# INVESTMENTS SUBCOMMITTEE of the COMMITTEE ON FINANCIAL AFFAIRS April 17, 2013 3:15 – 4:15 p.m.

Board Conference Room - Blow Memorial Hall

Todd A. Stottlemyer, Chair Kendrick F. Ashton, Jr. Charles A. Banks, III

l.	Open	ing Remarks - Mr. Stottlemyer
II.	Close	d Session (if necessary)
III.	Open	Session - Certification of Closed Session Resolution
IV.		tment Portfolio Evaluation Overview - Joseph W. Montgomery, The Optima ce Group of Wells Fargo Advisors
	A.	Investment Update for Periods Ending March 31, 2013. Enclosure _ D (see separate booklet)
V.	Discu	ssion
VI.	Adjou	rn





### Investment Portfolio Evaluation For Periods Ending February 28, 2013 and Preliminary March 31, 2013 (depending on data availability)



Board of Visitors Endowment

Together we'll go far





(this page intentionally left blank)



### <u>Section</u>

- I. Executive Summary
- II. Equity Sector Review
- III. Fixed Income Sector Review
- IV. Alternatives
- V. Green Fund Update

The information provided herein is obtained from sources believed to be reliable, but no representation or warranty is made as to its accuracy or completeness. These investments are not insured or otherwise protected by the U.S. Government, the Federal Deposit Insurance Corporation, the Federal Reserve Board, or any other government agency and involve risk including the possibility of loss of principal.



(this page intentionally left blank)





#### The Optimal Service Group

429 McLaws Circle Williamsburg, VA 23185 Toll-Free: 1-888-465-8422 Fax: (757) 564-3026

#### Joseph W. Montgomery, CFP®

Managing Director - Investments Phone: (757) 220-1782 Mobile: (757) 570-4545 joe.montgomery@wellsfargoadvisors.com

#### R. Bryce Lee, CFA, CIMA®, CAIA, FRM

Senior Institutional Consultant
Institutional Consulting Services
Phone: (757) 258-1687
Mobile: (757) 753-5001
bryce.lee@wellsfargoadvisors.com

#### Brian T. Moore, CIMA®

Financial Consultant
Institutional Consulting Analyst
Phone: (757) 258-1666
Mobile: (757) 753-4875
brian.t.moore@wellsfargoadvisors.com

#### Thomas C. Wilson III

Managing Director - Investments Institutional Consulting Director Phone: (804) 559-2922 Mobile: (804) 244-1213 tc.wilson@wellsfargoadvisors.com

#### Robin S. Wilcox

Vice President - Investments Phone: (757) 258-5980 Mobile: (757) 753-5057 robin.wilcox@wellsfargoadvisors.com

#### Karen A. Hawkridge, CIMA®

Financial Consultant
Institutional Consulting Analyst
Phone: (757) 258-1673
Mobile: (757) 401-3236
karen.hawkridge@wellsfargoadvisors.com

#### Evan F. Francks

Financial Consultant Institutional Consulting Analyst Phone: (757) 220-1782 Mobile: (757) 232-9173

evan.francks@wellsfargoadvisors.com



This page intentionally left blank.





Index Name	1Q13	Fiscal YTD	1 year	3 years	5 years	10 years
Dow Jones Industrial Average	11.9	15.5	13.4	13.3	6.5	8.9
S&P 500	10.6	17.2	14.0	12.7	5.8	8.5
S&P 500 Value	12.0	21.0	16.6	12.1	4.1	8.9
S&P 500 Growth	9.3	14.0	11.6	13.3	7.5	8.1
Russell 1000	11.0	18.1	14.4	12.9	6.2	9.0
Russell 1000 Value	12.3	21.4	18.8	12.7	4.9	9.2
Russell 1000 Growth	9.5	14.7	10.1	13.1	7.3	8.6
Russell Midcap	13.0	22.7	17.3	14.6	8.4	12.3
Russell Midcap Value	14.2	25.6	21.5	15.0	8.5	12.6
Russell Midcap Growth	11.5	19.5	12.8	14.2	8.0	11.5
Russell 2000	12.4	20.5	16.3	13.5	8.2	11.5
Russell 2000 Value	11.6	21.8	18.1	12.1	7.3	11.3
Russell 2000 Growth	13.2	19.2	14.5	14.8	9.0	11.6
Russell 3000	11.1	18.3	14.6	13.0	6.3	9.2
MSCI EAFE Index	5.2	20.0	11.8	5.5	(0.4)	10.2
MSCI World Index	7.9	18.3	12.5	9.1	2.8	9.5
MSCI World Ex. US Index	4.8	19.3	11.0	5.3	(0.2)	10.5
MSCI ACWI	6.6	17.5	11.2	8.4	2.6	9.9
MSCI ACWI ex USA	3.3	17.6	8.9	4.9	0.1	11.4
MSCI EM (EMERGING MARKETS)	(1.6)	12.2	2.3	3.6	1.4	17.4
MSCI FM (FRONTIER MARKETS)	8.2	19.8	12.0	2.5	(9.0)	N/A
Barclays Capital U.S. Aggregate	(0.1)	1.7	3.8	5.5	5.5	5.0
Barclays Capital U.S. Government/Credit	(0.2)	1.9	4.6	6.1	5.5	5.1
Barclays Capital Intermediate U.S. Government/Credit	0.3	2.0	3.5	4.8	4.6	4.5
Barclays Capital Municipal Bond	0.3	3.3	5.3	6.2	6.1	5.0
BofA Merrill Lynch Convertible Securities	7.9	15.5	12.4	9.7	7.6	7.8
BofA Merrill Lynch High Yield Master	2.9	11.0	13.1	10.9	11.2	9.8
Citigroup World Government Bond Index	(2.8)	(1.6)	(0.7)	3.9	2.8	5.4
Citigroup 3-month T-bill	0.0	0.1	0.1	0.1	0.3	1.7
HFRI Fund of Funds Composite Index	3.1	7.0	4.5	2.0	(0.3)	3.8
Dow UBS Commodity Index	(1.1)	1.6	(3.0)	1.4	(7.1)	3.7

Data Sources: Zephyr StyleAdvisor & Barclay's Capital



This page intentionally left blank.



