# Trustees of Trust Funds Meeting Minutes Final DATE: December 7, 2021

The Macomber Room (In person) 10:00 AM

Present: Tim Driscoll, Jim Wilbur, Nancy Jackson, Dave Fitts,
Laurie Chandler, Lori Ruest (Town Accountant)

- 1. Chairman Driscoll called the meeting to order at 10:02 am.
- 2. Approval of Prior Meeting Minutes dated 9/14/21 Jim made motion to approve, Nancy seconded. All approved.
- 3. Investment and Financial Update Jim handed out a summary of 6/30/22 FY Receipts and Disbursements recap through 12/7/21. (Attached.) Dave and Nancy are not receiving Cambridge monthly statements, Laurie will follow up with CT.
- 4. Trust Fund Activities
  - a. Review and adopt Investment Policy. On the Trust Funds Investment policy, the Trustees considered moving the target allocation to the Moderate Growth Allocation (60/40 Equity/Fixed) from Balanced (50-50), but decided to leave the allocation in Balanced in light of the current market levels. We will revisit in 6 months to a year in consultation with Cambridge Trust. Jim made motion, and Tim seconded, and Trustees voted unanimously to approve the Investment Policies as submitted. (Attached.)
  - b. Discuss Anticipated Trust Fund Activity. Lori Ruest discussed upcoming receipts and disbursements. (Attached.)
- **5.** Other Business
  - **a.** Nancy Jackson's term and new Secretary. Nancy made motion to nominate Dave Fitts as new TOTF Secretary starting in June 2022, Jim seconded, passed unanimously.
  - **b.** Discussion of follow up appointment as alternates for Laurie & Nancy. Nancy will follow up with potential candidates and report back. (Also attached are guidelines from DOJ re the rules about who has to be physically present at a TOTF meeting, etc.)
- 6. Next Meeting Tuesday March 22, 2022, 10 at Macomber.
- 7. Adjournment. Motion Jim, Second Nancy. Passed. Tim adjourned meeting at 11:30 am.

#### TOTF Terms:

Nancy Jackson – 3-year term (2022) Tim Driscoll – 3-year term (2024)

Jim Wilbur – 2-year term (2023)

Dave Fitts – First Alternate

Laurie Chandler – Second Alternate

#### TOTF Officer Update:

Tim - Chair

Nancy – Secretary

Jim - Treasurer

#### 3. Receipts & Disbursement recap - Wilbur

		_									
	Trust Funds	Summary									
Staten	nent of Receipt	s and Disbur	sements								
For t	he Fiscal Year E	nded June 3	0, 2022								
2021 Update (excludes Sid	ewalk Fund)					December 7, 2021 Status	w/ Sidewalk Fu	nd			
			GAINS/LOSSE	S							
PRINCIPAL	BAL. 6/30/21	RECEIVED	INCOME	DISBURSED	BAL. 10/30/21	PRINCIPAL	BAL. 6/30/21	RECEIVED	INCOME	DISBURSED	BAL. 12/07/21
Marchand	\$ 11,935,38	٠.			\$ 11,935.38	Marchand	\$ 11,935.38	\$ -			\$ 11,935.3
Sewer	\$ 11,935.38				\$ 11,935.38	Sewer	\$ 11,935.38				
		> -						5 -			
Library	\$ 13,536.41 \$ 266,977.35					Library	\$ 13,536.41 \$ 266,977.35				\$ 13,536.43
Cemetery		ė .				Cemetery					\$ 266,977.35
Special Education	\$ 87,251.51	\$ -			\$ 87,251.51	Special Education	\$ 87,251.51	\$ -			\$ 87,251.5
School Tuition	\$ 140,006.22				\$ 140,006.22	School Tuition	\$ 140,006.22				\$ 140,006.22
Vehicle & Equipment	\$ 6,005.98				\$ 6,005.98	Vehicle & Equipment	\$ 6,005.98				\$ 6,005.98
School Buildings & Grounds	\$ 11,035.43				\$ 11,035.43	School Buildings & Grounds	\$ 11,035.43				\$ 11,035.43
Water	\$ 136,788.40				\$ 136,788.40	Water	\$ 136,788.40				\$ 136,788.40
Town Government Buildings	\$ 171,583.52				\$ 171,583.52	Town Government Buildings	\$ 171,583.52			\$ 9,900.83	
Road/Streets	\$ 240,000.10				\$ 240,000.10	Road/Streets	\$ 240,000.10				\$ 240,000.10
Sidewalk aka Safepath					\$ -	Sidewalk aka Safepath	\$ 7,947.18	\$ 58,950.00		\$ 12,517.61	
WSC Sewer Capital Reserve	\$ 58,215.02				\$ 58,215.02	WSC Sewer Capital Reserve	\$ 58,215.02				\$ 58,215.02
WSC Water Capital Reserve	\$ 57,500.01			\$ -	\$ 57,500.01	WSC Water Capital Reserve	\$ 57,500.01			\$ -	\$ 57,500.03
Transporation Improvement	\$ 12,340.00			\$ -	\$ 12,340.00	Transporation Improvement	\$ 12,340.00			\$ -	\$ 12,340.00
					\$ -						\$ -
TOTAL PRINCIPAL	\$ 1,213,175.41	\$ -	\$ -	\$ -	\$ 1,213,175.41	TOTAL PRINCIPAL	\$ 1,221,122.59	\$ 58,950.00	\$ -	\$ 22,418.44	\$ 1,257,654.15
INCOME						INCOME					
Marchand	\$ 537.50				\$ 537.50	Marchand	\$ 537.50				\$ 537.50
Sewer	\$ 537.50				\$ 537.50	Sewer	\$ 537.50				\$ 557.50
	\$ 640.01				\$ 640.01	Library	\$ 640.01				\$ 640.0
Library	\$ 52,826.33				\$ 52,826.33	Cemetery	\$ 52,826.33				\$ 52,826.33
Cemetery											
Special Education						Special Education					
School Tuition	\$ 1,236.29					School Tuition	\$ 1,236.29				
Vehicle & Equipment	\$ 495.00				\$ 495.00	Vehicle & Equipment	\$ 495.00				\$ 495.00
School Buildings & Grounds	\$ 924.91				\$ 924.91	School Buildings & Grounds	\$ 924.91				\$ 924.93
Water	\$ 10,554.99				\$ 10,554.99	Water	\$ 10,554.99				\$ 10,554.99
Town Government Buildings	\$ 760.30				\$ 760.30	Town Government Buildings	\$ 760.30				\$ 760.30
Road/Streets	\$ 6,916.52				\$ 6,916.52	Road/Streets	\$ 6,916.52				\$ 6,916.52
Sidewalk aka Safepath					\$ -	Sidewalk aka Safepath	\$ 1,010.65				\$ 1,010.65
Select Board Sewer	\$ 551.18				\$ 551.18	Select Board Sewer	\$ 551.18				\$ 551.18
WSC Water Capital Reserve	\$ 277.99		1		\$ 277.99	WSC Water Capital Reserve	\$ 277.99				\$ 277.99
Transporation Improvement	\$ 11.29				\$ 11.29	Transporation Improvement	\$ 11.29				\$ 11.29
TOTAL INCOME		\$ -	\$ -	, .	\$ 124,063.78	TOTAL INCOME	\$ 125,074.43		\$ -	\$ -	\$ 125,074.43
TOTAL TRUST FUNDS	\$ 1,337,239.19	\$ -	\$ -	\$ -	\$ 1,337,239.19	TOTAL TRUST FUNDS	\$ 1,346,197.02	\$ 58,950.00	\$ -	\$ 22,418.44	\$ 1,382,728.58
						Pending					
as of October, 31, 2021						Sidewalk Fund Disbursement		Survey Tasks I-IV Payment			\$ 7,312.78
Common xxx5489	\$ 346,452.98		\$ 9,575.	20	\$ 356,028.18						
Expendable xxx5497	\$ 990,786.21		\$ (836.	cas	\$ 989,949.59						

