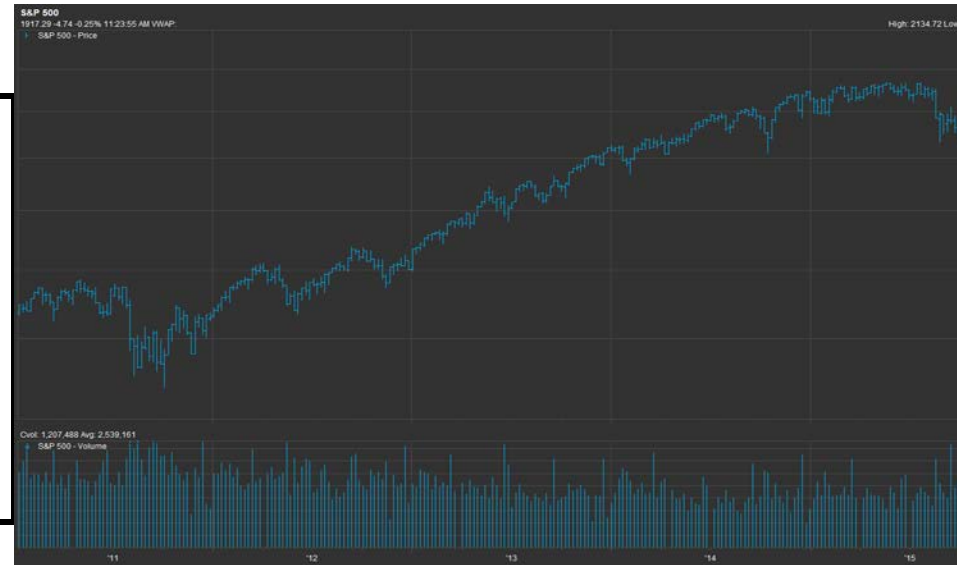


## Capital Markets Expectations

Current Levels: (12/31/2015) S&P 500 2043.94 Ten Year Treasury 2.27% Inflation: 0.44%

### Long-Term Total Return Expectations:

Asset Class	Current	Historic Range
Cash	0-1%	2-4%
Treasuries	0-2%	4-6%
Investment Grd Corporates	1-4%	5-7%
High Yield Bonds	4-7%	6-9%
Preferred Stocks	4-6%	7-8%
U.S. Equities	6-9%	9-11%
U.S. Small-Midcap Equities	7-10%	9-12%
EAFE Equities	6-10%	9-11%
Emerging Market Equities	7-11%	9-12%
Alternative Investments	4-8%	4-9%



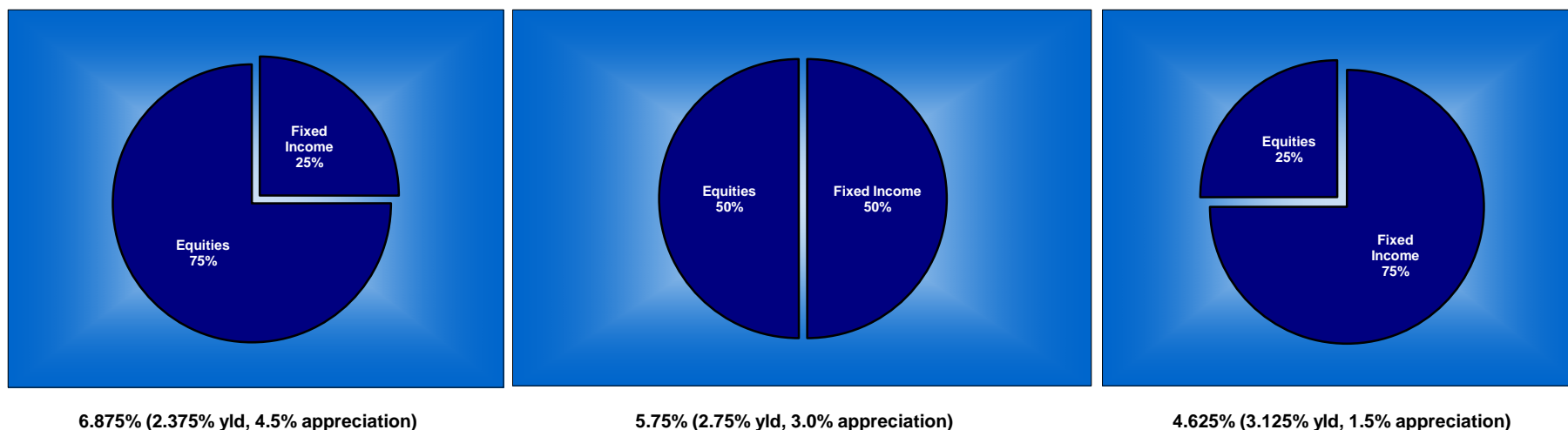
### Long-Term Capital Markets Characteristics

	Current	Historic Range
U.S. Investment Grade Credit Spread	50-100 bps	50-100 bps
U.S. Equity Risk Premium	4-6%	4-6%
U.S. Equity Dividend Yield	1.5-2.0%	1.5-3.0%
S&P 500 Long-Term Earnings Growth	5-8%	7-8%
Current P/E 2016 (S&P 500)	16.4x	
Current P/E 2017 (S&P 500)	15.1x	
Fair Value P/E	17.5x	15-16x

## Capital Markets Forecasts 2016-2017

S&P 500 (2016)	Earnings	\$122-128	Year-End Fair Value Target	2200-2250
S&P 500 (2017)	Earnings	\$130-140	Year-End Fair Value Target	2300-2400
Ten Year Treasury	Range	1.0-3.5%	Year-End Target	2.75%

## Long-Term Expected Returns by Asset Allocation



Return assumptions for charts: Equities 6.0% appreciation, 2.0% yld; Fixed Income: 3.5% yld

### Key Assumptions:

- \* U.S. shows GDP growth in 2015-16 at 1.5-2.5% annual rate
- \* Expect higher interest rates in 2016 as market as Fed begins to tighten
- \* Corporate profit growth positive but sluggish in 2016-17; weak oil prices, low interest rates, and strong dollar remain headwinds to earnings
- \* Fixed Income remains less attractive than equities given low nominal and real yields and risk of higher interest rates and inflation
- \* Domestic equities remain attractive long-term; we expect continued elevated levels of stock price volatility in 2016
- \* International and emerging market equities are inexpensive, but have greater earnings growth uncertainty due to sluggish international economic conditions.
- \* We prefer companies with a demonstrated ability to grow revenue, earnings, dividends, and free cash flow in a sluggish economic environment.