



American Fisheries Society
June 2019 Management Committee Meeting
Monday, June 17, 2019

Management Committee Participants: Jesse Trushenski, Leanne Roulson, Brian Murphy, Abby Lynch, Tom Kwak, Jud Kratzer, Heather Hettinger, April Croxton, Randy Schultz (Constitutional Consultant, non-voting), Doug Austen (Executive Director, non-voting)

Emerging Leaders: Dan Weaver

AFS Staff: Dan Cassidy

Minutes of the Meeting

1. **Welcome/Determination of Quorum:** Quorum established. Meeting call to order at 3:04 p.m.
2. **Approval of Agenda:** Approved with addition of discussion on USGS meeting and conference memo from Director Reilly
3. **Review and approval of minutes** from the May 20, 2019, Management Committee meeting. Approved with minor edits.
4. **Constitutional Consultants report** (Schultz) –
 - a. **Motion:** Approve the proposed amendments to the bylaws of the Louisiana Chapter (Attachment A).
 - i. **Background:** The proposed extensive amendments to the bylaws (attached) were reviewed by the Constitutional Consultant and deemed consistent with the AFS Constitution and Rules. The Chapter membership recently voted to support these changes.
 - ii. **Moved by Schultz; 2nd by Kwak. Approved by unanimous consent**
 - b. **Motion:** Replace the name of the Introduced Fish Section with the Invasive and Introduced Species Section (Attachment B).
 - i. **Background:** This updated name will better encompass the membership of the current section by representing both invasive and introduced species, along with being less restrictive taxonomically. The results of a section wide survey demonstrate that the majority of the active membership is in support of this motion to change the section's name.
 - ii. **Moved by Schultz; 2nd by Roulson.** Approved by unanimous consent for action by the Governing Board (if approved the motion requires membership approval)
5. **President/Officers activities report**
 - A. Trushenski: Will attend annual conference of the Fisheries Society of the British Isles in July. The Washington D.C. aquaculture briefing was highly successful with an excellent

panel and strong audience. Will participate as a panelist/speaker at a special symposium “Energizing the Modern Age” at the Idaho National laboratory. Submitted final presidents column for Fisheries and now passing on that job to Scott Bonar.

- B. Murphy: Described the African Great Lakes Stakeholder Network Workshop to be held in August in Malawi (<https://www.agl-acare.org/>). However, a recent check of their web site noted that the event has been postponed with no additional information provided.

6. Executive Director and AFS staff reports (Austen et al.)

- a. Policy Updates
 - i. Aquaculture – Austen reiterated Trushenski’s comments about the aquaculture briefing and thanked Policy Director Drue Winters and the speakers for the exceptional work in hosting the event. Very positive feedback has been received from NOAA and others on the quality and impact of the event.
 - ii. Pebble Mine – Joint comment letter submitted by Alaska Chapter, Western Division and AFS national office.
 - iii. RAWA – Bill submission expected in early July. AFS will work with TWS and others to develop press release or statement in support of bill language.
 - iv. USFS Fisheries Program – Austen worked with USFS fisheries staff during three-day workshop in Rutland, VT.
- b. Summer Governing Board call – Set for 3:00 p.m. ET on Tuesday, July 16
- c. AFS Strategic Plan 2020 – 2025 – Provided to AFS membership soliciting comments. This will be a focus discussion area at the Reno Governing Board meeting.
- d. AFS Financial Review (Cassidy; Attachment C)

7. Additional Topics

- a. High School Membership (Murphy) – Noted that Dan Cassidy is working with outside legal counsel to review laws and regulations for establishing a membership category for minors.
- b. USGS Conference/Meeting Attendance – Kwak reviewed the guidance on attendance developed by USGS Director Reilly. AFS staff will be meeting with Director Reilly in early July and has been working with Department of Interior leadership to encourage participation in the Reno meeting.
- c. 2nd Vice-President election results – Trushenski reported that April Croxton (NOAA) was elected to the position of AFS 2nd Vice-President and she will start her term at the Reno meeting.
- d. Management Committee Accomplishments – Trushenski reviewed an abbreviated list of accomplishments from the past year.
 - i. Development of the AFS Strategic Plan for 2020-2025 (initiated during presidency of Steve McMullin)
 - ii. Enhanced the journal authorship experience through the establishment of the Editors-in-chief and various peer review workshops.