#### 4a.

#### **NEED SCANNED COPIES OF SIGNED INVESTMENT POLICIES - TIM**

# 4b. Report from Town Accountant (Lori Ruest) on Deposits/Withdrawals - Capital Reserve and Trust funds:

#### **Transfers In:**

Article 17 Vehicle and Equipment Capital Reserve Fund \$125,000 Article 18 Government Buildings and Facilities CRF \$30,000

#### **Withdrawals:**

Roads Capital Reserve Fund: \$99,267.40 (2021 Paving) Safepath (Sidewalks) \$7,312.78 - Doucet Survey

I reported that I planned to prepare payment of the two warrant articles (17 - \$125,000 and 18 - \$30,000) on December 15.

I also noted that an application for payment from the Trust Funds (TTF) representing the 2021 Paving Costs of \$99,267.40 is being prepared for signature of the Selectmen so that it can be forwarded to the TTF for processing.

It was also discussed that there is no longer a need for the SafePath invoices from Doucet Survey or Ironwood to be processed through the Town's General Fund and then requested by way of application for payment from the TTF as the money in this fund is private. Going forward, the Application for Payment from TTF will be prepared with an invoice attached for the TTF Treasurer to process the check.

So, at this time, I have prepared the request for \$99,267.40 for BOS signature as well as the request for \$7,312.78 for Doucet Survey (land survey services) and am awaiting BOS signatures. Once signed, I plan to email the completed forms to Jim Wilbur so that he knows to come by to pick up the originals and prepare payments (only the \$99,267.40 paying check will be coming back to me to deposit to the General Fund).

#### 5b. DOJ Guidelines re Quorum and remote participation at TOTF meetings.

Email from Nancy Jackson to TOTF 11/30/21:

As we are talking about candidates to add to TOTF in the next meeting, I thought it would be helpful to know what the 'rules' were for remote attendance and voting. Laurie put me in touch with DOJ, and with help from Tom Donovan of NH DOJ, we have some clarity on the rules regarding remote participation at TOTF meetings.

- 1. If necessary, both Trustees and Alternates may attend a TOTF meeting remotely. Members participating remotely are considered 'present', and may participate and vote. All votes are to be taken by roll call.
- 2. In order to have a <u>quorum</u> for our TOTF meetings, there must be two people <u>physically present</u> in the meeting room. This can be two Trustees, or one Trustee and one Alternate, or two Alternates.
- 3. If any Alternate is one of the people physically present at the meeting who is counted as part of the quorum requirement for the meeting, then that Alternate has voting authority for that meeting over a Trustee who is remote.

Also see RSA 91-A:2, III for more information.

There are different criteria for an Emergency meeting as declared by the TOTF Chairman, but the above information should cover our normal circumstances.

So, for us, as we talk about the appointment two new members of the TOTF, some considerations are:

- Given that some Trustees are gone during some winter months, we need to be aware that in order to have a quorum for a TOTF meeting, there would need to be at least two TOTF members (Trustee or Alternate) physically present at the New Castle meeting site.
- If we can satisfy that condition, then other members can participate and vote by phone/zoom.
- So, as we look at candidates for our upcoming openings, a candidate who leaving in the winter isn't a disqualifier. But, we need to try to get a balance so we always have at least two TOTF members in Town available for scheduled meetings.

