

FIRST FIDUCIARY INVESTMENT COUNSEL

PORTFOLIO APPRAISAL

OHIO BWC - LEIA

INTERSTATE # XXXX2335 JPMORGAN # X-X3095 BNY # XXXXXXXXE502

5% Cash Max / 95% of Securities in Russell 3K/ 5% Max ADRs

September 30, 2016

Quantity	Security	Unit Cost	Total Cost	Price	Market Value	Pct. Assets	Yield
COMMON STOCK							
3,000	3M COMPANY	97.88	293,646.93	176.23	528,690.00	3.2	2.5
16,000	BANK OF NY MELLON	29.07	465,124.29	39.88	638,080.00	3.9	1.9
4,100	CARDINAL HEALTH	79.48	325,877.84	77.70	318,570.00	2.0	2.3
19,300	CISCO SYSTEMS INC	21.75	419,708.78	31.72	612,196.00	3.8	3.3
11,100	COCA-COLA CO	40.26	446,903.43	42.32	469,752.00	2.9	3.3
9,600	CONOCOPHILLIPS	57.60	553,000.26	43.47	417,312.00	2.6	2.3
5,600	EXXON MOBIL	88.02	492,887.89	87.28	488,768.00	3.0	3.4
21,700	GENERAL ELECTRIC	24.30	527,271.52	29.62	642,754.00	3.9	3.1
5,300	GENERAL MILLS INC	42.07	222,948.89	63.88	338,564.00	2.1	3.0
7,600	HARLEY DAVIDSON INC	52.96	402,491.81	52.59	399,684.00	2.5	2.7
4,000	HONEYWELL INT'L	78.54	314,142.59	116.59	466,360.00	2.9	2.0
2,500	INT'L BUSINESS MACHINES	169.98	424,954.97	158.85	397,125.00	2.4	3.5
13,000	INTEL CORP	27.15	352,925.59	37.75	490,750.00	3.0	2.8
6,200	JOHNSON & JOHNSON INC	72.63	450,321.57	118.13	732,406.00	4.5	2.7
9,373	JOHNSON CONTROLS INT'L	52.81	494,947.07	46.53	436,125.69	2.7	1.8
13,450	JP MORGAN CHASE	52.81	710,335.48	66.59	895,635.50	5.5	2.9
7,500	LOWES COMPANIES	49.77	373,256.38	72.21	541,575.00	3.3	1.9
10,300	METLIFE INC	45.51	468,766.20	44.43	457,629.00	2.8	3.6
6,300	MICROSOFT CORP	34.37	216,512.04	57.60	362,880.00	2.2	2.7
7,100	NOVARTIS AG ADR	71.72	509,244.69	78.96	560,616.00	3.4	3.4
4,900	PEPSICO	70.48	345,358.66	108.77	532,973.00	3.3	2.8
19,500	PFIZER INC	29.99	584,836.10	33.87	660,465.00	4.1	3.5
6,800	PHILIP MORRIS INT'L	87.11	592,375.48	97.22	661,096.00	4.1	4.3
7,400	PROCTER & GAMBLE	72.85	539,082.02	89.75	664,150.00	4.1	3.0
4,600	SCHLUMBERGER LTD	65.99	303,546.93	78.64	361,744.00	2.2	2.5
6,200	SOUTHERN CO	40.90	253,566.98	51.30	318,060.00	2.0	4.4
4,500	UNITED PARCEL SERVICE	85.14	383,134.47	109.36	492,120.00	3.0	2.9
10,900	VERIZON COMM	45.82	499,395.90	51.98	566,582.00	3.5	4.4
9,450	WAL-MART STORES	65.81	621,895.84	72.12	681,534.00	4.2	2.8
13,500	WELLS FARGO	48.27	651,624.76	44.28	597,780.00	3.7	3.4
			13,240,085.37		15,731,976.19	96.6	3.0
CASH AND EQUIVALENTS							
	MONEY MARKET / CASH		527,432.46		527,432.46	3.2	0.0
			527,432.46		527,432.46	3.2	0.0
ACCRUED DIVIDENDS							
	ACCRUED DIVIDENDS		19,904.49		19,904.49	0.1	0.0
			19,904.49		19,904.49	0.1	0.0
TOTAL PORTFOLIO			13,787,422.32		16,279,313.14	100.0	2.9

