

**WAREHOUSE EMPLOYEES UNION  
LOCAL NO. 730  
PENSION TRUST FUND  
FIRST QUARTER 2017**

**ADMINISTRATIVE MANAGER'S REPORT**

|                                     |
|-------------------------------------|
| FIRST QUARTER 2017<br>CONTRIBUTIONS |
|-------------------------------------|

| EMPLOYER                             | RATE    | HOURS             | PARTICIPANTS | CONTRIBUTIONS     |
|--------------------------------------|---------|-------------------|--------------|-------------------|
| ADAMS BURCH                          | \$ 1.13 | 27,134.18         | 64           | \$ 30,662         |
| EIGHT O'CLOCK COFFEE                 | \$ 3.66 | 31,291.25         | 60           | \$ 114,526        |
| GIANT RECYCLING                      | \$ 5.76 | 7,745.70          | 19           | \$ 44,615         |
| GIANT WAREHOUSE                      | \$ 6.27 | 96,529.30         | 241          | \$ 605,239        |
| GIANT WAREHOUSE -<br>VACATION RELIEF | \$ 1.00 | 34,226.30         |              | \$ 34,226         |
| UNION LOCAL 730                      | \$ 6.27 | 1,896.00          | 4            | \$ 11,888         |
| WASHINGTON FOOD                      | \$ 3.00 | 1,851.00          | 4            | \$ 5,553          |
| <b>TOTAL</b>                         |         | <b>200,673.73</b> | <b>392</b>   | <b>\$ 846,709</b> |

|                                |
|--------------------------------|
| FIRST QUARTER 2017<br>EXPENSES |
|--------------------------------|

**BENEFIT EXPENSES**

| CATEGORY         | AMOUNT       | AVG. HOURLY COST | PERCENTAGE |
|------------------|--------------|------------------|------------|
| DEATH BENEFITS   | \$ -         | \$ -             | 0.00%      |
| PENSION BENEFITS | \$ 4,493,951 | \$ 22.39         | 90.48%     |
| SUB TOTAL        | \$ 4,493,951 | \$ 22.39         | 90.48%     |

**OPERATING EXPENSES**

| CATEGORY                                    | AMOUNT     | AVG. HOURLY COST | PERCENTAGE |
|---------------------------------------------|------------|------------------|------------|
| ACADIAN ASSET MNGMT FEE                     | \$ 26,601  | \$ 0.133         | 0.536%     |
| ACCURINT                                    | \$ 27      | \$ -             | 0.001%     |
| ADMINISTRATION                              | \$ 27,626  | \$ 0.138         | 0.556%     |
| ACTUARY                                     | \$ 4,658   | \$ 0.023         | 0.094%     |
| AMERICAN CORE REALTY MNGMT FEE <sup>1</sup> | \$ 34,015  | \$ 0.170         | 0.685%     |
| ATLANTA CAPITAL MNGMT FEE                   | \$ 52,887  | \$ 0.264         | 1.065%     |
| CONFERENCE                                  | \$ (64)    | \$ -             | -0.001%    |
| C.S. MCKEE MNGMT FEE                        | \$ 3,365   | \$ 0.017         | 0.068%     |
| IFEBP                                       | \$ 1,150   | \$ 0.006         | 0.023%     |
| INVESTMENT PERFORMANCE SERVICES             | \$ 45,625  | \$ 0.227         | 0.919%     |
| JOHNSTON ASSET MNGMT FEE                    | \$ 22,463  | \$ 0.112         | 0.452%     |
| JOHNSTON IE/MELLON MNGMT FEE <sup>1</sup>   | \$ 11,510  | \$ 0.057         | 0.232%     |
| LEGAL                                       | \$ 10,082  | \$ 0.050         | 0.203%     |
| MEETING                                     | \$ 934     | \$ 0.005         | 0.019%     |
| PENN CAPITAL MNGMT FEE <sup>1</sup>         | \$ 10,224  | \$ 0.051         | 0.206%     |
| PNC INVESTMENT MNGMT FEE                    | \$ 7,316   | \$ 0.036         | 0.147%     |
| POSTAGE                                     | \$ 58      | \$ -             | 0.001%     |
| PRINTING                                    | \$ 181     | \$ 0.001         | 0.004%     |
| PRUDENTIAL FINANCIAL MNGMT FEE              | \$ 160,555 | \$ 0.800         | 3.233%     |
| ROTHSCHILD ASSET MNGMT FEE                  | \$ 32,513  | \$ 0.162         | 0.655%     |
| WESTFIELD CAPITAL MNGMT FEE                 | \$ 20,961  | \$ 0.104         | 0.422%     |
| SUB TOTAL                                   | \$ 472,687 | \$ 2.356         | 9.52%      |