# CAMBRIDGE Trust

PRIVATE BANKING WEALTH MANAGEMENT

ACCOL	JNT NUMBER	R: <u>#5497</u>	I	DATE:	Decemb	er 7, 202	1
ACCOU	JNT NAME:	Town of New C	Castle, NH - Capital	Reserves			
INITIA	L:		UPDATED:	[	$\boxtimes$		
<u>Town of</u> Cambridg Statemen	New Castle, No ge Trust Compa t is intended to	IH Trustees of any regarding in reflect the clien	Trust Funds vestment goals and o	objectives a	s well as ris	sk toleranc	ne authorized signatory(iear e. 'This Investment Poli and updated to reflect ar
Time mutu suffic client	al funds. Gene	rally, the longer oup losses resul- is:	nt of time assets will a client's time horizo ting from a market de	n is, the gro ownturn. F	eater the pro For the purp	bability of oses of inv	n cash equivalent growth because there is esting this portfolio, the term (+7 years)
Client Appre	cility of account c's marginal tax oximate annual ctively managed p ions. Gains may	bracket?  capital gains lim  portfolio will gene be higher due to	able Non-Ta State of res it/budget, if any*? rally incur realized gain specific portfolio consi ins should be documen	idence?  s of +/- 109 derations su	ch as the tran	* value annual	ly depending on market ncentrated holdings, etc.
3. Rem.	ittances fonthly Quarterly Other emit net income emit a fixed am fake payments for pay ake payments fr	JAJO FMA  ne on (d  sount of \$  from income and  rom income and		t is to be m ecurring pa rect in writi or confirm to me or a	ade) yment is to l ng ned in writin deposit-acco	g ount in	
Does Will the Are the *If and standard	the account hold he account hold here any other s swering Yes to a ard legacy positi	I any client-direct pecific assets the any of the above ions will be trim	ancorp (CATC) stock ted equity position > c client directs us to r please complete Sec	10% of as etain? etion 9 "Dir	set class? * * ected Holdin	* Yes * Yes * Yes * Yes ngs". Unle	<ul> <li>No</li> <li>No</li> <li>No</li> <li>No</li> <li>rss client directed, non-</li> <li>Positions that will be</li> </ul>



	Are there any other trade or account restrictions?  If Yes, please list below	☐ Yes	□ No
5.	Other Are there any other unique needs or considerations?		
6.	Investment Risk Profile  Historically, market returns have shown that there is a relationship between the of return earned over the ing term. Generally, the greater the risk taken, the h	amount of risk to	iken and the level otentially earned.
	The descriptions below center on the stock/bond mix that will comprise the maprofiles also have the ability to allocate 0-10% of the overall portfolio into speciother unique opportunities as identified and recommended by the Cambridge T is not limited to, diversifying assets such as gold and commodities. During time the target to stocks and/or bonds will be adjusted accordingly.	rust team. This o	ould include, but
	The client risk profile is:		
	Risk Averse – All Bonds and Cash: Investors who prefer to take the least at portfolio of assets that are expected to experience relatively fewer market value portfolios. The potential for growth is limited. Portfolios in this category are ty equivalents. While the volatility will be low and there is a greater emphasis on the potential for total return is less.	fluctuations than pically 100% in b	higher risk onds and cash
	The benchmark will be 100% bonds and cash, see appendix for further	detail.	
	Conservative ("30/70"): Investors who are willing to take a small amount of prefer small market value fluctuations. The potential for growth may be limit typically 20-40% stocks and 60-80% bonds and cash equivalents. This objective generation with minimal exposure to stocks.	ted. Portfolios i	n this category are
	• The benchmark will be 30% stocks and 70% bonds and cash, see appear	ndix for further de	etail.
	Moderately Conservative ("40/60"): Investors who are willing to take a small but who still prefer small market value fluctuations. The potential for growth category are typically 30-50% stocks and 50-70% bonds and cash equivalents. To on income generation with minimal exposure to stocks.	may be limited.	Portfolios in this
	• The benchmark will be 40% stocks and 60% bonds and cash, see appen	ıdix for further de	etail.



Balanced ("50/50"): Investors who are willing to take moderate risk in their portfolios but who still prefer somewhat smaller market value fluctuations. The potential for growth is possible but the bulk of the portfolio is dedicated to assets with a more stable value over time. Portfolios in this category are typically 40-60% stocks and 40-60% bonds and cash equivalents. This objective is meant to achieve a mix of income generation and capital appreciation.
The benchmark will be 50% stocks and 50% bonds and cash, see appendix for further detail.
Moderate Growth ("60/40"): Investors who wish to balance the amount of risk they take in their portfolios with the potential for return. The potential for growth is greater although a significant part of the portfolio is invested in assets that can act as an offset against volatility. Portfolios in this category are typically 50-70% stocks and 30-50% bonds and cash equivalents. This objective places emphasis on capital appreciation while still maintaining a large portion of the portfolio in less volatile assets.
<ul> <li>The benchmark will be 60% stocks and 40% bonds and cash, see appendix for further detail.</li> </ul>
Growth ("70/30"): Investors who are willing to take a large amount of risk in their portfolio in order to maximize their return. The potential for growth may be greater, and only a small portion of their portfolio is invested to offset volatility. The potential for losses in the short term may be greater. Portfolios in this category are typically 60-80% stocks and 20-40% bonds and cash equivalents. This objective places greater emphasis on capital appreciation although a significant portion is invested in less volatile assets.
<ul> <li>The benchmark will be 70% stocks and 30% bonds and cash, see appendix for further detail.</li> </ul>
Growth Plus ("80/20"): Investors who are willing to take a large amount of risk in their portfolio in order to maximize their return. The potential for growth may be greater, and only a small portion of their portfolio is invested to offset volatility. The potential for losses in the short term may be greater. Portfolios in this category are typically 70-90% stocks and 10-30% bonds and cash equivalents. This objective places greater emphasis on capital appreciation although a significant portion is invested in less volatile assets.
• The benchmark will be 80% stocks and 20% bonds and cash, see appendix for further detail.
All Equity: Investors who are willing to take a significant amount of risk in their portfolio in order to maximize their return; intermittent volatility is not a concern. While the potential for growth may be unlimited, the potential for losses in the short term may also be unlimited. Portfolios in this category are typically 100% in stocks and cash equivalents. While the volatility will be higher, there is greater potential for total return over the long term.
• The benchmark will be 97.5% stocks and 2.5% cash, see appendix for further detail.
Other:
A list of relevant benchmarks for each profile is found in the appendix of this document.
Additional Risk Tolerance Notes:

#### 7. Equity Investment Options:

Equity investments will be chosen according to account profile as well as prevailing market conditions. Please select from the CT equity strategies listed below.

In order to manage diversification efficiently, the equity allocation must be greater than \$200,000 to be eligible for the

individual equity strategies. If the value of the equity allocation falls below the minimum, Cambridge Trust will notify the client that the account will migrate the individual equities to a mutual fund strategy (as shown at the bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.
A list of relevant benchmarks for each strategy is found in the appendix of this document.
Core Equity: This strategy's objective is to provide preservation and growth of capital by investing in equity securities, primarily in the US. The focus is on high quality, large capitalization companies, and may include a modest allocation to select medium and smaller-sized growth companies. Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is Global Equity Benchmark: 80% S&amp;P 500 and 20% MSCI AC World ex-US Index.</li> </ul>
Equity Income: This strategy gives priority to dividend sustainability, growth potential, and yield. Focus is given to high-quality companies that offer both current income and the opportunity for capital appreciation Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is Global Equity Income Benchmark: 80% Nasdaq US Broad Dividend Achievers Index and 20% S&amp;P Global Ex-US Dividend Growers Index.</li> </ul>
Sustainable & Responsible Investment: This strategy considers environmental, social, and corporate governance (ESG) criteria to generate long-term competitive financial returns and positive social impact. Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is Global Equity Benchmark: 80% S&amp;P 500 and 20% MSCI AC World ex-US Index.</li> </ul>
Stock Mutual Fund: This strategy uses mutual funds (or ETFs) to replicate the parameters of the respective equity strategy. It is generally used for smaller equity portfolios in which adequate diversification cannot be achieved using individual stocks.
<ul> <li>The primary reference benchmark for this strategy is the same as the respective equity strategies above (Standard = Core Equity benchmark, SRI = SRI benchmark)</li> </ul>
Please note stock mutual fund choice:  Standard mutual funds  SRI mutual funds
Other:



#### INVESTMENT POLICY STATEMENT

#### 8. Fixed Income Investment Options:

Fixed income investments will be chosen according to account profile as well as prevailing market conditions. Please select from the CT fixed income strategies listed below.

In order to manage diversification efficiently, the fixed income allocation must be greater than \$250,000 to be eligible for the individual bond strategies. If the value of the fixed income allocation falls below the minimum, Cambridge Trust will notify the client that the account will migrate the individual bonds to a mutual fund strategy (as shown at the bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.

bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.
A list of relevant benchmarks for each profile is found in the appendix of this document.
Core Bond - Taxable: This strategy focuses on the preservation and gradual growth of capital focusing on stable, intermediate-term taxable bonds. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.  • The primary reference benchmark for this strategy is 100% Barclays Intermediate Government/Credit Index.
The planary reference deficilinate for this strategy is 100% Datelays Intermediate Government, Credit Index.
Core Bond - Municipal: This strategy focuses on the preservation and gradual growth of capital focusing on stable, intermediate-term municipal bonds. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 100% Bank of America Merrill 1-10 Year Muni Index.</li> </ul>
Core Plus Bond - Taxable: This strategy focuses on the moderate growth of capital and greater income generation by adding higher yielding taxable securities to complement core holdings. The average portfolio credit quality is investment grade with a targeted duration of the benchmark +/- one year and no maturity limit. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 85% Barclays Government/Credit Index and 15% Bloomberg Barclays U.S. Corporate High Yield USD Index.</li> </ul>
Core Plus Bond – Municipal: This strategy focuses on the moderate growth of capital and greater income generation by adding higher yielding municipal securities to complement core holdings. The average portfolio credit quality is investment grade with a targeted duration of the benchmark +/- one year and no maturity limit. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 85% Bank of America Merrill 7-12 Year Muni Index and 15% Bloomberg Barclays Municipal High Yield Index.</li> </ul>
SRI Bond - Taxable: This strategy focuses on the preservation and gradual growth of capital by investing in stable intermediate-term taxable bonds with consideration given to environmental, social and corporate governance (ESG) criteria. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
• The primary reference benchmark for this strategy is 100% Barclays Intermediate Government/Credit Index.
SRI Bond - Municipal: This strategy focuses on the preservation and gradual growth of capital by investing in stable intermediate-term municipal bonds with consideration given to environmental and sustainability criteria. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.

• The primary reference benchmark for this strategy is 100% Bank of America Merrill 1-10 Year Muni Index.



