

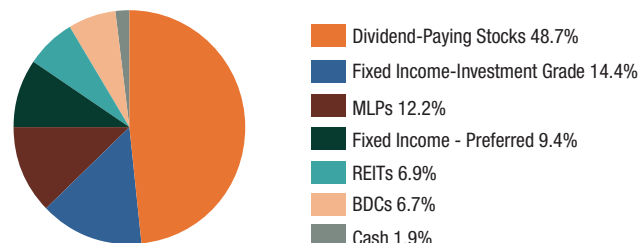
## PORTFOLIO STRATEGY

The Dearborn Partners Multi-Asset Separately Managed Account (SMA) provides three primary investor benefits. First, the portfolio emphasizes above-average current income. Second, at the same time of providing above-average current income, the portfolio is focused on the discipline of providing a growing stream of income. This growing stream of income is generated primarily through the ownership of dividend-growing stocks. Finally, the portfolio maintains a “go-anywhere” asset allocation, seeking to allocate capital to investments from which we expect the greatest potential return. We attempt to find the best suitable mix of stocks and fixed income while still keeping our risk profile appropriate for moderate income and growth investors.

## INVESTMENT PHILOSOPHY - OVERALL

1. Focus on generating above-average current income,
2. Emphasizing growth of income primarily through stocks of companies with dividend growth potential,
3. Go-anywhere asset allocation while still targeting a relatively low turnover rate.

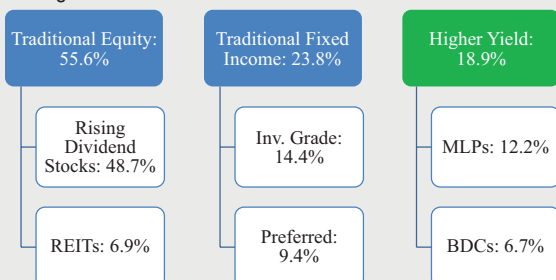
## ASSET ALLOCATION



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The Dearborn Partners Multi-Asset SMA is benchmarked to a 50% equity and 50% fixed income blended index. (50% S&P 500 and 50% Intermediate 5-10 year Corporate Investment Grade Credit Index).

To aid investor understanding of the portfolio, we further categorize the asset classes:



## PORTFOLIO CHARACTERISTICS

- ▶ Traditional Equity
  - Focus on great businesses with strong financial characteristics especially those possessing rising dividend potential
- ▶ Traditional Fixed Income
  - Utilize multiple fixed income asset classes to manage overall portfolio risk to that appropriate for moderate income and growth investors
- ▶ Master Limited Partnerships (MLPs)
  - Utilize MLP ETFs (Exchange Traded Funds)—to avoid Schedule K-1s. Investors receive 1099s
  - Focus on top-quality midstream pipeline partnerships—cash flow depends on volume rather than price of the underlying commodity moving through the pipeline
- ▶ Business Development Companies (BDCs)
  - BDCs hold portfolios of business loans, generally 3 to 5-year terms with floating rates, made to U.S.-based, small and middle-market companies
  - Highly selective quantitative and qualitative analysis of BDC managements and portfolios

## CHARACTERISTICS\*

Portfolio Yield (%)	4.4%
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Yield – Traditional Equity (Stocks of Dividend Growth Companies & REITs)	3.1%
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Yield – Traditional Fixed Income (Investment Grade & Preferred)	4.5%
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Yield – Higher Yielding Asset Classes (BDC, HY fixed income, MLP)	8.4%
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Portfolio Duration	6.4 years
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Targeted Turnover	25-35%
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## TOP TEN HOLDINGS

Principal Spectrum Preferred Sec Active ETF	6.30%	Watsco, Inc	3.10%
Alerian MLP ETF	6.10%	Snap-On	2.80%
Global X MLP ETF	6.10%	ONEOK, Inc	2.60%
Vanguard Long-Term Corporate Bond ETF	4.20%	Lamar Advertising Company Class A	2.50%
Kohls Corp	3.40%	iShares iBonds Dec 2018 Term Corporate ETF	2.50%

\*Please see definitions on page 2

## PORTFOLIO OVERVIEW

The Dearborn Multi-Asset SMA seeks to provide attractive current income with the potential for growth in income. As such, the portfolio seeks to provide investors a rising income stream year after year. The portfolio has the unique ability to change its stock and bond mix (asset allocation) instead of following a predefined asset allocation. Over the long term, we think the ability to change asset allocation can be valuable as we allocate capital to investments from which we expect the greatest return. Our goal is to find the best suitable mix of stocks and bonds while still keeping our risk profile appropriate for moderate income and growth investors. Our approach to achieving this objective is based on long-term investing.

We manage the portfolio from a very businesslike perspective. We view stock ownership as equity ownership in a business. We seek out what we consider great businesses – businesses with durable competitive advantages – such as brands, switching costs, networks, or scale. As such, we maintain a long-term outlook, at least 3 to 5 years, and invest in companies that are attractive relative to our estimate of their intrinsic value.

We maintain the view that holding a significant number of companies with the ability (and willingness) to pay – and, importantly, raise – dividends each year is one of the most prudent uses of capital for our Dearborn Multi-Asset SMA. We fully understand that prevailing economic, market, and other circumstances may have varying effects on businesses in different areas. This strategy diversifies across various asset classes—stocks of companies with dividend growth potential, fixed income, preferreds, Master Limited Partnerships, Business Development Companies, and Real Estate Investment Trusts—in an effort to help us meet our long-term goal of providing investors a rising income stream year after year.