#### Preliminary Performance Through March 31, 2013:

			One	Three	Five	Seven	Ten	Changes	Incept	Incept
	1q13	FYTD	Year	Years1	Years1	Years1	Years <sup>1</sup>	(1/1/03)	(Mgr) <sup>2</sup>	Bench <sup>2</sup>
Total BOV Account	6.2	13.4	9.7	8.8	4.8	4.5	<i>8.9</i>	8.5	7.3	6.8
Target Benchmark <sup>3</sup>	<i>5.7</i>	<i>11.1</i>	<i>9.4</i>	9.0	4.7	4.7	<i>8.2</i>	7.7		
Blackrock: Large Cap Value Russell 1000 Value	<b>12.5</b> 12.3	<b>22.1</b> 21.4	<b>14.4</b> 18.8	<b>10.2</b> 12.7	<b>3.5</b> 4.9	<b>2.8</b> 4.2	<b></b> 	<del></del> 	2.8	4.2
SPY (gradual implementation) S&P 500	<b>10.3</b> 10.6	<b>15.7</b> 17.2	 	<b></b> 	<b></b> 	<b></b> 	<b></b> 	<del></del> 	9.9	10.2
Combined Alternatives (1 mo lag) HFRI FOFs Index (1 mo lag)	<b>2.6</b> 1.0	<b>2.8</b> 2.2	<b>1.5</b> 3.0	<b>1.9</b> 2.0	 	 	<b></b> 	<del></del> 	1.6	2.3

#### Performance Through February 28, 2013:

		One	Three	Five	Seven	Ten	Changes	Incept	Incept
	FYTD	Year	Years <sup>1</sup>	Years <sup>1</sup>	Years <sup>1</sup>	Years <sup>1</sup>	(1/1/03)	$(Mgr)^2$	Bench <sup>2</sup>
Wells Fargo: Mid Cap Growth	<i>12.1</i>	<b>9.0</b>	<b>19.1</b> 15.3	<b>9.1</b>				7.7	5.4
Russell MidCap Growth	14.9	10.8	15.5	6.8					
Artisan Mid Cap Value Russell MidCap Value	<b>19.2</b> 20.2	<b>13.7</b> 18.9	<b>14.8</b> 16.0	<del></del>	<del></del>	<b></b> 	<del></del> 	23.2	26.5
Royce: Small-Cap Russell 2000	<b>20.4</b> 15.2	<b>17.7</b> 14.0	<b>14.8</b> 14.7	<b>8.8</b> 7.4	<b>5.6</b> 4.6	<b>13.7</b> 11.2	<i>12.9</i> 10.3	12.9	10.3
Dodge & Cox International Artio Int'l Growth MSCI EAFE	<b>20.8 17.1</b> 19.0	<i>7.7</i> 10.4	<b>3.1</b> 7.4	 	 	 	  	15.9 11.4	15.4 16.3
State Street: Emerging Markets MSCI EM (Emerging Markets)	<b>13.7</b> 14.1	<b>0.8</b> 0.6	<b>6.5</b> 6.9	<b>(1.9)</b> 0.6	<b>5.1</b> 7.1	<b>15.8</b> 17.3	<b>15.2</b> 16.6	15.2	16.6
PIMCO Total Return Fund Pioneer Strategic Income Barclays Capital U.S. Aggregate	<b>4.6 7.5</b> 1.6	<b>7.6 8.7</b> 3.1	7.1 <b>8.6</b> 5.5	  5.5	  5.8	  5.0	  	7.4 8.9	5.8 5.8
GMO: Global Fixed Inc Citigroup World Govt Bond Index	<b>4.6</b> (1.3)	<b>4.7</b> (1.4)	<b>8.7</b> 3.4	<b>5.0</b> 3.5	<b>5.8</b> 5.7	<b>6.5</b> 5.5	<b>6.7</b> 5.7	6.7	5.7
GMO: Emerging Mkt Fixed Inc JPM EMBI Global Diversified	<b>16.1</b> 7.8	<b>17.0</b> 11.1	<b>18.6</b> 11.0	<b>11.8</b> 9.6	<b>10.7</b> 8.7	<b>14.4</b> 10.4	<b>14.8</b> 10.6	14.8	10.6

Performance is net of investment management fees

#### 1 Annualized

2 Total BOV Account (7/1/96) = Target Benchmark; Blackrock Large Cap Value (5/1/06) = Russell 1000 Value; Wells Fargo MidCap (4/1/06) = Russell MidCap Growth; Artisan Mid Cap 5/26/09 = Russell MidCap Value; Royce (1/8/03) = Russell 2000; Dodge & Cox Int'l (2/1/12) = MSCI EAFE; Artio Int'l (6/4/09) = MSCI EAFE; State Street Emerging Mkts (1/24/03) = MSCI Emerging Markets Free; PIMCO Total Return Fund and Pioneer Strategic Income Fund (11/3/09) = Barclays Capital US Aggregate; GMO Global Fixed (2/11/03) = Citi World Govt Bond Index; GMO Emerging Mkt Fixed (2/11/03) = JPM EMBI Global Diversified.

