

*General overall portfolio comments refer to the Moderate Growth allocations used in both the Pooled Fund Program and the Unified Managed Account Program. These general comments will be referred to as "Moderate Growth" throughout. Specific references to performance, current allocation, or comparison to indexes are derived from the CWA Model 5 Portfolio in the Pooled Fund Program; these specific comments will be referred to as "Model 5" throughout.

PORTFOLIO ANALYSIS

Overall Goal. We construct portfolios to generate a return that <u>maximizes the probability that an investor will meet their retirement</u> goals, as opposed to maximizing their asset base (which interjects significant risk). We believe that a value bias, international exposure and general diversification provide the best avenue to meet this objective. Our portfolios, have lower volatility[†], but can go through periods where they do not keep pace with the U.S. equity markets (the most common benchmark) because of our focus on value, fixed income and international stocks.

The **Moderate Growth Portfolio** is intended to provide a balanced allocation, with a slight overweight to equities over fixed income. The goal is to provide a balance of growth and income with lower volatility than an all-equity portfolio. Our target and current portfolio asset class allocations for Model 5 are listed below.



LARGEST EQUITY AND FIXED INCOME POSITIONS

In normal market environments, Moderate Growth has a target allocation of 60% stocks & 40% bonds, with approximately 20% of the portfolio in international equities and fixed income. So, the portfolio is a global one – with a US tilt. By design, the holdings are broadly diversified by location/country, by company size, by credit quality/yield and by maturity/duration. The investment managers have a degree of flexibility which allows them to respond to different market environments, and our equity managers are currently holding a large amount of cash (given current valuations).

[†] As of 3/31/16, the 7-year volatility (standard deviation) of Model 5 is 7.26%, versus 13.41% for the S&P 500 Index.



PERFORMANCE

The Moderate Growth portfolios in the Pooled Fund Program and the Unified Managed Account Program have slightly different investments, costs and thus returns. Accordingly, we direct you to your account statement for your individual performance.

In March, Model 5 (net of fees and expenses) market-performed⁽¹⁾ compared to the U.S. 60/40 Index, out-performed the S&P Moderate Growth Index, and under-performed⁽¹⁾ the Global 60/40 Index, which posted the following returns:

PERFORMANCE	MAR.	COMMENTS
Global 60/40 Benchmark Index ⁽²⁾	5.56%	International bonds strongly outperformed domestic bonds for the month.
US 60/40 Benchmark Index ⁽³⁾	4.43% International equities also outperformed domestic equities in the m March. All major global and domestic indices were positive for the	
S&P Moderate Growth Index ⁽⁴⁾	4.28%	as tensions surrounding global central bank policy initiatives eased.

(1) "Market Perform" means within a range of +10 bps to -10 bps of the applicable index for the month (or +/- 8 bps per month for YTD performance); "Outperform" means more than +10 bps for the month (or more than +8 bps per month for YTD performance); "Underperform" means more than -10 bps for the month (or more than -8 bps per month for YTD performance). <u>Please note performance comparison comments are based upon Model 5 Pooled Fund Program data. There are inherent limitations in the use of model performance – please read the Model Disclosure found on page 7. Investors should consult their individual custodial statement for actual performance of individual portfolios. Actual performance comparisons may differ from model comparisons.</u>

- (2) Global 60/40 Benchmark is 60% MSCI ACWI Index & 40% Barclays Global Aggregate Bond Index.
- (3) US 60/40 Benchmark is 60% S&P 500 Index & 40% Barclays US Aggregate Bond Index.
- (4) S&P Moderate Growth Index is 50% S&P Target Risk Moderate Index & 50% S&P Target Risk Growth Index.

MARKET PERFORMANCE

General Overview. In March, equities and bonds rebounded with sustained intensity. Fears eased after the G20 meeting, in which it has been reported that global central bank leaders agreed to inform each other in advance of their policy decisions. This caused markets to breathe a sigh of relief and confirmed some of our comments from previous letters, in particular that currency movements and global central bank policy action/inaction were at the heart of the market volatility in January and February.