#### INVESTMENT POLICY STATEMENT

Bond Mut	tual Fund: This strategy uses mutual funds (or ET)	Fs) to replicate the parameters of the respective fixed
income strategy	y. It is generally used for smaller fixed income port	folios in which adequate diversification cannot be
	individual bonds.	
(Standa	rimary reference benchmark for this strategy is the start of a core benchmarks, SRI = SRI benchmarks, Et note bond mutual fund choice:  Standard mutual funds - Taxable Standard mutual funds National Municipal Standard mutual funds - MA Muni Focus	same as the respective fixed income strategies above inhanced Yield = Enhanced yield benchmark).  SRI mutual funds - Taxable SRI mutual funds - Municipal Core Plus Bond mutual funds - Taxable Core Plus Bond mutual funds - Municipal
Other:	Money Market Funds & CD's	
Additional No	otes on Overall Policy:	

This Investment Policy Statement may be updated at any time as client needs, time horizons, risk tolerances or investment objectives change. Accounts may be rebalanced if the asset allocation varies from the ranges stated above due to market conditions or account activity. The ranges given are guidelines and subject to change without prior notice. The benchmarks stated are for reference only and are subject to change if a different benchmark is deemed more appropriate by the investment team. Security types not mentioned in this IPS may be added to the investment strategies as deemed appropriate by the investment team. Cash received into an account will be invested over a reasonable period of time. If there is more than one account covered by this Investment Policy Statement, the assets in each may be invested in different asset allocations or securities but will collectively conform to the investment objective noted above. There is no guarantee that the investments in the account will meet an expected return requirement or risk profile, either individually or as a whole. Investments may lose value and are not bank or FDIC guaranteed. The value of the portfolio may be influenced by market events, economic conditions, and specific company events.



#### INVESTMENT POLICY STATEMENT

#### 9. Directed Holdings:

It is our understanding that you have directed us to retain the positions listed below. Holding these securities represents a risk to the portfolio. We hold these positions at your request and seek your written direction that the shares be retained, even if they represent a non-standard investment position. Cambridge Trust Company does not assume any liability for the risk, losses or costs associated with any client directed non-approved names or concentrated positions where we do not have full discretion to sell the positions within our policy guidelines. If at any time this direction is no longer valid, please contact your Portfolio Manager or Relationship Manager directly with written instructions.

Total of the state	
No Discretion - The positions listed below are client directed with no d	discretion to sell
Ticker/Cusip Security Name	
Limited Discretion - The positions listed below are concentrated holding with embedded gains. While the agreed strategy is to reduce these positions not have full discretion to immediately sell the positions to within p	ons over several tax years, Cambridge Trust
Ticker/Cusip Security Name	
By signing below, the parties confirm, this Investment Policy State goals, objectives and specific instructions.	ement accurately describes the client's
Client/Trustee/Co-Trustee Acknowledgment:	
you TIKORON & DRISCON TIES	Dated: 12/1/2
JAMES WILLIAM	Dated: 12/7/21
Journey JACKSON	Dated: 12/7/2/
Relationship Manager Acknowledgment:	
	Dated:
Portfolio Manager Acknowledgment:	
	Dated:
INTERNAL/INVESTMENT DEPARTMENT USE ONLY:	
TRADING GROUP: YES NO NO	

#### Appendix: Relevant Portfolio Reference Benchmarks

The benchmarks stated are for reference only and are subject to change if a different benchmark is deemed more appropriate by the investment team.

## 10.0% All :quity 120/01 **Growth Plus** 16.0% 17.5% Growth 100.0% Growth 100.0% 160/40 100.0% 50/50" 100.0% Moderately Conservative 67.5% 100.0% Risk Averse Conservative 100.0% 2.5% According to tax status\*\* MSCI AC World ex-US\* **Joper Money Market** S&P 500\* **nternational Equities** Fixed Income **JS Equities Asset Class**

CAMBRIDGE TRUST - BENCHMARKS & INDICES

**OVERALL PORTFOLIO** 

\*For equity income strategies, please see specialized benchmarks listed below

Cash

# INDIVIDUAL SECURITIES SUB-STRATEGIES

1.5			Equity	
Equity Strategy Benchmarks		Core Equity	Income	SRI Equity
US Equities	S&P 500	<b>%0</b> 8	:	808
International Equities	MSC! AC World ex-US	70%	1	20%
Equity Income: US Equities	Equity Income: US Equities Nasdaq US Broad Dividend Achievers	<b>Achievers</b>	80%	
Equity Income: International	Equity Income: International S&P Global ex-US Dividend Growers	Growers	20%	

	1	Core Plus	Core	Core Core Plus SRI Bonds SRI Bor	SRI Bonds	Se Bo
Fixed Income Strategy Benchmarks		Muni	Taxable	Taxable Taxable Taxable	Taxable	Σ
Bardays Intermediate Government/Credit Index			100%	85%	100%	
Bank of America Merrill 1-10 Year Muni Index	100%					2
Bank of America Merrill 7-12 Year Muni Index		85%				
Bloomberg Bardays Municipal High Yield Index		15%				
Bloomberg Bardays U.S. Corporate High Yield USD Index				15%		

Auni

8

Global Asset Allocation strategies are considered in a separate document and may use aifferent benchmarks

<sup>\*\*</sup>For taxable occounts: Bank of America Memill 1-10 Year Muni Index; For tax-exempt occounts: Bardays Intermediate Government/Credit Indix