|                       |                     |                 |             |
|-----------------------|---------------------|-----------------|-------------|
| <b>TOTAL EXPENSES</b> | <b>\$ 4,966,638</b> | <b>\$ 24.75</b> | <b>100%</b> |
|-----------------------|---------------------|-----------------|-------------|

<sup>1</sup>Self-billed fees

|                           |            |
|---------------------------|------------|
| <b>AVG MTHLY RETIREES</b> | <b>951</b> |
|---------------------------|------------|

|                                                   |                 |
|---------------------------------------------------|-----------------|
| <b>AVG MONTHLY<br/>RETIREE BENEFIT<br/>AMOUNT</b> | <b>\$ 1,575</b> |
|---------------------------------------------------|-----------------|

2017  
QUARTERLY RECAP

| INCOME                            | FIRST 2017          | SECOND 2017 | THIRD 2017  | FOURTH 2017 | TOTAL               |
|-----------------------------------|---------------------|-------------|-------------|-------------|---------------------|
| CONTRIBUTIONS                     | \$ 846,709          | \$ -        | \$ -        | \$ -        | \$ 846,709          |
| INTEREST & DIVIDENDS              | \$ 633,046          | \$ -        | \$ -        | \$ -        | \$ 633,046          |
| WITHDRAWAL LIABILITY <sup>1</sup> | \$ 165,919          | \$ -        | \$ -        | \$ -        | \$ 165,919          |
| MISCELLANEOUS INCOME <sup>2</sup> | \$ 2,497            | \$ -        | \$ -        | \$ -        | \$ 2,497            |
| <b>TOTAL INCOME</b>               | <b>\$ 1,648,171</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 1,648,171</b> |

|                         |                     |             |             |             |                     |
|-------------------------|---------------------|-------------|-------------|-------------|---------------------|
| <b>BENEFIT EXPENSES</b> |                     |             |             |             |                     |
| PENSION BENEFITS        | \$ 4,493,951        | \$ -        | \$ -        | \$ -        | \$ 4,493,951        |
| DEATH BENEFIT           | \$ -                | \$ -        | \$ -        | \$ -        | \$ -                |
| <b>SUB TOTAL</b>        | <b>\$ 4,493,951</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 4,493,951</b> |

|                           |                   |             |             |             |                   |
|---------------------------|-------------------|-------------|-------------|-------------|-------------------|
| <b>OPERATING EXPENSES</b> |                   |             |             |             |                   |
| ADMINISTRATION            | \$ 27,626         | \$ -        | \$ -        | \$ -        | \$ 27,626         |
| MISCELLANEOUS             | \$ 445,061        | \$ -        | \$ -        | \$ -        | \$ 445,061        |
| <b>SUB TOTAL</b>          | <b>\$ 472,687</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 472,687</b> |

|                       |                     |             |             |             |                     |
|-----------------------|---------------------|-------------|-------------|-------------|---------------------|
| <b>TOTAL EXPENSES</b> | <b>\$ 4,966,638</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ 4,966,638</b> |
|-----------------------|---------------------|-------------|-------------|-------------|---------------------|

|                          |                       |             |             |             |                       |
|--------------------------|-----------------------|-------------|-------------|-------------|-----------------------|
| TOTAL INCOME             | \$ 1,648,171          | \$ -        | \$ -        | \$ -        | \$ 1,648,171          |
| TOTAL EXPENSES           | \$ 4,966,638          | \$ -        | \$ -        | \$ -        | \$ 4,966,638          |
| <b>SURPLUS (DEFICIT)</b> | <b>\$ (3,318,467)</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ (3,318,467)</b> |

