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## Third Quarter 2024 Weather(ly) Report October 2024

Wow, what a world we live in! With turmoil in the Middle East escalating alongside the Russia-Ukraine War, geopolitical tension continued to rise around the globe. Raw material prices reflected these concerns with gold and coffee price changes noteworthy, up 13.25% and 18.04% respectively during the quarter. In contrast, global markets, interest rates, inflation, and economic news remained fairly resilient. US equity markets delivered double digit returns, with the S&P 500 up 5.89% during the third quarter and 22.08% year-to-date. In contrast, the MSCI All Country World Index was up 6.72% for the quarter and 19.08% year-to-date.

As inflation continued to decline globally, central banks in the European Union, UK, and US decreased interest rates. The Federal Reserve cut rates by 50 basis points, or half a percent, at the September meeting, and alluded to more rate cuts on the horizon. This move by the Fed caused the yield curve to drop dramatically, changing from an inverted curve to be mostly positive, and helped 30-year mortgage rates to nearly touch 6%. Unemployment in the US hovered at a recent low of 4.1% and labor markets shed employees as technology advancements in artificial intelligence (AI) disrupted multiple sectors of the economy. The most recent example was the international longshoremen's strike, the first since 1977, threatening supply chains and increased logistics costs. As of this writing, the strike has been suspended and ports are re-opened, however the issues surrounding technology and automation are still to be negotiated. The service economy continues to show strength, which comprises over two-thirds of the domestic labor market.

Weatherly took several steps in portfolios to best position clients as we head into the final quarter of 2024. Our goal was to continue to move portfolios to neutral asset allocation, with a focus on retirement accounts for taxefficiency, while simultaneously raising cash for required minimum distributions (RMDs) and qualified charitable distributions (QCDs) before year end. We shaved or sold specific raw materials, industrial and technology stocks to refocus sector allocations for the fourth quarter. Our largest portfolio holdings are highlighted below:

## "Top Ten" Holdings\*

1. Apple Inc. 6. Costco Wholesale Corp. 2. Amazon.com 7. Waste Management Inc.

3. Microsoft Corp. 8. Vanguard Intl Div ETF

4. Netflix Inc. 9. NVIDIA Corp.

5. Invesco Global Water ETF 10. Alphabet Inc.

The Weatherly team heads into 4<sup>th</sup> quarter with client planning needs and portfolio repositioning at top of mind. We have created or revised a record number of financial plans so far this year. We appreciate clients providing their 2023 tax returns via our secure portal so that our team can optimize cash flow and tax planning this quarter.

\*Please see reverse side -The Weatherly Crew

## \* TOP TEN DISCLOSURE

"Top Ten" holdings consist of Weatherly's largest stock positions as of quarter end. A full list of holdings is available upon request. It should not be assumed that any of the securities, transactions, or holdings discussed were or will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein.

The information provided in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed do not represent an account's entire portfolio and, in the aggregate, may represent only a small percentage of an account's portfolio holdings.