3 From 1996: 60% R3000, 15% MSCI World ex US, 25% Agg; (1/1/10 – 2/28/12) 44% R3000, 11% World ex US, 40% Agg, 5% HFRI Fund of Funds 1 Month delay; (3/1/12-present) 44% R3000, 11% World ex US, 35% Agg, 10% HFRI Fund of Funds 1 Month delay;

Based on information provided by SunTrust, Wells Fargo Advisors began calculating quarterly results starting in the 4<sup>th</sup> quarter of 2002. There is no guarantee as to the accuracy of our calculations for the managers or the Total BOV Account.

### **Executive Summary**

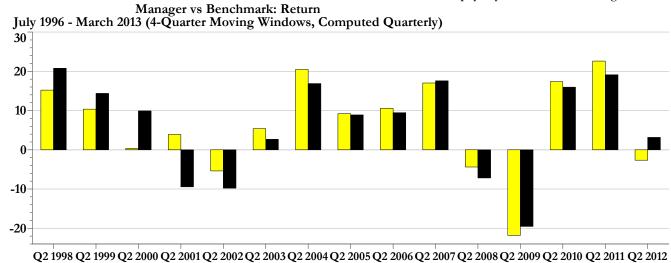
Total Fund: Fiscal Year Results+

#### **W&M BOV: Total Account**

Zephyr StyleADVISOR: Wells Fargo Advisors

Preliminary BOV
Current Fiscal YTD:
+13.4%

■ BOV: Total (net)
■ BOV Target Benchmark



Manager vs Benchmark: Return
July 1996 - March 2013 (4-Quarter Moving Windows, Computed Quarterly)

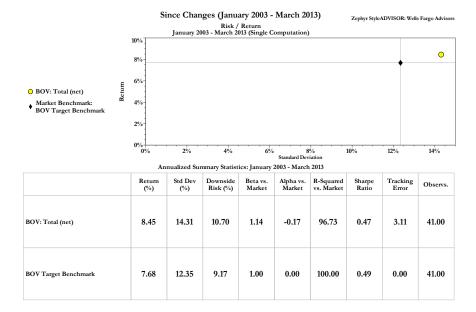
	Jun 1998	Jun 1999	Jun 2000	Jun 2001	Jun 2002	Jun 2003	Jun 2004	Jun 2005	Jun 2006	Jun 2007	Jun 2008	Jun 2009	Jun 2010	Jun 2011	Jun 2012
BOV: Total (net)	15.20	10.35	0.37	3.89	-5.38	5.38	20.46	9.20	10.56	17.01	-4.38	-21.82	17.37	22.60	-2.65
BOV Target Benchmark	20.77	14.38	9.91	-9.45	-9.78	2.66	16.87	8.88	9.45	17.57	-7.18	-19.53	15.97	19.14	3.15

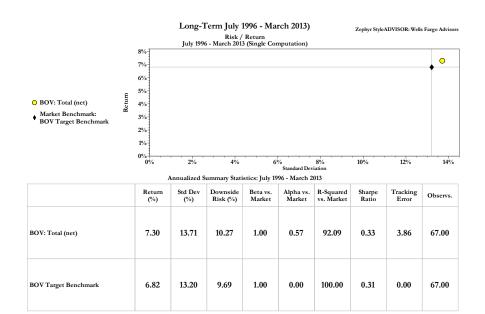
+ see footnote on previous page

Return



#### \*Preliminary March 2013

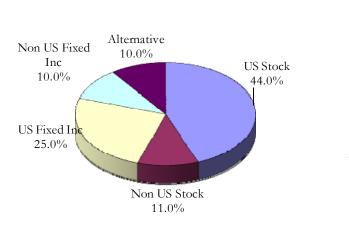


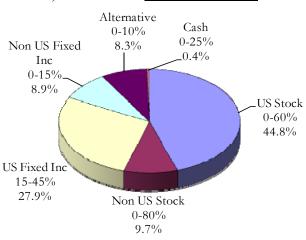


<sup>\*</sup> BOV Target Benchmark = From 1996: 60% R3000, 15% MSCI World ex US, 25% Agg; (1/1/10 – 2/28/12) 44% R3000, 11% World ex US, 40% Agg, 5% HFRI Fund of Funds 1 Month delay; (3/1/12-present) 44% R3000, 11% World ex US, 35% Agg, 10% HFRI Fund of Funds 1 Month delay;



### Policy Preliminary As of March 31, 2013 BOV Portfolio





	Domestic	Global	Domestic	Non-US			
<u>Manager</u>	Fixed Income	Fixed Income	<b>Equity</b>	<u>Equity</u>	<u>Alternative</u>	Cash Equiv.	<u>Total</u>
SPY	0	0	7,373,358	0	0	0	7,373,358
Blackrock	0	0	9,359,655	0	0	0	9,359,655
Dodge & Cox	0	0	0	2,988,872	0	0	2,988,872
Grantham, Mayo	0	6,446,368	0	0	0	0	6,446,368
Artisan MC	0	0	5,020,436	0	0	0	5,020,436
EFA ETF (formerly Artio Int'l)	0	0	0	2,931,306	0	0	2,931,306
Royce & Associates	0	0	5,438,142	0	0	0	5,438,142
State Street Global Advisors	0	0	0	1,157,104	0	0	1,157,104
Pimco Total Return Fund	10,170,224	0	0	0	0	0	10,170,224
Pioneer Strategic Income	10,166,063	0	0	0	0	0	10,166,063
Wells Capital	0	0	5,442,210	0	0	0	5,442,210
Cash & Equivalents	0	0	0	0	0	265,497	265,497
Private Equity Partners II	0	0	0	0	6,607	0	6,607
Combined Alternatives	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	6,032,810		6,032,810
Total BOV Account	20,336,287	6,446,368	32,633,801	7,077,282	6,039,417	265,497	72,798,652
% of Total Fund	27.9%	8.9%	44.8%	9.7%	8.3%	0.4%	

SunTrust Statements were not available at the time this report was compiled. The above numbers are estimates and should not be used for accounting purposes.