- iii. Enhanced support for AFS diversity through the adoption of the Meetings Code of Conduct, update of the Professional Standards of Conduct, and the forthcoming special issue of *Fisheries* magazine focusing on diversity.
- iv. Worked to make fisheries science more accessible to the public
- v. Enhanced the AFS social media presence through establishing a Presidents Twitter account.
- vi. Increased the amount of professional training offered by AFS.

8. **Adjourn at 3:50 p.m.**

Attachment A – Louisiana Chapter By-Laws

Louisiana Chapter of the American Fisheries Society Bylaws

Section 1 – Name and Objectives

The name of this organization shall be the Louisiana Chapter of the American Fisheries Society, herein referred to as the Chapter and Society, respectively.

The objectives of the Chapter shall be those of the American Fisheries Society as set forth in Article I of the Constitution, and to encourage the exchange of information by members of the Society residing within the State of Louisiana.

Section 2 – Membership

The membership of the Chapter shall be composed of those Society members in good standing residing within the State of Louisiana.

No person who meets the other criteria for membership may be denied membership on the basis of race, color, religion, sex, national origin, age, handicap, marital status, or veteran status.

Section 3 – Meetings

The Chapter shall hold at least one meeting annually at a time and place designated by the Executive Committee. The program and presentation of papers shall be the responsibility of the Program Committee.

Section 4 – Officers

The officers of the Chapter shall consist of a President, President-Elect, and Secretary-Treasurer.

Officers shall be elected at the annual meeting. The terms of the officers will be for two years. The President and President–Elect may not serve successive terms but the Secretary-Treasurer may, if re-elected.* In case of a vacated position, the Executive Committee shall appoint a qualified replacement to fill an unexpired term.

In the event of a cancellation of an annual meeting, the officers and the members of any committees shall continue to serve until the next scheduled meeting.

Section 4(a) - Nominations and Election of Chapter Officers

The Nomination Committee will include the will be made up of the current Executive Committee and will be chaired by the immediate Past President. The Nominations

Committee will identify candidates for the Chapter offices either as multiple candidates for each office to be selected by simple majority vote of the membership, or as a slate with one candidate for each office to be approved by acclamation of the membership.

Nominations are intended to be a multi-tiered process with multiple opportunities for input from Chapter membership and past officers:

1) Nominations for new officers will be requested first from the membership at the business meeting of the year before the election.

2) The process will continue with an electronic call for nominees through our newsletter about 9 months before the election.

3) Subsequent to that, nominations will be solicited electronically by the Nomination Committee from the Ex-EXCOM (past officers).

4) The Nomination Committee will meet and compile a list of potential candidates based on the suggestions received, and will decide whether to put forth multiple candidates for the offices or a slate of candidates.

5) Potential candidates will be contacted and asked if they are willing and able to serve as an officer.

6) After acceptance of nomination and final approval by the Nominations Committee, the candidates will prepare a short biography to be posted on the Chapter's website prior to the annual meeting.

7) The nomination process will remain open for other candidates until the official closure of nominations at the Business Meeting immediately prior to the election.

8) After closure of nominations (contingent on the presence of a quorum), voting will commence by secret ballot. the nominees to leave the room for voting which will be accomplished by voice acclamation, or if close, by a show of hands. The current President will preside over the election process.*

Section 5 – Duties of Officers

The President of the Chapter shall preside at all meetings, serve as Chairman of the Executive Committee, represent the Chapter on the Executive Committee of the Southern Division and at Society meetings, and make appointments and perform other duties and functions as are authorized.

The President-Elect shall be Chairman of the Program Committee and shall assume the duties of the President if the latter is unable to act.

The Secretary-Treasurer shall keep the official records of the Chapter, collect and be custodian of any funds collected or allotted to the Chapter. The Secretary-Treasurer shall disburse funds as authorized by the Executive Committee or the membership, and submit

a record of receipts and disbursements at the annual Chapter meeting. Other duties may be requested by the Executive Director of the Society and officers of the Southern Division.