While the price action for oil was much healthier in March, oil ended relatively flat. March marked the first month in quite a while where oil prices decoupled from the equity markets.

PERFORMANCE	MAR.	MULTIPLE	COMMENTS
US Equities ⁽⁵⁾	7.04%	19.9X	Domestic equities showed strength across the board.
International Developed ⁽⁶⁾	6.58%	20.4X	Foreign equities modestly underperformed domestic equities, but showed strong absolute performance
Emerging Markets ⁽⁷⁾	13.23%	13.9X	As one would expect, the hardest hit investment area earlier in the year was the beneficiary of the largest rally. EM snapped back in a big way after pressure eased on local currencies.

Equities. As noted earlier, equities saw strong performance in March.

(5) US Equities are represented by the Russell 3000 Index.

(6) International Developed is the MSCI EAFE Index.

(7) Emerging Markets is the MSCI EM Index.





U.S. Markets Continue to Lead: Even amidst the backdrop of earnings headwinds that we outlined last month, the U.S. markets once again were the global leaders. While nothing has fundamentally changed since last month, a moderately dovish statement from Janet Yellen in the later stages of March gave stocks an extra boost. The Fed still seems poised to raise rates two times in 2016 - however, recent testimony by the Fed Chairman seems to lean towards a much more amenable schedule depending on the state of the global economy.

Value Coming Back Into Focus: 2015 saw one of the bigger historical disparities between the performance of Value and Growth stocks. As our equity managers have a value tilt, this led to relative underperformance in 2015 and in prior years versus the S&P 500, which tends to be dominated by larger cap growth-oriented companies. However, in 2016 we have begun to see a shift in market sentiment towards more value-oriented names. So far in 2016, the worst performing stocks last year have been the best performing this year, while last years' leadership (growth stocks with high P/E ratios) have lagged. This is an encouraging development for our equity managers as we move forward.



Source: www.bespokeinvest.com

Our Active Managers: Following Through on a Good Start: For the month, the equity managers in the Model 5 portfolio saw strong performance yet again. Cash positions are relatively unchanged during the rebound, yet security selection has allowed the managers to keep pace while maintaining a defensive war chest.

PERFORMANCE	MAR.	SPREAD OVER UST 10 YEAR	COMMENTS
US Treasuries (Medium Duration) ⁽⁸⁾	-0.03%	-	
US Treasuries (Longer Duration) ⁽⁹⁾	-0.09%	0.14%	The curve remains flatter in shape and long bonds, while losing the momentum from earlier in the year, have yet to be sold off.
Global Fixed Income ⁽¹⁰⁾	2.70%	0.93%	Global credit outperformed domestic credit during the month.
Emerging Fixed Income ⁽¹¹⁾	8.42%	3.67%	Emerging markets rallied extensively after several months of being broadly sold.
High Yield ⁽¹²⁾	4.44%	6.45%	High Yield rallied hard during the month as liquidity pressures, particularly on the trouble energy sector, eased.

Fixed Income. Fixed income underperformed the equity markets for the first time this year.

(8) US Treasuries (7-10 Years), represented by the Barclays UST 7-10 Yr Total Return Index

(9) US Treasuries (20+ Years), represented by the Barclays UST 20+ Yr Total Return Index

(10) Barclays Global Aggregate Bond Index.

(11) Barclays Emerging Markets USD Aggregate Bond Index.

(12) Barclays US Corporate High Yield Index.



Fixed Income (cont'd.) - The Investment-Grade Fixed Income portion of the Model 5 portfolio outperformed the Barclays Aggregate Bond Index during the month. Medium to longer term treasuries were flat during the month, as gain during the beginning of March were given up as risk strengthened and the U.S. Dollar tempered its rapid advance. The Model 5 fixed income portfolio remains shorter in duration than that of the broad fixed income market, which should help portfolios during inflationary periods in the market. The flip side is that if there is continued volatility, the last of duration could cause the portfolio to lag the broader indices. We continue to believe that the highest probability outcome is for the Fed to raise rates in a measured manner, and thus believe favoring the shorter end of the curve is prudent. International bonds posted very strong gains, particularly in Emerging Markets and periphery sovereign debt in Europe. We maintain some modest exposure to these areas and like them as a source of potential alpha.

