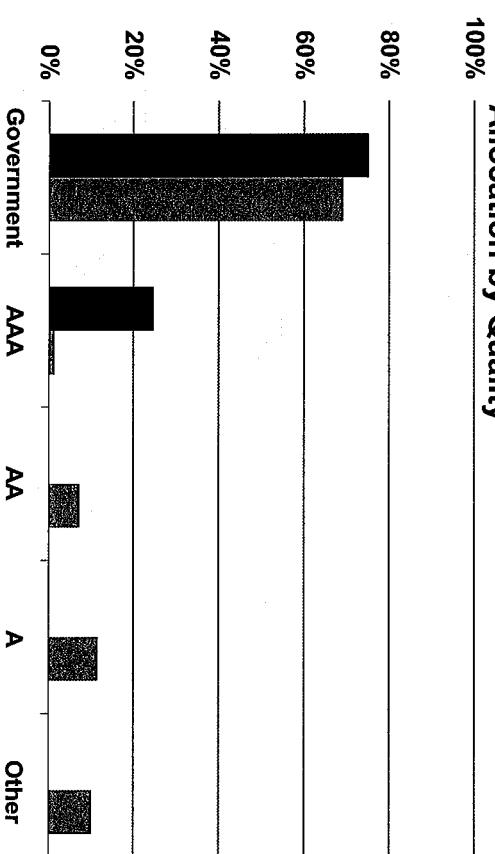
September 2013

Warehouse Employees Prepaid Legal Services Fund

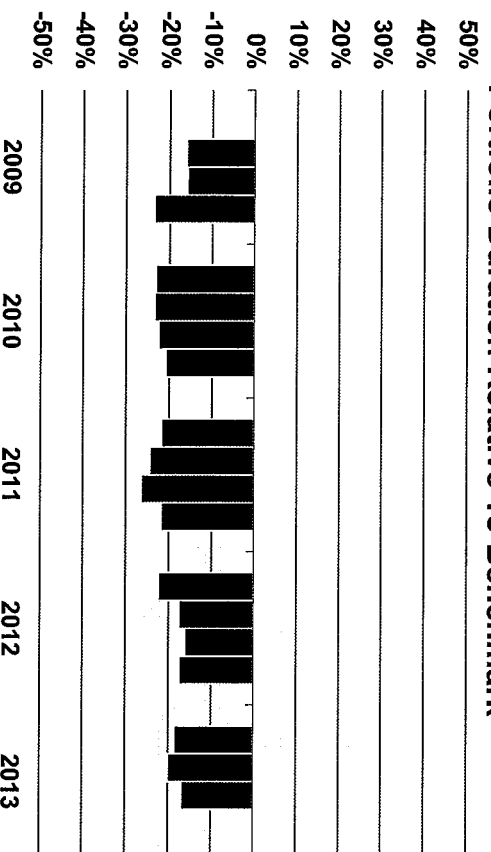
Allocation by Sector



Allocation by Quality



Portfolio Duration Relative To Benchmark



Additional Characteristics

Weighted Average Maturity:	2.3 Years
Modified Duration:	2.2 Years
Yield-to-Maturity:	0.9%
Current Yield:	1.8%
Benchmark* Maturity:	2.8 Years
Benchmark* Modified Duration:	2.7 Years
Benchmark* Yield-to-Maturity:	1.0%

Portfolio
 Benchmark *

* Benchmark: Merrill Lynch 1-5 Year Government/Corporate Index