Section 6 - Executive Committee

The Executive Committee of the Chapter shall consist of the President, President-Elect, Secretary-Treasurer, the immediate Past President, Committee Chairs, the Newsletter Editor, the Webmaster, the Student Awards Organizer, and the Presidents of any officially associated student subunits, as determined by the President. The committee is authorized to act for the Chapter between meetings and to perform appropriate duties and functions.

Section 7 – Chapter Committees

Committees and the Chairman of Committees, except as listed in Section 5 of these Bylaws, shall be appointed by the President. The term of office for members of the Chapter Committees shall end upon the discharge of the duties for which they were appointed, or at the next annual meeting of the Chapter, whichever comes first.

Section 8 – Voting and Quorum

Decisions at meetings of the Chapter shall be in accordance with the Constitution, Rules, and Procedures of the Society.

A quorum for the transaction of official business shall be one-third of the Chapter membership, except that members present may approve a lesser number for a given meeting, if circumstances dictate.**

The membership shall abide by its own rules of procedure, but in cases where it has adopted no explicit rules or where applicability of interpretation of rules is in doubt, the most recent edition of *Roberts Rule of Order* shall govern.

Written resolutions may be submitted to the Secretary-Treasurer at any time. The resolution will be reviewed by the ExCom for correct wording. The resolution will be mailed out with the next newsletter. There will be two ways the voting can be done, by a mail vote or at a business meeting. The ExCom will decide on the type of voting procedure for each resolution. Under either procedure, the membership will have at least three weeks to consider a resolution.

BY E-MAIL – This procedure should be used when the urgency of the resolution is such that it will not wait for a business meeting. The membership will have at least three (3) weeks to get their vote in. There is no means of amending a resolution that has a e-mail vote, the resolution must be voted on as is.*

BUSINESS MEETING – For a vote at a business meeting a resolution should be submitted to the Secretary-Treasurer at least five (5) weeks before a scheduled business meeting. A copy of the resolution will be posted on the website at least three (3) weeks before a

business meeting. The resolution can then be amended and voted upon as per parliamentary procedure. If these deadlines are not met, then the ExCom can decide to put the resolution out for an e-mail vote.***

Section 9 – Registration

The Executive Committee may assess each registrant attending an annual meeting of the Chapter a registration fee necessary to cover the cost of the meeting and Chapter activities.

Section 10 – Amendment of the Bylaws

The Bylaws of the Chapter may be amended by a two-thirds majority approval of those members voting, provided that prior notice of at least 30 days be given the membership of the proposed change(s). Said change(s) must be reviewed by the Society's Constitutional Consultant and approved by the Management Committee of the Society before taking effect.

*As amended by a 2/3 majority vote of the Chapter membership and approved at the AFS ExCom meeting, Spring 1987, Miami, Fl.

**As amended by a 2/3 majority vote of the Chapter membership and approved at the AFS ExCom meeting, Spring 1990, Pittsburgh, Pa.

***As amended by a 2/3 majority vote of the Chapter membership and approved at the AFS ExCom meeting, Spring 2004, Baton Rouge, La.

Official copy as of 1/26/05

Kristi Butler, Secretary-Treasurer

Attachment B – Introduced Fish Section Name Change

Introduced Fish Section Name Change

Following discussions at the last few section annual meetings, members were unsure if the name accurately branded section, aligned the mission and vision of the section and represented the role the section plays within the society. For example, many section members are also involved in nuisance/invasive fish work and/or concerns in addition to the introduction of fish. Additionally, common terminology has occurred potentially causing confusion to the role of the section within the society. Therefore, the idea of potentially rebranding the section via a name changes was brought up. Following discussions at the last few section annual meetings, members were unsure if the name accurately branded section, aligned the mission and vision of the section and represented the role the section plays within the society. For example, many section members are also involved in nuisance/invasive fish work and/or concerns in addition to the introduction of fish. Additionally, common terminology has occurred potentially causing confusion to the role of the section within the society. Therefore, the idea of potentially rebranding the section via a name changes was brought up.