|                              | <u>WAM</u>  | <u>WAM</u>    | <u>S&amp;P 500t</u> | MSCI ACWI   | WAM Fixed** | WAM Fixed | Merrill Lynch   | <u>WAM</u>  | <u>WAM</u>    | <u>Blended</u>   |
|------------------------------|-------------|---------------|---------------------|-------------|-------------|-----------|-----------------|-------------|---------------|------------------|
|                              | Equity**    | <u>Equity</u> |                     | (gross USD) | (gross fee) | (net fee) | <u>1-3 year</u> | Balanced**  | Balanced (net | <u>Benchmark</u> |
|                              | (gross fee) | (net fee)     |                     |             |             |           |                 | (gross fee) | <u>fee)</u>   |                  |
| 2008                         | -34.04%     | -35.04%       | -36.99%             | -41.84%     | -0.95%      | -1.45%    | 6.61%           | •           |               |                  |
| 2009                         | 32.36%      | 31.36%        | 26.47%              | 35.41%      | 10.63%      | 10.13%    | 0.78%           |             |               |                  |
| 2010                         | 11.93%      | 10.93%        | 15.06%              | 13.21%      | 6.77%       | 6.27%     | 2.35%           | •           |               |                  |
| 2011                         | -5.58%      | -6.85%        | 2.12%               | -6.86%      | 4.37%       | 3.87%     | 1.55%           | •           |               |                  |
| 2012                         | 16.36%      | 15.36%        | 16.00%              | 16.80%      | 5.99%       | 5.49%     | 0.43%           | 11.84%      | 11.09%        | 8.18%            |
| 2013                         | 28.20%      | 27.20%        | 32.41%              | 23.44%      | -1.62%      | -2.12%    | 0.36%           | 15.41%      | 14.66%        | 15.61%           |
| 2014                         | 8.53%       | 7.53%         | 13.69%              | 4.71%       | 5.55%       | 5.05%     | 0.62%           | 7.43%       | 6.68%         | 7.01%            |
| 2015                         | 4.86%       | 3.86%         | 1.38%               | -1.84%      | 1.31%       | 0.81%     | 0.54%           | 3.55%       | 2.80%         | 1.09%            |
| 2016                         | 8.70%       | 7.70%         | 11.95%              | 8.48%       | 2.79%       | 2.29%     | 0.88%           | 6.41%       | 5.66%         | 6.33%            |
| 2017                         | 24.52%      | 23.52%        | 21.82%              | 24.62%      | 4.49%       | 3.99%     | 0.42%           | 17.01%      | 16.26%        | 10.75%           |
| 2018                         | -1.92%      | -2.92%        | -4.39%              | -8.93%      | 0.61%       | 0.11%     | 1.59%           | -0.80%      | -1.55%        | -1.06%           |
| 2019                         | 32.54%      | 31.54%        | 31.48%              | 27.30%      | 7.05%       | 6.55%     | 3.55%           | 22.85%      | 22.10%        | 17.01%           |
| 2020                         | 30.97%      | 29.97%        | 18.39%              | 16.82%      | 4.35%       | 3.85%     | 3.10%           | 21.36%      | 20.61%        | 12.08%           |
| 2021                         | 20.55%      | 19.55%        | 28.68%              | 19.04%      | 0.69%       | 0.19%     | -0.55%          | 14.34%      | 13.59%        | 13.45%           |
| 2022                         | -22.33%     | -23.33%       | -18.13%             | -17.96%     | -5.71%      | -6.21%    | -3.65%          | -17.45%     | -18.20%       | -10.80%          |
| 2023                         | 26.32%      | 25.32%        | 26.26%              | 22.81%      | 5.39%       | 4.89%     | 4.26%           | 19.10%      | 18.35%        | 15.03%           |
| 3 <sup>rd</sup> Quarter 2024 | 5.03%       | 4.78%         | 5.89%               | 6.72%       | 2.98%       | 6 2.85%   | 6 2.89%         | 4.33%       | 4.14%         | 4.39%            |
| Year-to-Date 2024            | 18.79%      | 6 18.04%      | 22.08%              | 19.08%      | 4.33%       | 6 3.95%   | 6 4.16%         | 6 14.04%    | 13.48%        | 12.93%           |
| 1-Year Trailing (Ann.)       | 34.68%      | 6 33.68%      | 36.33%              | 32.35%      | 8.52%       | 6 8.02%   | 6.74%           | 6 25.61%    | 6 24.86%      | 6 20.94%         |
| 5-Year Trailing (Ann.)       | 15.20%      | 6 14.20%      | 15.94%              | 12.70%      | 6 1.91%     | 6 1.41%   | 6 1.51%         | 6 10.72%    | 6 9.97%       | 6 9.08%          |
| 10-Year Trailing (Ann.)      | 13.25%      | 12.25%        | 13.35%              | 9.93%       | 6 2.53%     | 6 2.03%   | 6 1.42%         | 6 9.53%     | 6 8.78%       | 7.61%            |
| Since Inception (Ann.)       | 10.78%      | 6 9.78%       | 10.929              | 8.30%       | 4.34%       | 6 3.84%   | 6 3.23%         | 6 10.05%    | 6 9.30%       | 6 <b>8.16</b> %  |
| Please see footnotes         |             |               |                     |             |             |           |                 |             |               |                  |

## \*\* PERFORMANCE DISCLOSURE

Please note, the Weatherly Asset Management (WAM) Equity performance is a mid- to large-cap value equity approach and the WAM Fixed Income performance is a high-quality intermediate-maturity investment approach. Performance numbers up to 12/31/05 are prepared in compliance with Association of Investment Management Research Performance Presentation Standards (AIMR PPS). Periods from 12/31/10 meet the requirements of the revised version of Global Investment Performance Standards (GIPS). Periods from 12/31/10 are calculated in a similar manner but GIPS standards no longer permit carve outs, therefore we no longer claim GIPS compliance. The gross fee returns shown above are presented after deduction of all transaction costs, but prior to the deduction of advisory fees and such other possible expenses as custodial fees. The net of fee return is calculated by subtracting the advisory fees are described in Part II of Weatherly's Form ADV. For the 3<sup>rd</sup> Quarter 2024, the maximum quarterly management fee is 0.25% for Weatherly's Equity Composite and 0.125% for the Fixed Income Composite.