# CAMBRIDGE TRUST

PRIVATE BANKING WEALTH MANAGEMENT

ACCOUNT	NUMBER:	#5489		DATE:	Decemb	er 7, 2021	
ACCOUNT	NAME: _1	Town of New C	astle, NH - Trust	Funds			
INITIAL:	[		UPDATED	: [	$\boxtimes$		
Town of New Cambridge T	v <b>Castle, N</b> l rust Compar	H Trustees of ny regarding in	Trust Funds vestment goals an	d objectives	as well as ri	sk tolerance.	uthorized signatory(iear This Investment Police I updated to reflect as
			tain level of return		ં '	<b>2</b> 0	•
mutual fu sufficient client's ti	izon is defin- inds. Genera time to reco me horizon i	ally, the longer oup losses results: s:	ting from a marke	izon is, the gr t downturn. I	eater the pro For the purp	obability of gro	with because there is ng this portfolio, the
	rt term (1-3 y	ears)	Intermedia	te term (3-7 ye	ears)	∐ Long terr	n (+7 years)
Client's n Approxin *An active conditions	ely managed po . Gains may l	oracket? capital gains lim ortfolio will gene be higher due to	State of sit/budget, if any*	gains of +/- 10 onsiderations su	ich as the tra	•	epending on market ntrated holdings, etc.
Other Remi Remi Make	thly rterly	ount of \$ rom income and ments to a third om income and	AN MISD  lay recurring paym on (da d/or principal as lad-party must be mailed) do principal directly, and as authorized	y recurring particle of the confirmation of th	ayment is to ing med in writi a deposit-ac	ng count in	
Does the Will the a Are there *If answe standard	account hold account hold any other sparing Yes to a legacy positi	any client-direct secific assets the above ons will be trim	ancorp (CATC) so cted equity position e client directs us e, please complete	n > 10% of a to retain? Section 9 "Di order to mana	rected Hold	*□ Yes lings". Unless	No No No No no client directed, non- esitions that will be



	Are there any other trade or account restrictions?  If Yes, please list below	Yes	□ No
5.	Other Are there any other unique needs or considerations?		
5.	Investment Risk Profile  Historically, market returns have shown that there is a relationship between the of return earned over the long term. Generally, the greater the risk taken, the historically		
	The descriptions below center on the stock/bond mix that will comprise the maprofiles also have the ability to allocate 0-10% of the overall portfolio into speciother unique opportunities as identified and recommended by the Cambridge T is not limited to, diversifying assets such as gold and commodities. During time the target to stocks and/or bonds will be adjusted accordingly.	alty, alternative in rust team. This c	vestments or ould include, but
	The client risk profile is:		
	Risk Averse – All Bonds and Cash: Investors who prefer to take the least as portfolio of assets that are expected to experience relatively fewer market value portfolios. The potential for growth is limited. Portfolios in this category are ty equivalents. While the volatility will be low and there is a greater emphasis on the potential for total return is less.	fluctuations than pically 100% in b	higher risk onds and cash
	• The benchmark will be 100% bonds and cash, see appendix for further	detail.	
	Conservative ("30/70"): Investors who are willing to take a small amount of prefer small market value fluctuations. The potential for growth may be limit typically 20-40% stocks and 60-80% bonds and cash equivalents. This objective generation with minimal exposure to stocks.	ted. Portfolios is	n this category are
	The benchmark will be 30% stocks and 70% bonds and cash, see appear	dix for further de	etail.
	Moderately Conservative ("40/60"): Investors who are willing to take a small but who still prefer small market value fluctuations. The potential for growth category are typically 30-50% stocks and 50-70% bonds and cash equivalents. The on income generation with minimal exposure to stocks.	may be limited.	Portfolios in this
	• The benchmark will be 40% stocks and 60% bonds and cash, see appear	dix for further de	etail.



Balanced ("50/50"): Investors who are willing to take moderate risk in their portfolios but who still prefer somewhat smaller market value fluctuations. The potential for growth is possible but the bulk of the portfolio is dedicated to assets with a more stable value over time. Portfolios in this category are typically 40-60% stocks and 40-60% bonds and cash equivalents. This objective is meant to achieve a mix of income generation and capital appreciation.
The benchmark will be 50% stocks and 50% bonds and cash, see appendix for further detail.
Moderate Growth ("60/40"): Investors who wish to balance the amount of risk they take in their portfolios with the potential for return. The potential for growth is greater although a significant part of the portfolio is invested in assets that can act as an offset against volatility. Portfolios in this category are typically 50-70% stocks and 30-50% bonds and cash equivalents. This objective places emphasis on capital appreciation while still maintaining a large portion of the portfolio in less volatile assets.
• The benchmark will be 60% stocks and 40% bonds and cash, see appendix for further detail.
Growth ("70/30"): Investors who are willing to take a large amount of risk in their portfolio in order to maximize their return. The potential for growth may be greater, and only a small portion of their portfolio is invested to offset volatility. The potential for losses in the short term may be greater. Portfolios in this category are typically 60-80% stocks and 20-40% bonds and cash equivalents. This objective places greater emphasis on capital appreciation although a significant portion is invested in less volatile assets.
• The benchmark will be 70% stocks and 30% bonds and cash, see appendix for further detail.
Growth Plus ("80/20"): Investors who are willing to take a large amount of risk in their portfolio in order to maximize their return. The potential for growth may be greater, and only a small portion of their portfolio is invested to offset volatility. The potential for losses in the short term may be greater. Portfolios in this category are typically 70-90% stocks and 10-30% bonds and cash equivalents. This objective places greater emphasis on capital appreciation although a significant portion is invested in less volatile assets.
<ul> <li>The benchmark will be 80% stocks and 20% bonds and cash, see appendix for further detail.</li> </ul>
All Equity: Investors who are willing to take a significant amount of risk in their portfolio in order to maximize their return; intermittent volatility is not a concern. While the potential for growth may be unlimited, the potential for losses in the short term may also be unlimited. Portfolios in this category are typically 100% in stocks and cash equivalents. While the volatility will be higher, there is greater potential for total return over the long term.
• The benchmark will be 97.5% stocks and 2.5% cash, see appendix for further detail.
Other:
A list of relevant benchmarks for each profile is found in the appendix of this document.
Additional Risk Tolerance Notes:

#### 7. Equity Investment Options:

Equity investments will be chosen according to account profile as well as prevailing market conditions. Please select from the CT equity strategies listed below.

