

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
October 31, 2016

Quantity	Security	Unit Cost	Total Cost	Price	Market Value	Pct. Assets	Yield
COMMON STOCK							
12,800	21ST CENTURY FOX CL A	25.17	322,176.00	26.27	336,256.00	2.1	1.4
3,000	3M COMPANY	97.88	293,646.93	165.30	495,900.00	3.1	2.7
937	ADIANT PLC	56.42	52,881.16	45.51	42,656.53	0.3	0.0
16,000	BANK OF NY MELLON	29.07	465,124.29	43.27	692,320.00	4.3	1.8
5,000	CARDINAL HEALTH	78.86	394,299.32	68.69	343,450.00	2.1	2.6
21,400	CISCO SYSTEMS	22.59	483,443.78	30.68	656,552.00	4.1	3.4
11,900	COCA-COLA	40.36	480,239.27	42.40	504,560.00	3.1	3.3
9,600	CONOCOPHILLIPS	57.60	553,000.26	43.45	417,120.00	2.6	2.3
5,600	EXXON MOBIL	88.02	492,887.89	83.32	466,592.00	2.9	3.6
21,700	GENERAL ELECTRIC	24.30	527,271.52	29.10	631,470.00	3.9	3.2
6,070	GENERAL MILLS	44.57	270,511.64	61.98	376,218.60	2.3	3.1
7,600	HARLEY DAVIDSON	52.96	402,491.81	57.02	433,352.00	2.7	2.5
4,600	HONEYWELL INT'L	81.84	376,443.79	109.68	504,528.00	3.1	2.2
13,000	INTEL CORP	27.15	352,925.59	34.87	453,310.00	2.8	3.0
6,200	JOHNSON & JOHNSON	72.63	450,321.57	115.99	719,138.00	4.5	2.8
9,373	JOHNSON CONTROLS INT'L	52.81	494,947.07	40.32	377,919.36	2.4	2.1
13,450	JP MORGAN CHASE	52.81	710,335.48	69.26	931,547.00	5.8	2.8
8,400	LOWES COMPANIES	52.01	436,889.38	66.65	559,860.00	3.5	2.1
10,300	METLIFE	45.51	468,766.20	46.96	483,688.00	3.0	3.4
6,300	MICROSOFT CORP	34.37	216,512.04	59.92	377,496.00	2.4	2.6
7,300	NOVARTIS AG ADR	71.83	524,368.69	71.02	518,446.00	3.2	3.8
4,900	PEPSICO	70.48	345,358.66	107.20	525,280.00	3.3	2.8
19,500	PFIZER	29.99	584,836.10	31.71	618,345.00	3.9	3.8
6,800	PHILIP MORRIS INT'L	87.11	592,375.48	96.44	655,792.00	4.1	4.3
7,400	PROCTER & GAMBLE	72.85	539,082.02	86.80	642,320.00	4.0	3.1
4,600	SCHLUMBERGER LTD	65.99	303,546.93	78.23	359,858.00	2.2	2.6
6,700	SOUTHERN CO	41.53	278,236.53	51.57	345,519.00	2.2	4.3
3,000	UNITED PARCEL SERVICE	85.14	255,422.98	107.76	323,280.00	2.0	2.9
11,300	VERIZON COMM	45.97	519,411.82	48.10	543,530.00	3.4	4.8
9,450	WAL-MART STORES	65.81	621,895.84	70.02	661,689.00	4.1	2.9
14,200	WELLS FARGO	48.14	683,648.71	46.01	653,342.00	4.1	3.3
			13,493,298.76		15,651,334.49	97.6	3.0
CASH AND EQUIVALENTS							
	MONEY MARKET / CASH		356,212.88		356,212.88	2.2	0.0
			356,212.88		356,212.88	2.2	0.0
ACCRUED DIVIDENDS							
	ACCRUED DIVIDENDS		21,998.05		21,998.05	0.1	0.0
			21,998.05		21,998.05	0.1	0.0
TOTAL PORTFOLIO			13,871,509.69		16,029,545.42	100.0	2.9

FIRST FIDUCIARY INVESTMENT COUNSEL
PORTFOLIO PERFORMANCE
ANNUALIZED
GROSS OF FEES
October 31, 2016

TIME WEIGHTED RETURNS

	Month To Date	Quarter To Date	Latest 1 Year	Latest 3 Year	Inception To Date	Since 10-31-14
Ohio BWC - LEIA	-1.49	-1.49	8.97	7.62	11.10	4.99
Indices						
Russell 1000 Value Total Rtn	-1.55	-1.55	6.37	7.59	11.63	3.41

FIRST FIDUCIARY INVESTMENT COUNSEL
 PORTFOLIO PERFORMANCE
 ANNUALIZED
 NET OF FEES
October 31, 2016

TIME WEIGHTED RETURNS

	Month To Date	Quarter To Date	Latest 1 Year	Latest 3 Year	Inception To Date	Since 10-31-14
Ohio BWC - LEIA	-1.56	-1.56	8.65	7.29	10.78	4.67

Indices

Russell 1000 Value Total Rtn	-1.55	-1.55	6.37	7.59	11.63	3.41
---------------------------------	-------	-------	------	------	-------	------

FIRST FIDUCIARY INVESTMENT COUNSEL
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 10-01-16 To 10-31-16