Composite rates of return, since inception on an annualized basis after deduction of the maximum quarterly management fee is as follows for equity accounts for 1995, 32.41%, for 1995 and 1996 combined, 28.50%, for 1995-1997 combined, 30.24%, for 1995-1998 combined, 26.15%, for 1995-1999 combined, 25.06%, for 1995-2000 combined, 18.31%, for 1995-2001 combined, 12.70%, for 1995-2002 combined, 7.44%, for 1995-2003 combined, 9.53%, for 1995-2004 combined, 9.94%, for 1995-2005 combined, 10.05%, for 1995-2006 combined, 10.48%, for 1995-2007 combined, 10.46%, for 1995-2008 combined, 6.36% for 1995-2009 combined 7.87%, for 1995-2010 combined, 8.06%, for 1995-2011 combined, 7.14%, for 1995-2012 combined, 7.58%, for 1995-2013 combined 8.57%, for 1995-2014 combined 8.54%, for 1995-2015 combined 8.31%, for 1995-2016 combined 8.29%, for 1995-2017 combined 8.91%, for 1995-2018 combined 8.39% for 1995-2019 combined 9.23%, for 1995-2020 combined, 9.96%, 1995-2021 combined, 10.31%, for 1995-2022 combined, 8.88%, for 1995-2023 combined, 9.41%. For fixed income accounts 1995, 11.49%, for 1995-2020 combined, 8.35%, for 1995-1997 combined, 7.63%, for 1995-1998 combined, 7.58%, for 1995-2001 combined, 6.18%, for 1995-2000 combined, 6.50%, for 1995-2001 combined, 6.37%, for 1995-2002 combined, 6.37%, for 1995-2003 combined, 5.92%, for 1995-2004 combined, 5.98%, for 1995-2005 combined, 5.33%, for 1995-2006 combined, 5.25%, for 1995-2007 combined, 5.23%, for 1995-2008 combined, 4.74%, for 1995-2009 combined, 5.09%, for 1995-2010 combined, 5.17%, for 1995-2011 combined, 5.09%, for 1995-2012 combined, 5.17%, for 1995-2013 combined 4.72%, for 1995-2014 combined 4.73%, for 1995-2015 combined 4.54%, for 1995-2016 combined 4.44%, for 1995-2017 combined 4.42%, for 1995-2018 combined 4.23%, for 1995-2020 combined 4.32%, 1995-2020 combined, 4.31%, 1995-2021 combined, 4.15%, for 1995-2022 combined 3.76%, for 1995-2023 combined, 3.80%.

Composite returns consist of all 100% discretionary accounts under management utilizing individual stock and bond holdings selected by WAM. Balanced portfolio segments have been included in single asset composites. Effective 1/1/06 to 12/31/10, cash and cash returns have been allocated to the segment returns according to the procedures outlined by Association of Investment Management Research (AIMR). Effective 1/1/16, equity and fixed composite returns no longer include cash or a weighting to cash. Dividends and interest received is generally not reinvested in the same security but is included in total return calculations. Effective 2010, Equity Composite performance excludes two related family groups which hold a concentrated position that due to tax considerations cannot be managed in the same manner as the overall equity composite. The composite performance represents the performance of an aggregate of the firm's managed accounts that align with a particular strategy. Individual account performance will vary, and some clients may have experienced returns significantly different from the composite. Investing entails risk and past performance is no guarantee of future performance.

These performance numbers are provided under the flash reports provision of these said standards. "As prospective and current clients have received past results that were in compliance with the required disclosures within a 12-month period, firms may present interim data and returns (i.e., "Flash numbers") without quarterly disclosures." A full presentation, including all required disclosures, is available upon request. The WAM Balanced Composite represents actual portfolios utilizing strategic asset allocation with both equity and fixed income components. The fixed income component for individual portfolios underlying the balanced composite have allocations tailored specifically for that account and client, and varies between 5% and 90%, whereas the Blended Benchmark is 50% S&P 500 Total Return and 50% Merrill Lynch 1-3 Year representing an average of a 50% Equity and 50% Fixed Income benchmark allocation in the Composite.