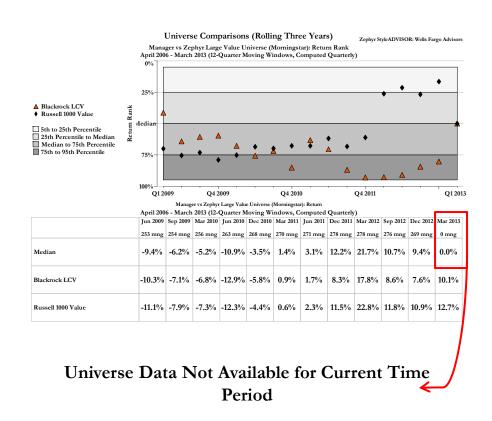
<sup>\*</sup> Values (except "Alternatives") are reflected at market as reported by SunTrust; Alternatives are reported by Wells Fargo Advisors; beginning and ending market values include accrued income on fixed income assets only. Private Equity Partners II values were reported by W&M.



# II. Equity Sector (Large-Cap Value\*) Periods Ending March 31, 2013 - Performance

#### \*Preliminary March 2013

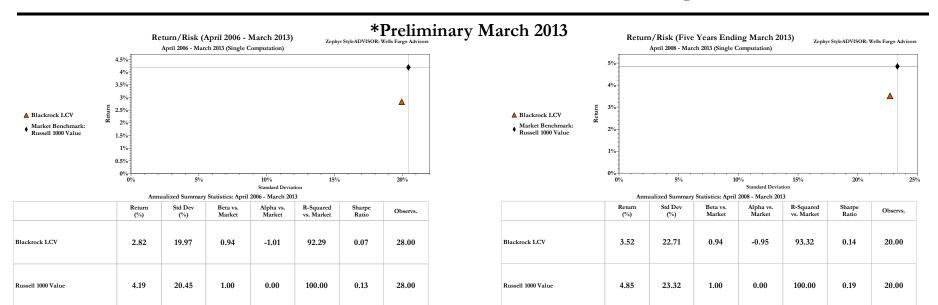
Universe Data Not Available for Trailing Analysis

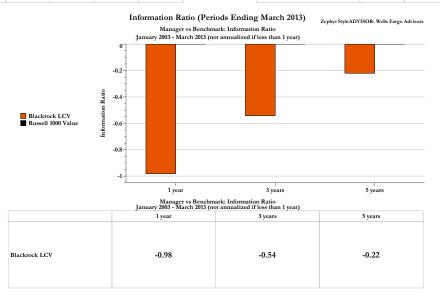


<sup>\*</sup> Please note that we have linked Blackrock's composite historical returns for periods prior to 5/1/06 with BOV actual results starting on May 1, 2006.



# Equity Sector (Large-Cap Value\*) Period Ending March 31, 2013– Risk Measures

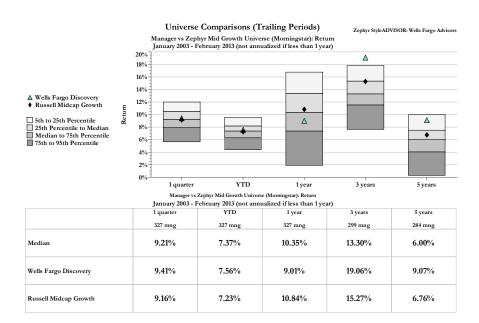


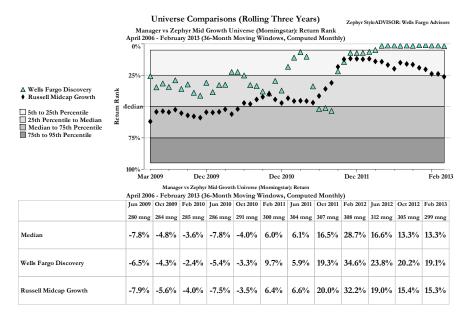


<sup>\*</sup> Please note that we have linked Blackrock's composite historical returns for periods prior to 5/1/06 with BOV actual results starting on May 1, 2006.



# Equity Sector (Mid-Cap Growth\*) Periods Ending February 28, 2013 - Performance



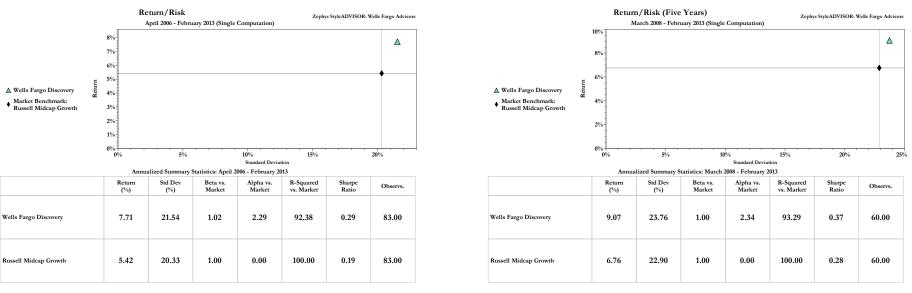


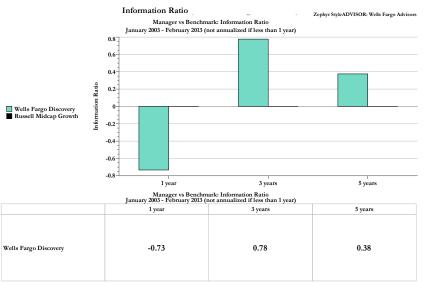
<sup>\*</sup> Please note that we have linked Wells' composite historical returns for periods prior to 4/1/06 with BOV actual results starting with the 2nd quarter of 2006.