|                          |                   |             |             |             |                   |
|--------------------------|-------------------|-------------|-------------|-------------|-------------------|
| AVERAGE HOURLY INCOME    | \$ 8.21           | \$ -        | \$ -        | \$ -        | \$ 8.21           |
| AVERAGE HOURLY EXPENSE   | \$ 24.75          | \$ -        | \$ -        | \$ -        | \$ 24.75          |
| <b>SURPLUS (DEFICIT)</b> | <b>\$ (16.54)</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ -</b> | <b>\$ (16.54)</b> |

|                           |            |          |          |          |            |
|---------------------------|------------|----------|----------|----------|------------|
| <b>TOTAL PARTICIPANTS</b> | <b>392</b> | <b>0</b> | <b>0</b> | <b>0</b> | <b>392</b> |
|---------------------------|------------|----------|----------|----------|------------|

<sup>1</sup>Withdrawal liability received as of 3/31/17: McKesson - \$165,918.50

<sup>2</sup>Litigation settlements - \$685.87, Commission recapture rebate - \$1,811.14

2016  
QUARTERLY RECAP

| INCOME                            | FIRST 2016          | SECOND 2016         | THIRD 2016          | FOURTH 2016         | TOTAL               |
|-----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| CONTRIBUTIONS                     | \$ 931,783          | \$ 924,885          | \$ 936,418          | \$ 960,860          | \$ 3,753,946        |
| INTEREST & DIVIDENDS              | \$ 627,906          | \$ 655,745          | \$ 648,466          | \$ 604,175          | \$ 2,536,292        |
| WITHDRAWAL LIABILITY <sup>1</sup> | \$ 165,919          | \$ 165,919          | \$ 165,919          | \$ 165,919          | \$ 663,676          |
| MISCELLANEOUS INCOME <sup>2</sup> | \$ 4,022            | \$ 825              | \$ 2,370            | \$ 2,903            | \$ 10,120           |
| <b>TOTAL INCOME</b>               | <b>\$ 1,729,630</b> | <b>\$ 1,747,374</b> | <b>\$ 1,753,173</b> | <b>\$ 1,733,857</b> | <b>\$ 6,964,034</b> |

| BENEFIT EXPENSES |              |              |              |              |               |
|------------------|--------------|--------------|--------------|--------------|---------------|
| PENSION BENEFITS | \$ 4,306,125 | \$ 4,269,068 | \$ 4,371,690 | \$ 4,436,944 | \$ 17,383,827 |
| DEATH BENEFIT    | \$ -         | \$ -         | \$ -         | \$ -         | \$ -          |
| SUB TOTAL        | \$ 4,306,125 | \$ 4,269,068 | \$ 4,371,690 | \$ 4,436,944 | \$ 17,383,827 |

| OPERATING EXPENSES |            |            |            |            |              |
|--------------------|------------|------------|------------|------------|--------------|
| ADMINISTRATION     | \$ 26,440  | \$ 26,113  | \$ 26,192  | \$ 26,421  | \$ 105,166   |
| MISCELLANEOUS      | \$ 346,626 | \$ 314,420 | \$ 263,056 | \$ 390,233 | \$ 1,314,335 |
| SUB TOTAL          | \$ 373,066 | \$ 340,533 | \$ 289,248 | \$ 416,654 | \$ 1,419,501 |

|                       |                     |                     |                     |                     |                      |
|-----------------------|---------------------|---------------------|---------------------|---------------------|----------------------|
| <b>TOTAL EXPENSES</b> | <b>\$ 4,679,191</b> | <b>\$ 4,609,601</b> | <b>\$ 4,660,938</b> | <b>\$ 4,853,598</b> | <b>\$ 18,803,328</b> |
|-----------------------|---------------------|---------------------|---------------------|---------------------|----------------------|