In order to manage diversification efficiently, the equity allocation must be greater than \$200,000 to be eligible for the individual equity strategies. If the value of the equity allocation falls below the minimum. Cambridge Trust will notify

the client that the account will migrate the individual equities to a mutual fund strategy (as shown at the bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.
A list of relevant benchmarks for each strategy is found in the appendix of this document.
Core Equity: This strategy's objective is to provide preservation and growth of capital by investing in equity securities, primarily in the US. The focus is on high quality, large capitalization companies, and may include a modest allocation to select medium and smaller-sized growth companies. Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is Global Equity Benchmark: 80% S&amp;P 500 and 20% MSCI AC World ex-US Index.</li> </ul>
Equity Income: This strategy gives priority to dividend sustainability, growth potential, and yield. Focus is given to high-quality companies that offer both current income and the opportunity for capital appreciation Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.  • The primary reference benchmark for this strategy is Global Equity Income Benchmark: 80% Nasdaq US
Broad Dividend Achievers Index and 20% S&P Global Ex-US Dividend Growers Index.
Sustainable & Responsible Investment: This strategy considers environmental, social, and corporate governance (ESG) criteria to generate long-term competitive financial returns and positive social impact. Other types of assets used in this strategy may include mutual funds, ETFs and liquid alternatives to complement its individual equity holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is Global Equity Benchmark: 80% S&amp;P 500 and 20% MSCI AC World ex-US Index.</li> </ul>
Stock Mutual Fund: This strategy uses mutual funds (or ETFs) to replicate the parameters of the respective equity strategy. It is generally used for smaller equity portfolios in which adequate diversification cannot be achieved using individual stocks.
<ul> <li>The primary reference benchmark for this strategy is the same as the respective equity strategies above (Standard = Core Equity benchmark, SRI = SRI benchmark)</li> </ul>
Please note stock mutual fund choice:
Standard mutual funds SRI mutual funds
Other:

# CAMBRIDGE TRUST

PRIVATE BANKING WEALTH MANAGEMENT

#### **INVESTMENT POLICY STATEMENT**

#### 8. Fixed Income Investment Options:

Fixed income investments will be chosen according to account profile as well as prevailing market conditions. Please select from the CT fixed income strategies listed below.

In order to manage diversification efficiently, the fixed income allocation must be greater than \$250,000 to be eligible for the individual bond strategies. If the value of the fixed income allocation falls below the minimum, Cambridge Trust will notify the client that the account will migrate the individual bonds to a mutual fund strategy (as shown at the bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.

bottom of the list). In certain situations, a mutual fund strategy might also be preferable for larger accounts.
A list of relevant benchmarks for each profile is found in the appendix of this document.
Core Bond - Taxable: This strategy focuses on the preservation and gradual growth of capital focusing on stable, intermediate-term taxable bonds. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
• The primary reference benchmark for this strategy is 100% Barclays Intermediate Government/Credit Index.
Core Bond - Municipal: This strategy focuses on the preservation and gradual growth of capital focusing on stable, intermediate-term municipal bonds. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 100% Bank of America Merrill 1-10 Year Muni Index.</li> </ul>
Core Plus Bond - Taxable: This strategy focuses on the moderate growth of capital and greater income generation by adding higher yielding taxable securities to complement core holdings. The average portfolio credit quality is investment grade with a targeted duration of the benchmark +/- one year and no maturity limit. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 85% Barclays Government/Credit Index and 15% Bloomberg Barclays U.S. Corporate High Yield USD Index.</li> </ul>
Core Plus Bond – Municipal: This strategy focuses on the moderate growth of capital and greater income generation by adding higher yielding municipal securities to complement core holdings. The average portfolio credit quality is investment grade with a targeted duration of the benchmark +/- one year and no maturity limit. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
• The primary reference benchmark for this strategy is 85% Bank of America Merrill 7-12 Year Muni Index and 15% Bloomberg Barclays Municipal High Yield Index.
SRI Bond - Taxable: This strategy focuses on the preservation and gradual growth of capital by investing in stable intermediate-term taxable bonds with consideration given to environmental, social and corporate governance (ESG) criteria. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.
<ul> <li>The primary reference benchmark for this strategy is 100% Barclays Intermediate Government/Credit Index.</li> </ul>
SRI Bond - Municipal: This strategy focuses on the preservation and gradual growth of capital by investing in stable intermediate-term municipal bonds with consideration given to environmental and sustainability criteria. The average portfolio credit quality is A with a targeted duration of the benchmark +/- one year. Other types of assets used in this strategy may include mutual funds, ETFs, and liquid alternatives to complement individual bond holdings as appropriate.

The primary reference benchmark for this strategy is 100% Bank of America Merrill 1-10 Year Muni Index.