### Equity Sector (Mid-Cap Growth\*)

Periods Ending February 28, 2013– Risk Measures

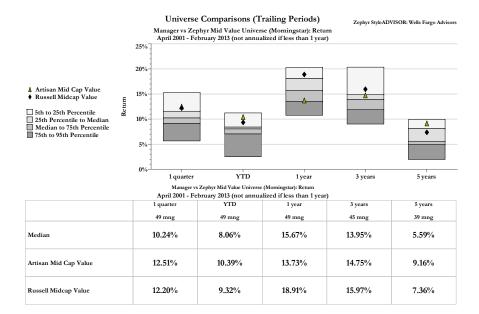


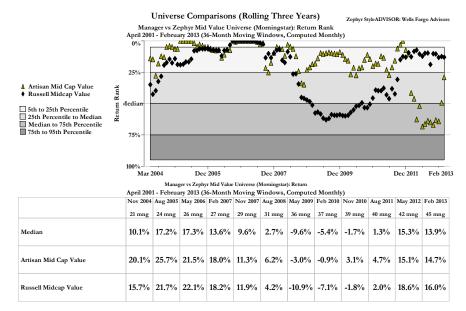


<sup>\*</sup> Please note that we have linked Wells' composite historical returns for periods prior to 4/1/06 with BOV actual results starting with the 2<sup>nd</sup> quarter of 2006.

### Equity Sector (Mid-Cap Value\*)

### Periods Ending February 28, 2013 - Performance



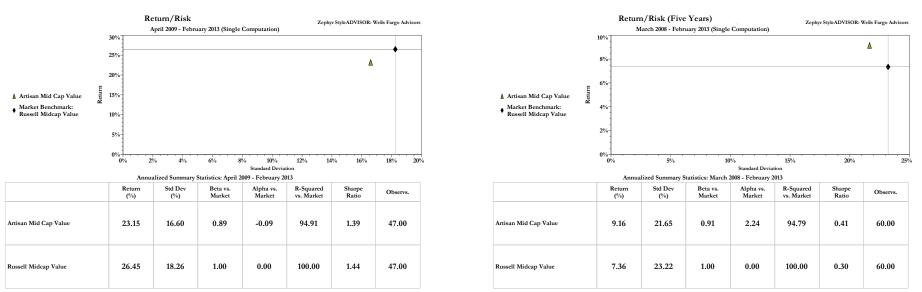


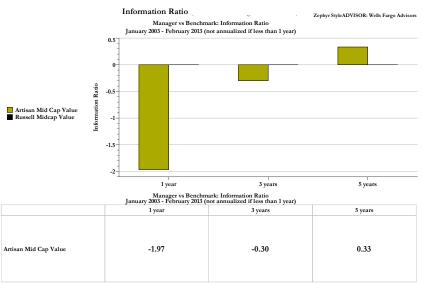
<sup>\*</sup> Please note that we have linked Artisan's composite historical returns for periods prior to 6/1/09 with BOV actual results starting with June 2009.



### Equity Sector (Mid-Cap Value\*)

Periods Ending February 28, 2013– Risk Measures

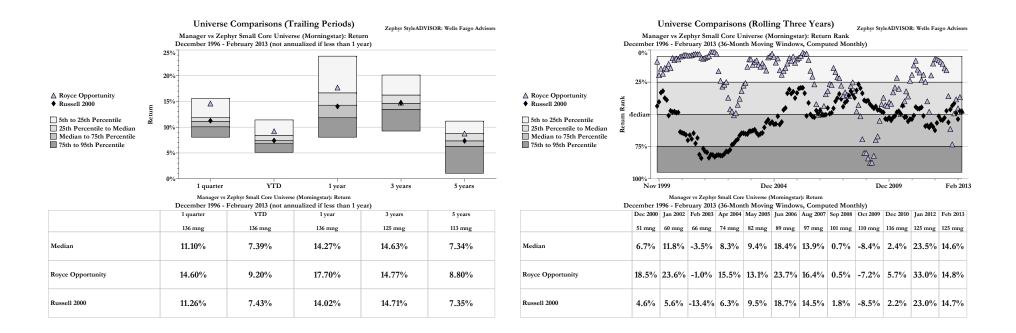




<sup>\*</sup> Please note that we have linked Artisan's composite historical returns for periods prior to 6/1/09 with BOV actual results starting with June 2009.