Corporate and High Yield credit were the best performing domestic sectors during the month. High Yield, in particular, saw large advances as liquidity pressures eased on the troubled energy sector. While the potential for a credit problem in energy is still on the table, a more orderly market for commodities and equities should continue to allow credit to trade easier and to calm investor's nerves. The High Yield portion of the Moderate Growth portfolio performed admirably but underperformed the index as the manager utilized was underinvested in troubled sectors to begin the year, and thus did not largely participate in the liquidity driven snapback that occurred during the month.

Commodities and Real Assets. The Model 5 portfolios do not have significant exposure to commodities, except indirectly. However, commodities and real assets (real estate) provide a good sense of global demand (in the case of industrial commodities) or fear (gold).

PERFORMANCE	MAR.	TREND	COMMENTS
Energy ⁽¹³⁾	8.27%	-	Energy snapped back during the month. This is an encouraging sign, although underlying commodity price action needs to become more favorable for this to be considered a meaningful trend.
Real Estate ⁽¹⁴⁾	10.38%	-	Much like energy, real estate rebounded and follow through in the coming months would be an encouraging sign of a meaningful trend reversal
Industrial Metals ⁽¹⁵⁾	0.15%	UP	Industrial metals gained modestly during the month, but continue their upward trend.
Gold ⁽¹⁶⁾	-0.49%	UP	Gold declined modestly during the month, however, given the modest decline in the commodity in the face of an appetite for risk returning, we view gold as still in a longer-term uptrend.

(13) S&P GSCI Energy Total Return Index.

(14) Dow Jones US Real Estate Index.

(15) S&P GSCI Industrial Metals Total Return Index.

(16) Gold Spot Index in USD.

The Housing Market: Tight Supply and Fast Turns: While the housing market hasn't returned to the vibrancy of the mid-2000s, existing homeowners are benefiting from tight supply conditions. The benefits here are twofold. On one hand, the average time on the market for an existing home is near an all-time low, which is indicative of tight supply and is allowing existing homeowners to unlock value and equity through the sale of their home. Secondly, new housing starts have been slow to keep up and are undercutting actual demand, which makes existing inventory even more valuable. Demand is much higher today given low interest rates and affordability, and this could pave the way for a big part of the economy – new home construction – to have a tailwind in the years to come. Even in the aftermath of 2008, most investors view their home as their most prized asset and source of equity, and any environment that paves the way for further gains in the housing market could go a long way to promoting a more constructive view of global assets as a whole.



What Do We Expect?

Global Markets; Economic Climate: While economically not much has changed, the big story from March involved the economic summit early in the month, and many rumors that the economic leaders of the world reached an "accord" during this summit. The markets certainly seem to want to believe this, as the mere mention of central banks increasing their coordinated efforts to appease risk assets sent markets upward for the majority of the month.

While it is tough to buy that the Fed and the Peoples Bank of China and others have entered into a "you scratch my back, I scratch yours" kind of arrangement, Central Banks have agreed to become more transparent with each other in an effort to take the shock and awe out of the markets whenever they enact policy. Last August, in a surprise move, China devalued their currency by 3% overnight and sent global markets tumbling and investors scrambling. When the Fed raised rates in December, the longer-reaching effects of that on Emerging Markets and the currencies in China and Europe set the stage for the difficult 2016 we have experienced thus far.

We are not in the camp that believes there is a handshake agreement between all Central Banks to keep the status quo. A weakening U.S. Dollar, if it continues, will boost energy prices and, given the trajectory of employment and wages, would bring about a wave of higher inflation that would likely force the Fed's hand to raise rates. We do not believe they would hamstring themselves long-term to cure markets in the short-term. You don't kill the patient in a month because they scraped their knee today. However, we do believe the move to have greater dialogue and transparency is indicative of Central Banks recognizing that the efficacy of their policy measures is decreasing amidst a heavily indebted global marketplace.