To ensure section members unable to attend annual meetings were able to voice their opinions on the name change idea, a survey monkey survey was sent out to all section members (according to AFS's section membership directory). The survey asked members if they were supportive of a name change and to rank of few initially created names. The initial survey was kept open for 14 days with a reminder email being sent out to all members who did not complete the survey 7 days following the initial email.

The survey received 108 votes for a 52% response rate. Of members that completed the survey, 94% were supportive of a name change and 64% of members felt that our name should have a broader emphasis (e.g., *species* compared to *fish*). Members ranked the names *Invasive Fish Section* and *Introduced and Invasive Fish section* the highest of the example names provided. Among the names suggested by survey participants, the words introduced and non-native were mentioned the most often.

With 94% of members being supportive of pursuing a formal name change, executive committee members created a single name, *Introduced Fish Section with the Invasive and Introduced Species Section*, from suggestions of the membership and the rankings of the example names.

A second survey monkey survey was created for a vote of members to determine if section members were supportive of changing the name of the section the *Introduced Fish Section* to the *Invasive and Introduced Species Section*. The vote was sent out to all section members (according to AFS's section membership directory). The vote was kept open for 30 days with 2 reminders being sent out. One reminder was sent out 7 days following the initial vote email and a second reminder was sent out 14 day after the first reminder email.

The vote received 123 responses from the 226 name change vote invitations sent out for a 54% response rate. Of those 123 responses, 94% supported (116) a motion to change the name to Invasive and Introduced Species Section and 6% opposed (7).

Let me know if you have any other questions.

Thank you for your help!

Nathan J. Lederman

Illinois Department of Natural Resources-Aquatic Nuisance Species Program

Natural Resources Specialist

Silver Springs State Park

13608 Fox Road

Yorkville, IL 60560

(630) 538-5878

Nathan.Lederman@illinois.gov

Attachment C – March 2019 Financial Narrative and Tables



American Fisheries Society
Organized in 1870 to Promote the Conservation, Development and Wise Utilization of Fisheries

425 Barlow Place, Suite 110 * Bethesda, Maryland 20814-2199
 301-897-8616 * FAX 301-897-8096 * E-Mail: main@fisheries.org, www.fisheries.org

Jesse Trushenski, PhD
President 2018-2019

Douglas J. Austen, PhD
Executive Director

March 2019 Financial Narrative

Summary. AFS is off to a good start in 2019 and the March financial reports reflect an improving financial picture. The investment account has regained the December 2018 losses and operating results are tracking ahead of last year with revenue is higher in most categories and expenses modestly lower.

Financial Position. Assets are 10% lower in March 2019 with nearly all of this decline reflective of the lower cash balance. The cash position reached a critical point in March/April forcing AFS to borrow \$250,000 through its bank credit line. Recall, AFS was covering operating cash needs through withdrawals from the investment account. Ongoing operating losses + deficit spending continues to deplete cash and investments. Essentially, AFS has already used the 2019 dues renewal payments much earlier in the year than usual and the later annual meeting compounds the cash problem. In addition, AFS no longer receives a lump-sum journal royalty payment in the beginning of the year as it did under Taylor & Francis. The Wiley agreement calls for quarterly minimum royalty payments. While cash receipts have picked up with the opening of annual meeting registrations in May, AFS will need to pay off its credit line and cover remaining operating expenses this year using unrestricted investment account funds.

Cash and Investments 2014 – 2018

	2014	2015	2016	2017	2018
Cash Balance	\$1,485,000	\$679,000	\$227,660	\$744,000	\$105,000
Investment Account	\$3,998,000	\$4,459,000	\$4,058,000	\$4,452,000	\$4,076,000
Total Cash/Investments	\$5,483,000	\$5,138,000	\$4,285,660	\$5,196,000	\$4,181,000
Total Assets	\$6,588,000	\$6,485,000	\$5,662,000	\$6,302,000	\$5,050,000
Cash/Invest as % of assets	83%	79%	76%	82%	83%

Special items
 Condo sale \$450k in 2014
 Wiley advance \$900k in 2017

Program Results. Revenue through the first three months totals \$1,130,000 and stands \$345,000 higher than YTD 2018. Strong investment account performance is the reason for this positive revenue variance. Solid program performance comes from the usual activities of membership (7% higher) and annual meeting (60% higher). March YTD expenses total \$770,000, about 6% lower than last year. While the Cornell program wrapped up in 2018 for the most part, reasons for the positive expense variance is generally related to timing differences of when invoices are paid.