### Equity Sector (Small-Cap)

Periods Ending February 28, 2013 - Performance



Royce Opportunity

Russell 2000

12.89

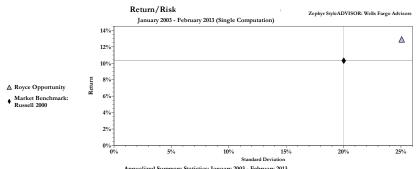
10.33

25.08

20.01

### Equity Sector (Small-Cap)

### Periods Ending February 28, 2013– Risk Measures



1.22

1.00

0.82

0.00

95.10

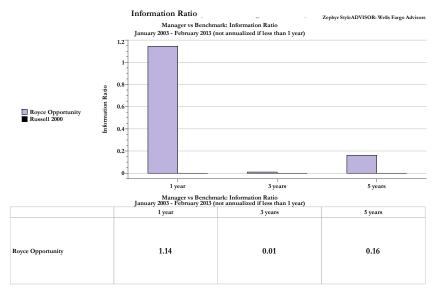
100.00

		J:	anuary 2005 - reb	ruary 2015 (Single	e Computation)			
		14%-						^
		12%-						Δ
		10%					<b>+</b>	
Opportunity	Return	8%						
et Benchmark:	Re	6%						
11 2000		4%-						
		2%-						
		0%	5%	10%		15%	20%	25%
					Standard Deviat	tion		
		Annua	alized Summary St	atistics: January	2003 - February	2013		
		Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.

		Return/Risk March 2008	•	ingle Computation		phyr StyleADVISOR	: Wells Fargo Advisors
	10% 8%-						Δ
△ Royce Opportunity  Market Benchmark:	Return%9						
Russell 2000	2%-						
	0%- 0'	% 5%	10%	15% Standard Dev	20% viation	25%	30%

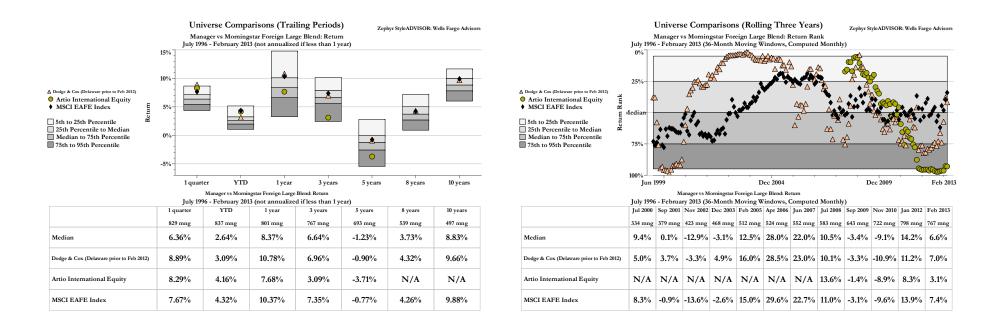
Sharpe Ratio	Observs.	
0.45	122.00	
0.43	122.00	

Annualized Summary Statistics: March 2008 - February 2013										
	Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.			
Royce Opportunity	8.80	31.49	1.27	0.61	96.23	0.27	60.00			
Russell 2000	7.35	24.37	1.00	0.00	100.00	0.29	60.00			



### Equity Sector (International Developed)

Periods Ending February 28, 2013- Performance\*



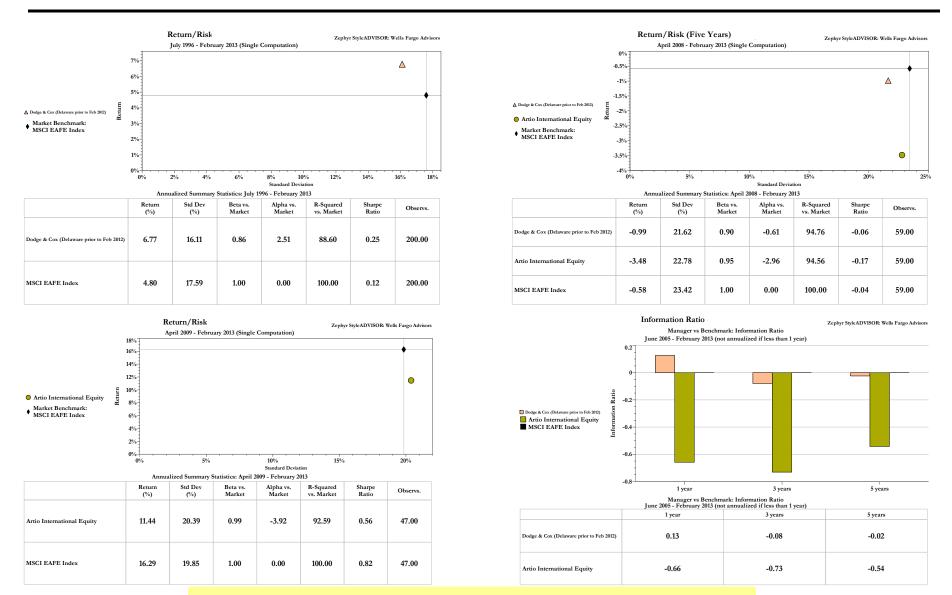
Note: Artio International was sold in February 2013 and the passively managed exchange traded fund (ETF) that mirrors the MSCI EAFE was purchased (EFA). A search is underway and results will be presented to the Investment Committee for review.

<sup>\*</sup> Please note that we have linked Artio's composite historical returns for periods prior to 6/1/09 with BOV actual results starting with June 2009.