Alan Greenspan once wrote, "...the one thing all human beings do when they are confronted with uncertainty is pull back, withdraw, disengage, and that means economic activity, which is really dealing with people, just goes straight down." In keeping with this view, as markets tend to dislike uncertainty, a move by Central Banks to offer greater transparency and lessen the potential for surprises should continue to benefit markets. However, this is likely the eye of the storm when it comes to the global need to stabilize currencies in China and Europe, and we would expect further market volatility around this issue and like our positioning in the face of this.

Further Reading

1) Cash is Now A Sin, Wall Street Journal, March 11, 2016

This article outlines some money managers that choose to carry cash as part of their allocation, and highlights some of the benefits of the strategy but also paints a picture of how these managers are viewed in the industry. The beginning of 2016 has highlighted the merits of this strategy,

http://blogs.wsj.com/moneybeat/2016/03/11/cash-is-now-a-sin/

2) U.S. Stock Funds End in the Red for Quarter, Wall Street Journal, April 3, 2016

This article outlines how U.S. stock mutual funds in general performed. This article highlights what sets our managers apart from the pack, and how holding cash and investing with a margin of safety can benefit investors during periods of volatility. http://www.wsi.com/articles/u-s-stock-funds-end-in-the-red-for-guarter-1459735503

3) How A Big Bet On One Bad Stock Broke A Legendary Mutual Fund, MarketWatch, March 28, 2016

This article talks about the downfall of the Sequoia fund and outlines some of the perils associated with making large, concentrated bets on a single stock and how this can ruin a track record and investor confidence.

http://www.marketwatch.com/story/how-a-big-bet-on-one-bad-stock-broke-a-legendary-mutual-fund-2016-03-26

4) The Global Liquidity Trap Turns More Treacherous, Financial Times, April 7, 2016

This article from Guggenheim (who manages the High Yield portion of the Model 5 portfolio), outlines many of the problems facing Central Banks today – particularly how their policies, while implemented with good intentions, may have far reaching negative consequences.

http://guggenheiminvestments.com/GuggenheimInvestments/media/pdf/FT-The-Global-Liquidity-Trap-Turns-More-Treacherous_Final.pdf

For questions, or to request additional information, please contact your CWA Financial Planner.



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CWA Model 5 Moderate Growth Pooled Fund Program: The target allocation and portfolio data used throughout this presentation is for the CWA Model 5 recommended for participants in the Pooled Fund Program. This Model is the most common recommendation and is used here to illustrate the CWA methodology. Other CWA Recommended Investment Program models will vary in asset allocation and underlying manager and/or security selection. Clients should discuss these models and programs with their planner prior to selection.

Model Performance Disclosure Model performance is NOT an indicator of future or actual results. Performance does not represent the returns that any individual investor actually received. Cain Watters Investors may incur a loss. Cain Watters Models contain allocations to several different common pooled trust funds. Each individual pooled trust fund has a defined investment strategy; usually designed around a specific asset class. Investment managers and their respective strategies are chosen to meet each of the pooled funds' objectives. Investors in the models pay a monthly asset based trust fee, based on their average investment balance during the month. Model performance is calculated using the reported net asset value of each individual pooled fund. Performance for the individual funds is then weighted according to the model target allocation. Model performance includes the reinvestment of dividends and interest. The annual trust fee of 1.05% is subtracted from gross returns on a pro-rated basis of 0.0875% per month; and includes trust fees, manager fees, and investment advisory fees. Model performance has inherent limitations in that it does not reflect the effects of significant cash flows, or take into account actual client asset allocation that may differ materially from the target allocation due to rebalancing policies and changes in market values. This model performance information is provided for illustrative purposes only. Cain Watters Model investors may experience materially different returns.

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