|                   |                       |                       |                       |                       |                        |
|-------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
| TOTAL INCOME      | \$ 1,729,630          | \$ 1,747,374          | \$ 1,753,173          | \$ 1,733,857          | \$ 6,964,034           |
| TOTAL EXPENSES    | \$ 4,679,191          | \$ 4,609,601          | \$ 4,660,938          | \$ 4,853,598          | \$ 18,803,328          |
| SURPLUS (DEFICIT) | <b>\$ (2,949,561)</b> | <b>\$ (2,862,227)</b> | <b>\$ (2,907,765)</b> | <b>\$ (3,119,741)</b> | <b>\$ (11,839,294)</b> |

|                        |            |            |            |            |            |
|------------------------|------------|------------|------------|------------|------------|
| AVERAGE HOURLY INCOME  | \$ 7.81    | \$ 7.82    | \$ 7.77    | \$ 7.42    | \$ 7.71    |
| AVERAGE HOURLY EXPENSE | \$ 21.12   | \$ 20.64   | \$ 20.66   | \$ 20.78   | \$ 20.80   |
| SURPLUS (DEFICIT)      | \$ (13.31) | \$ (12.82) | \$ (12.89) | \$ (13.36) | \$ (13.09) |

|                           |            |            |            |            |            |
|---------------------------|------------|------------|------------|------------|------------|
| <b>TOTAL PARTICIPANTS</b> | <b>409</b> | <b>398</b> | <b>390</b> | <b>392</b> | <b>397</b> |
|---------------------------|------------|------------|------------|------------|------------|

<sup>1</sup>Withdrawal liability received as of 12/31/16: McKesson - \$165,918.50

<sup>2</sup>Litigation settlements - \$352.13, Commission recapture rebate - \$1,550.82, Withdrawal liability fees - \$1,000.00

|                                            |
|--------------------------------------------|
| FIRST QUARTER 2017<br>CONTRACT INFORMATION |
|--------------------------------------------|

| COMPANY              | CURRENT<br>RATE | RATE<br>EFF. DATE | NEXT RATE<br>CHANGE DATE | CBA<br>EXPIRATION           |
|----------------------|-----------------|-------------------|--------------------------|-----------------------------|
| ADAMS BURCH          | \$ 1.13         | 07-01-16          | 07-01-17                 | 06-30-18                    |
| EIGHT O'CLOCK COFFEE | \$ 3.66         | 07-01-16          | 07-01-17                 | 07-17-21                    |
| GIANT RECYCLING      | \$ 5.76         | 01-01-17          | 01-01-18                 | 06-23-18                    |
| GIANT WAREHOUSE      | \$ 6.27         | 01-01-17          | 01-01-18                 | 05-14-22                    |
| UNION LOCAL 730      | \$ 6.27         | 01-01-17          | 01-01-18                 | FOLLOWS GIANT WAREHOUSE CBA |
| WASHINGTON FOOD      | \$ 3.00         | 11-01-16          | 11-01-17                 | 11-01-18                    |

|                                       |
|---------------------------------------|
| FIRST QUARTER 2017<br>RATE DIVERSIONS |
|---------------------------------------|

| COMPANY              | BENEFIT | IMPROVEMENT<br>DIVERSION | FUNDING<br>DIVERSION | REHAB PLAN | TOTAL   |
|----------------------|---------|--------------------------|----------------------|------------|---------|
| ADAMS BURCH          | \$ 0.64 | \$ -                     | \$ 0.21              | \$ 0.28    | \$ 1.13 |
| EIGHT O'CLOCK COFFEE | \$ 1.50 | \$ -                     | \$ 1.00              | \$ 1.16    | \$ 3.66 |
| GIANT RECYCLING      | \$ 2.82 | \$ 0.11                  | \$ 1.00              | \$ 1.83    | \$ 5.76 |
| GIANT WAREHOUSE      | \$ 3.17 | \$ 0.11                  | \$ 1.00              | \$ 1.99    | \$ 6.27 |
| UNION LOCAL 730      | \$ 3.17 | \$ 0.11                  | \$ 1.00              | \$ 1.99    | \$ 6.27 |
| WASHINGTON FOOD      | \$ 1.05 | \$ -                     | \$ 1.00              | \$ 0.95    | \$ 3.00 |

PENSION  
DELINQUENCY REPORT  
**As of March 31, 2017**

NONE