### Equity Sector (International Developed)

Periods Ending February 28, 2013- Risk Measures

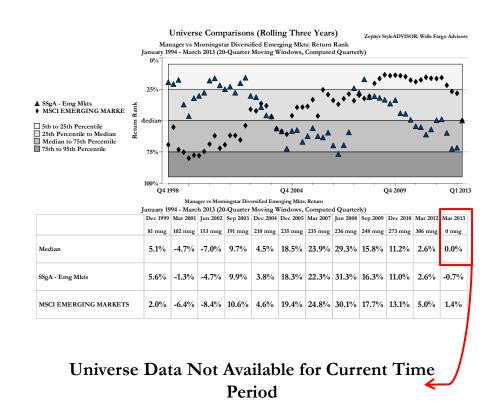


Note: Artio International was sold in February 2013

# Equity Sector (Emerging Markets) Periods Ending March 31, 2013 - Performance

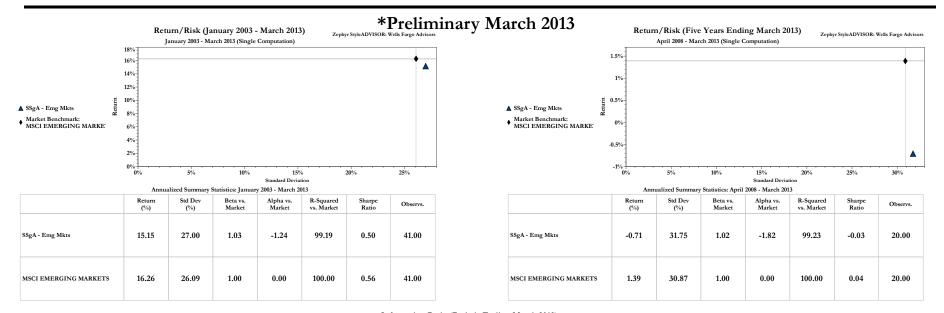
#### \*Preliminary March 2013

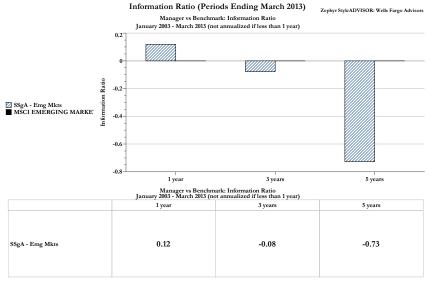
Universe Data Not Available for Trailing Analysis



### Equity Sector (Emerging Markets)

Periods Ending March 31, 2013- Risk Measures





### III. Fixed Income Sector (US Bonds)

Periods Ending February 28, 2013- Performance

Zephyr StyleADVISOR: Wells Fargo Advisors

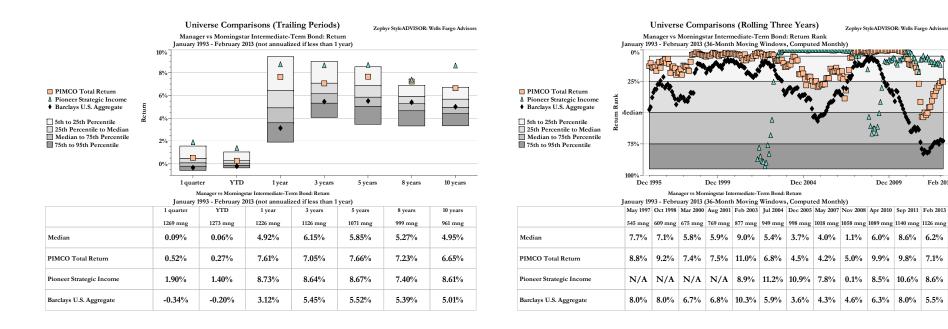
4.2% 5.0%

4.3% 4.6%

0.1%

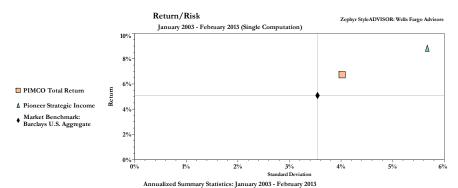
8.5% 10.6% 8.6%

6.3% 8.0% 5.5%

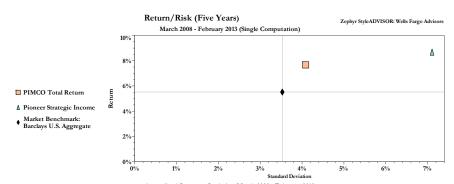


\*Longer time periods are shown for illustrative purposes. PIMCO Total Return Fund and Pioneer Strategic Income Fund actual performance began on 11/3/09.

### Periods Ending February 28, 2013– Risk Measures



	Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.
PIMCO Total Return	6.73	4.02	0.97	1.77	72.49	1.26	122.00
Pioneer Strategic Income	8.84	5.67	0.78	4.87	23.53	1.27	122.00
Barclays U.S. Aggregate	5.07	3.54	1.00	0.00	100.00	0.96	122.00

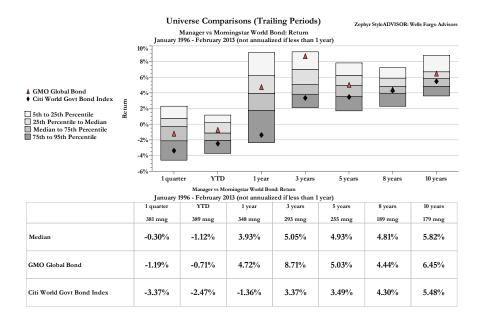


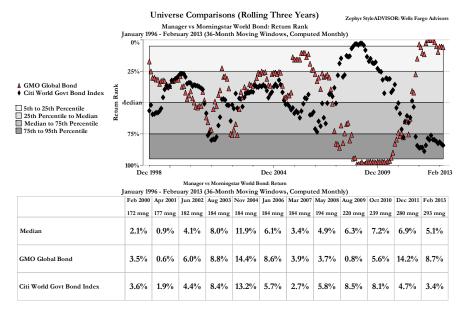
	Annual	ized Summary St	tatistics: March	2008 - February 2	2013		
	Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.
PIMCO Total Return	7.66	4.08	0.86	2.85	54.76	1.79	60.00
Pioneer Strategic Income	8.67	7.11	0.78	4.44	14.91	1.17	60.00
Barclays U.S. Aggregate	5.52	3.53	1.00	0.00	100.00	1.47	60.00

<sup>\*</sup>Longer time periods are shown for illustrative purposes. PIMCO Total Return Fund and Pioneer Strategic Income Fund actual performance began on 11/3/09.