Time Period	Composite TWR - Pure Gross**	Composite TWR - Net	Blended Index	Standard Dispersion	3-Yr Ann Deviation Composite	3-Yr Ann Deviation Blended Index	Portfolios in Composite	End of Period Composite Assets (\$ thousands)	End of Period Strategy Assets ** (\$ thousands)	End of Period Total Firm GIPS Assets (\$ thousands)
4 Qtr 17	4.27	4.05	3.54	N/A	N/A	N/A	4	\$2,245	\$11,737	\$2,055,572
YTD 2018	1.03	0.66	-0.11	N/A	N/A	N/A	4	\$1,314	\$19,405	\$2,052,607

## INVESTMENT TEAM

### Peter J. Deakos, CFA

Portfolio Manager, Rising Dividend Strategy  
15+ years investment experience

### Carol M. Lippman, CFA, Managing Director

Portfolio Manager, Rising Dividend Strategy  
30+ years investment experience

### Michael B. Andelman, Managing Director

Portfolio Manager, Rising Dividend Strategy  
15+ years investment experience

### Matthew Guttosch, CFA

Analyst, Rising Dividend Strategy  
8 years investment experience

### Jackson Finks, CFA

Analyst, Rising Dividend Strategy  
4 years investment experience

**\*\*These statistics are Supplemental Information.**

**Dispersion is calculated only for an entire year.**

### Definitions

**Portfolio Yield** is the weighted average yield of the entire portfolio including cash holdings. **Yield - Traditional Equity** is the weighted average dividend yield of dividend stocks and REITs. **Yield - Traditional Fixed Income** is the weighted average yield of Investment Grade fixed income and preferred securities. In all fixed income securities, a yield to worst calculation is utilized. A yield to worst calculation assumes the lowest yield to maturity amongst callable fixed income and preferred securities. **Yield - Higher Yielding Asset Classes** is the weighted average yield of BDC, High Yield fixed income, and MLPs. BDC's and MLPs utilize a dividend yield. High yield fixed income utilizes a yield to worst. **Portfolio Duration** is a measure of the sensitivity of the price – the value of principal – of a fixed-income investment to a change in interest rates. Duration is expressed as a number of years. **Turnover** is the lesser of purchases or sales as a percentage of the average portfolio value of a representative portfolio in the composite, annualized.

**The Multi-Asset Composite** (the "Composite") contains discretionary accounts with a minimum size of \$100,000 that Dearborn manages pursuant to the Dearborn Partners Multi-Asset SMA strategy (the "Strategy"), which is one of Dearborn's Rising Dividend strategies. The Composite's inception date was September 30, 2017. For comparison purposes the Composite is measured against the Bloomberg Barclays U.S. 5-10 Year Corporate Bond Index and the S&P 500 Index. The Bloomberg Barclays U.S. 5-10 Year Corporate Bond Index measures the investment return of U.S. dollar denominated, investment-grade, fixed rate, taxable securities issued by industrial, utility, and financial companies with maturities between 5 and 10 years.

Dearborn claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Dearborn has been independently verified for the periods April 1, 1997 through December 31, 2016. The verification reports are available on request. The Standard Dispersion is an asset-weighted standard deviation calculated for the accounts that were in the Composite for an entire given year. Verification assesses whether (1) Dearborn has complied with all the Composite construction requirements of the GIPS standards on a firm-wide basis and (2) Dearborn's policies and procedures are designed to calculate and present performance in compliance with GIPS. Verification does not ensure the accuracy of any specific composite presentation. A performance examination has not been conducted on this composite. Dearborn maintains a complete list and description of composites, which is available upon request. Results are based on discretionary accounts under management, including those accounts no longer managed by Dearborn.

Dearborn is an SEC-registered investment adviser. Registration does not imply a certain level of training or skill.

The U.S. Dollar is the currency used to express performance. Returns are presented on a "pure gross" and net basis and include the reinvestment of all income. Pure gross returns do not reflect the deduction of any expenses, including trading costs, and are supplemental to net returns. Net of fee performance was calculated using actual fees, which includes wrap fees, management fees and trading commissions. The End of Period Strategy Asset includes the assets managed by model managers, and is supplemental to the assets in the composite. Dearborn's policies for valuing portfolios, calculating performance and preparing compliant presentations are available on request.

The Dearborn management fee schedule is 1.00% on the first \$1 million and 0.75% on amounts over \$1 million, but actual fees may vary.

Past performance is no guarantee of future results. This report is not a complete description of or recommendation to invest in the Strategy. There is no assurance the Strategy will be profitable, achieve its objectives, be suitable for you, or not incur losses. Some of the information herein has been obtained from third party sources. We believe such information is reliable but we have not in each case verified its accuracy or completeness. Any opinions herein are as of the date of this report and are subject to change without notice. Dividends are not guaranteed and must be authorized by the company's board of directors.

Sector classifications are generally determined by referencing the Global Industry Classification Standard (GICS®). GICS was developed by and/or is the exclusive property of MSCI, Inc. and Standard & Poors Financial Services LLC (S&P). GICS is a service mark of MSCI and S&P and has been licensed for use by Dearborn Partners, LLC.