Operating Changes / New Program Opportunities. AFS was awarded two multi-state cooperative grants-- one on Standard Sampling the other for Gray Literature. Both grants cover a small portion of overhead. AFS's work to manage the 2022 JASM2 meeting is underway and it will also cover some staff time and overhead, for the most part in future years. AFS is also exploring an institutional book subscription program after beta testing it with the Army Engineer Corps and receiving positive feedback from select state agency directors. Finally, AFS elected not to fill two recent staff positions vacancies which will result in annual savings of over \$180,000.

Investments. For the year ended in March, the account returned 9.1% versus the aggregate index return of 10.2%. The investment performance reports along with the investment advisor's narrative are part of this financial report. The investment account holds both unrestricted AFS funds and restricted funds for such programs as Skinner, chapter investments and other awards. Currently, restricted funds account for more than half of the total account balance.

AMERICAN FISHERIES
Summary of All Units
For the Three Months Ending 3/31/2019

	Year to Date - Actual			Budget	2018 Annual
	2019	2018	Var \$	2019 BUDGET vs YTD Actual	Actual
Revenue					
Administration	\$386,363	(\$36,567)	\$422,930	\$386,363	(\$195,565)
Web		16,839	(16,839)		27,199
Continuing Education					13,095
Certification	1,800	1,510	290	1,800	4,471
Hutton	5,000	4,000	1,000	5,000	5,000
DJV Nat Park					18,449
Cornell					45,072
Annual Meeting	37,850	24,280	13,570	37,850	891,282
Membership	490,534	459,941	30,593	490,534	533,641
Awards	1,168	3,207	(2,039)	1,168	4,957
Mem Other	8,277	5,525	2,752	8,277	20,366
Jobs	10,350	6,675	3,675	10,350	43,650
Advocacy					13,310
Books	36,074	22,862	13,212	36,074	154,683
Journals	152,727	276,740	(124,013)	152,727	1,193,311
Fisheries					335
Other Publications					79
Total Revenue	1,130,143	785,012	345,132	1,130,143	2,773,335
Expenses					
Administration	91,486	109,257	17,770	(91,486)	389,842
Staff Costs	563,101	547,516	(15,585)	(563,101)	2,120,351
Technology	11,740	20,852	9,112	(11,740)	77,919
Communication	2,605	566	(2,039)	(2,605)	3,072
Web	6,467	9,912	3,445	(6,467)	21,538
Development	1,075		(1,075)	(1,075)	1,412
Continuing Education	(1,000)	280	1,280	1,000	9,269
Certification	28	44	16	(28)	165
Board	21,347	14,967	(6,379)	(21,347)	59,282
Hutton	(138)	62	200	138	104,865
Cornell	(773)	26,385	27,158	773	58,715
Other Grants & Contracts	12,603		(12,603)	(12,603)	11,121
Annual Meeting	3,560	28,721	25,161	(3,560)	704,787
Other Meetings					621
Membership	45,549	26,548	(19,000)	(45,549)	110,330
Awards	1,919	2,971	1,052	(1,919)	15,988
Mem Other	416	1,058	642	(416)	1,764
Advocacy	2,508	4,105	1,596	(2,508)	8,800
Books	4,297	9,867	5,569	(4,297)	60,649
Journals	3,370	14,045	10,675	(3,370)	105,902
Fisheries	200	1,267	1,067	(200)	26,001
Total Expenses	770,360	818,423	48,063	(770,360)	3,892,393
Net Change from Operations	359,783	(33,411)	393,194	359,783	(1,119,058)
Non Operating (shown on a net basis)					
Restricted contributions	12,347	19,660	(7,313)	12,347	186,646
Total Non Operating	12,347	19,660	(7,313)	12,347	186,646
TOTAL NET CHANGE	372,130	(13,751)	385,881	372,130	(932,412)