FIRST FIDUCIARY INVESTMENT COUNSEL
PORTFOLIO PERFORMANCE
ANNUALIZED
GROSS OF FEES
September 30, 2016

TIME WEIGHTED RETURNS

	Month To Date	Quarter To Date	Latest 1 Year	Latest 3 Year	Inception To Date	Since 09-30-14
Ohio BWC - LEIA	-0.79	1.42	19.44	9.94	11.69	6.45
Indices						
Russell 1000 Value Total Rtn	-0.21	3.48	16.20	9.70	12.24	5.38

FIRST FIDUCIARY INVESTMENT COUNSEL
PORTFOLIO PERFORMANCE
ANNUALIZED
NET OF FEES
September 30, 2016

TIME WEIGHTED RETURNS

	Month To Date	Quarter To Date	Latest 1 Year	Latest 3 Year	Inception To Date	Since 09-30-14
Ohio BWC - LEIA	-0.79	1.35	19.09	9.60	11.37	6.12
Indices						
Russell 1000 Value Total Rtn	-0.21	3.48	16.20	9.70	12.24	5.38

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CONTRIBUTIONS/WITHDRAWALS

OHIO BWC - LEIA

INTERSTATE # XXXX2335 JPMORGAN # X-X3095 BNY # XXXXXXXXE502

5% Cash Max / 95% of Securities in Russell 3K/ 5% Max ADRs

From 09-01-16 To 09-30-16

<u>Tran Code</u>	<u>Trade Date</u>	<u>Settle Date</u>	<u>Security</u>	<u>Amount</u>	<u>Quantity</u>	<u>Broker Code</u>	<u>Commission</u>
CONTRIBUTIONS				0.00			
WITHDRAWALS							
*10	09-30-2016	09-30-2016	MONEY MARKET / CASH	-7,692.30			
				-7,692.30			
EXPENSE ACCOUNTS				0.00			
AFTER FEE PERFORMANCE EXPENSE ACCOUNTS				0.00			
PORTFOLIO NET TOTAL				7,692.30			
EXPENSE ACCOUNTS PAID BY CLIENT				0.00			
AFTER FEE PERFORMANCE EXPENSE ACCOUNTS PAID BY CLIENT				0.00			
GRAND TOTAL				7,692.30			

*Long out (L0) transactions are Accrued Advisory Fees and adjustments to Advisory Fees, per the BNY Mellon Transaction Detail Report.

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TRANSACTION SUMMARY
OHIO BWC - LEIA
INTERSTATE # XXXX2335 JPMORGAN # X-X3095 BNY # XXXXXXXXE502
5% Cash Max / 95% of Securities in Russell 3K/ 5% Max ADRs
From 09-01-16 To 09-30-16