<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							
*lo	10-31-2016	10-31-2016	MONEY MARKET / CASH	-7,594.90			
				-7,594.90			
EXPENSE ACCOUNTS							
				0.00			
AFTER FEE PERFORMANCE EXPENSE ACCOUNTS							
				0.00			
PORTFOLIO NET TOTAL				7,594.90			
EXPENSE ACCOUNTS PAID BY CLIENT							
				0.00			
AFTER FEE PERFORMANCE EXPENSE ACCOUNTS PAID BY CLIENT							
dp	10-17-2016	10-17-2016	FFIC Management Fee	-12,282.35			
				-12,282.35			
GRAND TOTAL				19,877.25			

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

FIRST FIDUCIARY INVESTMENT COUNSEL
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 10-01-16 To 10-31-16

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	10-01-16	10-01-16			caus	cash	120.83								
wd	ACCRUED DIVIDENDS	10-03-16	10-03-16			caus	cash	3,885.00								
sl	INT'L BUSINESS MACHINES	10-03-16	10-06-16	2,500		caus	cash	394,445.64		8.61	50.00	sterne	n			
dv	CISCO SYSTEMS	10-03-16	10-26-16			acus	divacc	5,018.00								
ac	HONEYWELL INT'L	10-03-16	10-03-16	4,000		awus	client	1,780.24								
li	ADVANSIX INC	10-03-16	10-03-16	160		awus	client	1,780.24								
dv	JP MORGAN CHASE	10-04-16	10-31-16			acus	divacc	6,456.00								
dv	GENERAL MILLS	10-05-16	11-01-16			acus	divacc	2,544.00								
dv	VERIZON COMM	10-05-16	11-01-16			acus	divacc	6,294.75								
sl	ADVANSIX INC	10-07-16	10-13-16	160		caus	cash	2,318.10		0.06	3.20	sterne	n			
by	LOWES COMPANIES	10-10-16	10-13-16	400		caus	cash	28,528.00			8.00	sterne	n			
by	COCA-COLA	10-10-16	10-13-16	800		caus	cash	33,335.84			16.00	sterne	n			
by	WELLS FARGO	10-10-16	10-13-16	700		caus	cash	32,023.95			14.00	sterne	n			
by	VERIZON COMM	10-10-16	10-13-16	400		caus	cash	20,015.92			8.00	sterne	n			
by	SOUTHERN CO	10-10-16	10-13-16	500		caus	cash	24,669.55			10.00	sterne	n			
by	CARDINAL HEALTH	10-10-16	10-13-16	300		caus	cash	22,998.00			6.00	sterne	n			
by	HONEYWELL INT'L	10-12-16	10-17-16	600		caus	cash	64,081.44			12.00	sterne	n			
sl	UNITED PARCEL SERVICE	10-12-16	10-17-16	1,500		caus	cash	162,891.19		3.56	30.00	sterne	n			
wd	ACCRUED DIVIDENDS	10-13-16	10-13-16			caus	cash	7,072.00								
dv	CONOCOPHILLIPS	10-13-16	12-01-16			acus	divacc	2,400.00								
wd	ACCRUED DIVIDENDS	10-14-16	10-14-16			caus	cash	2,300.00								
wd	ACCRUED DIVIDENDS	10-15-16	10-15-16			caus	cash	1,840.49								
dp	FFIC Management Fee	10-17-16	10-17-16			awus	client	12,282.35								
by	LOWES COMPANIES	10-17-16	10-20-16	500		caus	cash	35,105.00			10.00	sterne	n			
by	CISCO SYSTEMS	10-17-16	10-20-16	2,100		caus	cash	63,735.00			42.00	sterne	n			
by	NOVARTIS AG ADR	10-17-16	10-20-16	200		caus	cash	15,124.00			4.00	sterne	n			
dv	LOWES COMPANIES	10-17-16	11-02-16			acus	divacc	2,765.00								
by	GENERAL MILLS	10-18-16	10-21-16	770		caus	cash	47,562.75			15.40	sterne	n			
by	CARDINAL HEALTH	10-18-16	10-21-16	600		caus	cash	45,423.48			12.00	sterne	n			
dv	PROCTER & GAMBLE	10-19-16	11-15-16			acus	divacc	4,954.30								
by	21ST CENTURY FOX CL A	10-20-16	10-25-16	12,800		caus	cash	322,176.00			256.00	sterne	n			
wd	ACCRUED DIVIDENDS	10-25-16	10-25-16			caus	cash	4,807.00								
wd	ACCRUED DIVIDENDS	10-26-16	10-26-16			caus	cash	5,018.00								
dv	BANK OF NY MELLON	10-28-16	11-10-16			acus	divacc	3,040.00								
wd	ACCRUED DIVIDENDS	10-31-16	10-31-16			caus	cash	6,456.00								
lo	MONEY MARKET / CASH	10-31-16	10-31-16			awus	client	7,594.90								
dv	JOHNSON CONTROLS INT'L	10-31-16	10-31-16			caus	cash	52,881.16								
by	ADIENT PLC	10-31-16	10-31-16	937		caus	cash	52,881.16					n			

FIRST FIDUCIARY INVESTMENT COUNSEL

BROKER COMMISSIONS

From 10-01-16 to 10-31-16

<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>496.60</u>	<u>496.60</u>
SUBTOTAL	<u>0.00</u>	<u>496.60</u>	<u>496.60</u>
TOTAL	0.00	496.60	496.60
GRAND TOTAL	0.00	496.60	496.60

No soft dollars.