American Fisheries
Statement of Financial Position
As of 3/31/2019

	2019	2018	Variance
ASSETS			
Current Assets			
Petty Cash		\$694	(\$694)
Checking	1,447	571,542	(570,095)
Accounts Receivable	44,085	54,430	(10,345)
Allowance of doubtful accounts	(14,170)	(14,170)	
Inventory	253,168	281,983	(28,815)
Prepaid Expenses & Deposits	12,739	36,511	(23,772)
Current Assets	<u>297,269</u>	<u>930,990</u>	<u>(633,721)</u>
Property and Equipment	1,183,339	1,121,839	61,500
Accumulated Depreciation	(750,339)	(709,129)	(41,210)
Net Property and Equipment	<u>433,000</u>	<u>412,710</u>	<u>20,290</u>
Long Term Assets			
Long-Term Investments	4,439,975	4,409,305	30,670
Total Long Term Assets	<u>4,439,975</u>	<u>4,409,305</u>	<u>30,670</u>
Total Assets	<u>5,170,244</u>	<u>5,753,005</u>	<u>(582,761)</u>
LIABILITIES AND NET ASSETS			
Current Liabilities			
Accounts Payable	176,972	101,318	75,654
Accrued Expenses	244,915	238,016	6,899
Subunits Dues Payable	142,411	132,298	10,113
Subunits Books Payable	16,207	18,804	(2,597)
Deferred Income	739,286	867,857	(128,571)
Total Current Liabilities	<u>1,319,791</u>	<u>1,358,293</u>	<u>(38,502)</u>
Net Assets			
Net Assets - Unrestricted	3,478,325	4,408,463	(930,138)
Change in Unrestricted Net Assets - Curr Year	372,128	(13,751)	385,879
Total Net Assets - End. Balance	<u>3,850,453</u>	<u>4,394,712</u>	<u>(544,259)</u>
Total Liabilities and Net Assets	<u>5,170,244</u>	<u>5,753,005</u>	<u>(582,761)</u>



April 10, 2019

MEMORANDUM

To: Douglas Austen,
Executive Director; and
Dan Cassidy, Deputy Exec. Dir.,
American Fisheries Society

From: Gretchen S. Bolton,
CFP®, CLU, ChFC

Subject: **American Fisheries Society 1st Quarter Review 2019**

AXA Advisors, LLC

Gretchen S. Bolton, CFP®, CLU, ChFC
Financial Consultant
Northeast Division



The 1st Quarter Review for 2019 of AFS Long Term Investment and Collateral Reserves is based on figures from AXA/LPL Performance Appraisals through March 31, 2019, year-to-date through 2019. Along with these reports, a Morningstar Snapshot report is also sent herewith. The most authoritative sources for account information are your monthly Statements, which have been sent to you separately.

You had a total of \$4,443,032.51 in Reserves at the end of March 31, 2019.¹ The Long-Term Reserve balance was \$3,711,907.04, and the Collateral Reserve account balance \$731,125.47. (This is \$56,125.47 more than the required \$675,000 in the Collateral Reserves, more than covering the balance requirement.) \$6,000 was sent out from the LT Reserve in January, because of a Chapter withdrawal request.. We have maintained the combined portfolios within the allocation guidelines, with current allocations at 72.56% equity to 27.44% fixed income and cash.

Since the end of 2018, the equity markets have recovered from the end-of-year slump despite repeated weeks with volatility. The S&P 500 index has risen 13.65% since the beginning of the year to end of March, which is a 12-month increase (April 2018 to March 2019) of 9.50%. The Moderately Aggressive allocation benchmark was up 10.16% year-to-date. Your 2019 composite returns year to date lagged the benchmark, coming in at 9.09%. Cash balances on March 31 totaled \$72,056.52, or 1.62% of the accounts, which is our cushion for urgent withdrawal needs. Note that the cash balance also brought down overall returns when comparing to the benchmark. Past performance is no guarantee of future performance.