Tran Code	Security	Trade Date	Settle Date	Quantity	Close Meth.	S/D Type	S/D Symbol	Trade Amount	Exchange	Exchange Fee	Commission	Broker	Impld. Comm.	Other Fees	Comm. Purp.	Lot
in	MONEY MARKET / CASH	09-01-16	09-01-16			caus	cash	147.79								
wd	ACCRUED DIVIDENDS	09-01-16	09-01-16			caus	cash	2,400.00								
wd	ACCRUED DIVIDENDS	09-01-16	09-01-16			caus	cash	4,290.00								
wd	ACCRUED DIVIDENDS	09-01-16	09-01-16			caus	cash	4,470.00								
wd	ACCRUED DIVIDENDS	09-01-16	09-01-16			caus	cash	4,674.00								
dv	SCHLUMBERGER LTD	09-02-16	10-14-16			acus	divacc	2,300.00								
wd	ACCRUED DIVIDENDS	09-06-16	09-06-16			caus	cash	4,960.00								
wd	ACCRUED DIVIDENDS	09-06-16	09-06-16			caus	cash	3,472.00								
wd	ACCRUED DIVIDENDS	09-06-16	09-06-16			caus	cash	4,725.00								
sl	SPECTRA ENERGY	09-06-16	09-09-16	8,800		caus	cash	359,881.35		7.85	176.00	sterne	n			
by	JOHNSON CONTROLS INT'L	09-06-16	09-06-16	8,273		caus	cash	442,527.57					n			
sl	JOHNSON CONTROLS INC	09-06-16	09-06-16	9,900		caus	cash	499,247.64					n			
wd	ACCRUED DIVIDENDS	09-07-16	09-07-16			caus	cash	3,564.00								
sl	JOHNSON CONTROLS INT'L	09-07-16	09-07-16	0		caus	cash	19.37					n			
wd	ACCRUED DIVIDENDS	09-08-16	09-08-16			caus	cash	2,268.00								
by	JOHNSON CONTROLS INT'L	09-08-16	09-13-16	1,100		caus	cash	52,442.50			22.00	sterne	n			
wd	ACCRUED DIVIDENDS	09-09-16	09-09-16			caus	cash	2,380.00								
wd	ACCRUED DIVIDENDS	09-09-16	09-09-16			caus	cash	3,900.00								
wd	ACCRUED DIVIDENDS	09-10-16	09-10-16			caus	cash	3,500.00								
wd	ACCRUED DIVIDENDS	09-12-16	09-12-16			caus	cash	2,660.00								
wd	ACCRUED DIVIDENDS	09-12-16	09-12-16			caus	cash	3,330.00								
wd	ACCRUED DIVIDENDS	09-13-16	09-13-16			caus	cash	3,640.00								
dv	HARLEY DAVIDSON INC	09-13-16	09-23-16			acus	divacc	2,660.00								
dv	COCA-COLA CO	09-13-16	10-03-16			acus	divacc	3,885.00								
dv	GENERAL ELECTRIC	09-15-16	10-25-16			acus	divacc	4,807.00								
sl	INTEL CORP	09-19-16	09-22-16	3,500		caus	cash	130,337.15		2.85	70.00	sterne	n			
by	PFIZER INC	09-20-16	09-23-16	1,000		caus	cash	33,878.60			20.00	sterne	n			
wd	ACCRUED DIVIDENDS	09-23-16	09-23-16			caus	cash	2,660.00								
dv	PHILIP MORRIS INT'L	09-26-16	10-13-16			acus	divacc	7,072.00								
by	GENERAL ELECTRIC	09-29-16	10-04-16	800		caus	cash	23,718.64			16.00	sterne	n			
dv	CARDINAL HEALTH	09-29-16	10-15-16			acus	divacc	1,840.49								
wd	ACCRUED DIVIDENDS	09-30-16	09-30-16			caus	cash	3,687.25								
lo	MONEY MARKET / CASH	09-30-16	09-30-16			awus	client	7,692.30								

FIRST FIDUCIARY INVESTMENT COUNSEL

BROKER COMMISSIONS

From 09-01-16 to 09-30-16

<u>Portfolio</u>	<u>Implied</u>	<u>Explicit</u>	<u>Total</u>
STERNE, AGEE & LEACH, INC			
STERNE, AGEE & LEACH, INC			
OHIO BWC - LEIA	<u>0.00</u>	<u>304.00</u>	<u>304.00</u>
SUBTOTAL	<u>0.00</u>	<u>304.00</u>	<u>304.00</u>
TOTAL	0.00	304.00	304.00
GRAND TOTAL	0.00	304.00	304.00

No soft dollars.