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#### INVESTMENT POLICY STATEMENT

Bond Mutual Fund: This strategy uses mutual funds (or ET)	Fs) to replicate the parameters of the respective fixed
income strategy. It is generally used for smaller fixed income port	folios in which adequate diversification cannot be
achieved using individual bonds.	•
<ul> <li>The primary reference benchmark for this strategy is the s</li> <li>(Standard = Core benchmarks, SRI = SRI benchmarks, E</li> </ul>	
<ul> <li>Please note bond mutual fund choice:</li> </ul>	,
Standard mutual funds – Taxable	SRI mutual funds - Taxable
Standard mutual funds - National Municipal	SRI mutual funds - Municipal
Standard mutual funds - MA Muni Focus	Core Plus Bond mutual funds - Taxable
	Core Plus Bond mutual funds – Municipal
Other:	
Additional Notes on Overall Policy:	

This Investment Policy Statement may be updated at any time as client needs, time horizons, risk tolerances or investment objectives change. Accounts may be rebalanced if the asset allocation varies from the ranges stated above due to market conditions or account activity. The ranges given are guidelines and subject to change without prior notice. The benchmarks stated are for reference only and are subject to change if a different benchmark is deemed more appropriate by the investment team. Security types not mentioned in this IPS may be added to the investment strategies as deemed appropriate by the investment team. Cash received into an account will be invested over a reasonable period of time. If there is more than one account covered by this Investment Policy Statement, the assets in each may be invested in different asset allocations or securities but will collectively conform to the investment objective noted above. There is no guarantee that the investments in the account will meet an expected return requirement or risk profile, either individually or as a whole. Investments may lose value and are not bank or FDIC guaranteed. The value of the portfolio may be influenced by market events, economic conditions, and specific company events.



#### **INVESTMENT POLICY STATEMENT**

#### 9. <u>Directed Holdings:</u>

It is our understanding that you have directed us to retain the positions listed below. Holding these securities represents a risk to the portfolio. We hold these positions at your request and seek your written direction that the shares be retained, even if they represent a non-standard investment position. Cambridge Trust Company does not assume any liability for the risk, losses or costs associated with any client directed non-approved names or concentrated positions where we do not have full discretion to sell the positions within our policy guidelines. If at any time this direction is no longer valid, please contact your Portfolio Manager or Relationship Manager directly with written instructions.

No Discretion - The positions listed below are client directed with no disc	cretion to sell
Ticker/Cusip Security Name	
Limited Discretion - The positions listed below are concentrated holding with embedded gains. While the agreed strategy is to reduce these position does not have full discretion to immediately sell the positions to within pole	s over several tax years, Cambridge Trust
Ticker/Cusip Security Name	
By signing below, the parties confirm, this Investment Policy Statem goals, objectives and specific instructions.	ent accurately describes the client's
Client/Trustee/Co-Trustee Acknowledgment:	
Jun Tlavores & Drescon TTER	Dated: 12/7/2/
James WILBUR	Dated: $12/7/2/$
Relationship Manager Acknowledgment:	Dated: 12/7/2/
	Dated:
Portfolio Manager Acknowledgment:	
	Dated:
INTERNAL/INVESTMENT DEPARTMENT USE ONLY:	
TRADING GROUP: YES NO NO	

# CAMBRIDGE TRUST

PRIVALE BANKING WEALIH MANAGEMENT

The benchmarks stated are for reference only and are subject to change if a different benchmark is deemed more appropriate by the investment team.

Appendix: Relevant Portfolio Reference Benchmarks

INVESTMENT POLICY STATEMENT

#### **CAMBRIDGE TRUST - BENCHMARKS & INDICES**

#### **OVERALL PORTFOLIO**

		Risk Averse	Risk Averse Conservati	Conservative	Moderately Conservative	Balanced	Moderate Growth	Growth	Growth Plus	All Equity
		"0/100"	"30/70"	"40/60"	"50/50"	"60/40"	<b>"70/30"</b>	"80/20"	"100/0"	
Asset Class	<b>Benchmark</b>									
US Equities	S&P 500*		24.0%	32.0%	40.0%	48.0%	56.0%	64.0%	78.0%	
International Equities	MSCI AC World ex-US*		6.0%	8.0%	10.0%	12.0%	14.0%	16.0%	19.5%	
Fixed Income	According to tax status**	97.5%	67.5%	57.5%	47.5%	37.5%	27.5%	17.5%	0.0%	
Cash Lipper Mo	Lipper Money Market	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%	
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

<sup>\*</sup>For equity income strategies, please see specialized benchmarks listed below

#### **INDIVIDUAL SECURITIES SUB-STRATEGIES**

<b>Equity Strategy Benchmarks</b>		<b>Core Equity</b>	income	SRI Equity
US Equities	S&P 500	80%		80%
International Equities	MSCI AC World ex-US	20%	_	20%
Equity Income: US Equities	Nasdaq US Broad Divider	nd Achievers	80%	
Equity Income: Internationa	S&P Global ex-US Divide	nd Growers	20%	

Fixed Income Strategy Benchmarks	Core Muni	Core Plus Muni	Core Taxable	Core Plus Taxable	SRI Bonds Taxable	SRI Bonds Muni
Barclays Intermediate Government/Credit Index			100%	85%	100%	
Bank of America Merrill 1-10 Year Muni Index	100%					100%
Bank of America Merrill 7-12 Year Muni Index		85%				
Bloomberg 3arclays Municipal High Yield Index		15%				
Bloomberg Barclays U.S. Corporate High Yield USD Index				15%		

Global Asset Allocation strategies are considered in a separate document and may use different benchmarks

<sup>\*\*</sup>For taxable accounts: Bank of America Merrill 1-10 Year Muni Index; For tax-exempt accounts: Bardays Intermediate Government/Credit Index