Fixed income holdings are estimated to yield \$43,813 (some reinvested, some going to cash) over the next 12 months, and another \$54,647 will come from dividends on stock fund holdings (most of which are reinvested), bringing the annual cash yield to 2.19% for the portfolios.¹

Federal Reserve Chairman Jay Powell has indicated he will be cautious on further interest hikes in 2019. With less chance of interest rate hikes in the near future, your bond values have stabilized. However, because of some market interest rate drops and continued elevation of bond fund values, we have not moved more to reinvestment of income from bond fund yields as previously planned. As the cash account continues to grow, rebalancing and some reallocation of funds is recommended at this time.

AXA ADVISORS

7986 Old Georgetown Road, Suite 8D, Bethesda, MD 20814 Tel: (301)652-6541 Fax (301)652-8798

Cell: (301) 529-7719 gretchen.bolton@axa-advisors.com

Securities and investment advisory services offered through AXA Advisors, LLC (NY, NY 212-314-4600), member FINCA, SIPC

Annuity and insurance products offered through AXA Network, LLC and its subsidiaries

www.AXAonline.com www.gretchenbolton.myaxa-advisors.com

We are able to evaluate the quality of your investments and their performance through the hypothetical Morningstar Snapshot. It demonstrates what the performance of your portfolio's specific fund choices in the given allocation would have looked like in a *static* portfolio, with no activity, over a multi-year look-back period. Our goal is that quality fund choices in the mix will outperform the benchmark index, both on returns and with less risk, on a rolling look-back basis.

Your specific mix of funds beat the Moderately Aggressive benchmark in most of the multi-year time periods illustrated, at the same time as your risk was less than the benchmark risk.⁴ This is always our goal. Past performance is no guarantee of future performance. However, we are concerned that the funds did not outperform in the last 3 month period and take that as a signal to re-evaluate some of the fund holdings and to rebalance the accounts as a whole. *See separately a proposal for changes, with another hypothetical Morningstar Snapshot using the new allocations.*

AXA/LPL Research's Valued Investor Letter, giving an update on thinking in our Investment Research Department, was sent to you in early March, and I enclose another copy herewith. John Lynch, EVP and Chief Investment Strategist, states in conclusion,

"Though we have lowered some of our economic and interest rate forecasts in response to a patient Fed and slowing global growth, our overall view hasn't wavered. We believe the pieces are in place for a continued economic expansion, and we look for stocks to power through periodic bouts of uncertainty and occasional volatility."

¹Figures are based on the March 31, 2019, AXA/LPL Performance Appraisal Reports and the Estimated Income projections, which accompany this summary. Total returns are calculated by a modified internal rate of return method and include both market valuation changes and dividends. While this material summarizes certain information contained in the attached documentation, it is not the official record of your account. This summary is offered at your request for your general reference, but the information it provides is in no way guaranteed. You should rely solely on the attached documentation and monthly statements that you have already received for complete and final information. In the event of a discrepancy between this summary and the attached documentation, or a discrepancy between this summary and any other product sponsor/issuer-generated statements, the monthly statements will prevail. Please note that values shown herein may not reflect surrender charges that may be applicable to annuities and life insurance products and that some investments may have substantial fees and/or penalties associated with early withdrawals. (This last sentence does not apply to your current holdings.) Securities products and services are offered through AXA Advisors, LLC (member FINRA and SIPC), 1290 Avenue of the Americas, New York, NY 10104 (212) 314-4600.

²All quoted indices herein are unmanaged baskets of securities according to type, valuable as indications of market trends, not directly comparable to your portfolio. Indices are provided by Morningstar Associates daily, at its website <http://news.morningstar.com/index/indexreturn.html>. Past performance is no guarantee, nor forecast, of future performance.

³Resources used in preparing this report include AXA Advisors portfolio information sources; Morningstar Associates, LLC; S&P Stock Reports; LPL Financial research sources, and access to multiple independent researchers' evaluations and recommendations. Please refer to the Research Disclaimer Statements accompanying the Portfolio Appraisal and the Morningstar Snapshot.

⁴Volatility or "risk" is measured by Standard Deviation; return on risk is measured by the Sharpe ratio—see the Morningstar Snapshot report, which looks back at and provides statistics on the performance of your *current* allocations and fund selections over a period of years. Returns in the Morningstar report are not identical with your actual returns, since activities in your accounts (including deposits, withdrawals, and changes in investments) in the look-back periods are not taken into consideration.