### Fixed Income Sector (Global Bonds)

Periods Ending February 28, 2013 - Performance





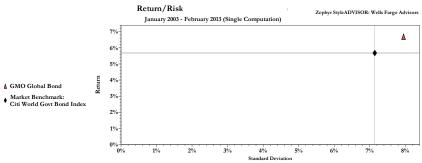


GMO Global Bond

Citi World Govt Bond Index

### Fixed Income Sector (Global Bonds)

Periods Ending February 28, 2013– Risk Measures



0.87

1.00

7.95

7.14

6.69

5.68

i k: ond Index	Return	5% 4% 3% 1% 1% 1% 10% 10% 10% 10% 10% 10% 10% 1							
		0%	1% 2%	3%	4%	5%	6% 7%	6 8%	
					Standard Deviat	tion			
		Annual	ized Summary St	atistics: January	2003 - February 2	2013			
		Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.	

1.76

0.00

61.66

100.00

0.63

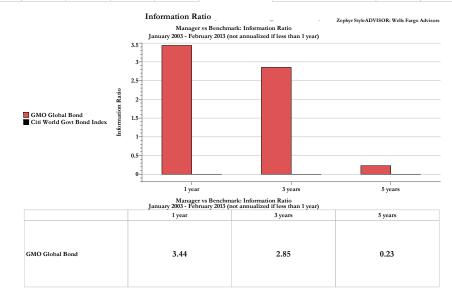
0.56

122.00

122.00

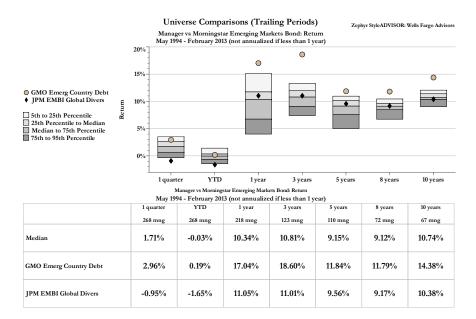
		Return/Risk (Five Yea			StyleADVISOR: Wells F	argo Advisors
		5%-				<b>A</b>
		4%-				
▲ GMO Global Bond	Return	3%-				
♦ Market Benchmark: Citi World Govt Bond Index		2%-				
		1%				
		0% 2%	4% Standard De	6% viation	8%	10%

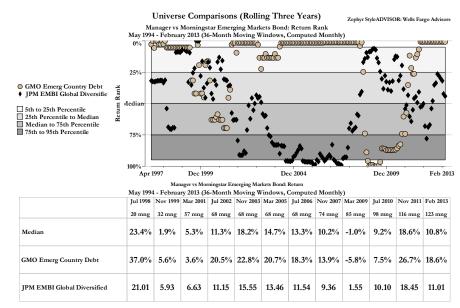
Annualized Summary Statistics: March 2008 - February 2013							
	Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.
GMO Global Bond	5.03	9.08	0.83	2.28	47.56	0.52	60.00
Citi World Govt Bond Index	3.49	7.59	1.00	0.00	100.00	0.41	60.00



### Fixed Income Sector (Emerging Market)

Periods Ending February 28, 2013 - Performance







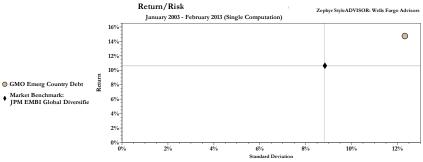
JPM EMBI Global Diversified

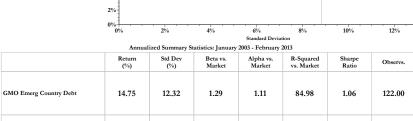
10.61

8.83

### Fixed Income Sector (Emerging Market)

Periods Ending February 28, 2013– Risk Measures





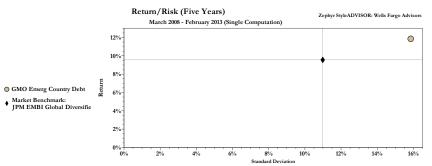
1.00

0.00

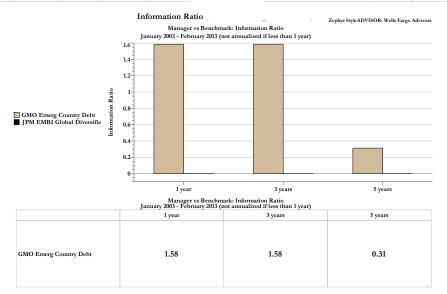
100.00

1.01

122.00

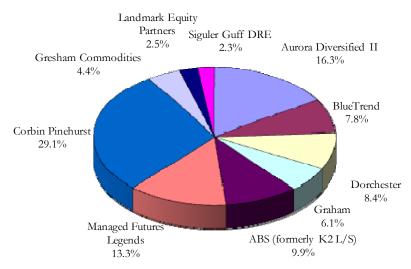


Annualized Summary Statistics: March 2008 - February 2013							
	Return (%)	Std Dev (%)	Beta vs. Market	Alpha vs. Market	R-Squared vs. Market	Sharpe Ratio	Observs.
GMO Emerg Country Debt	11.84	15.86	1.32	-0.37	84.07	0.72	60.00
JPM EMBI Global Diversified	9.56	10.98	1.00	0.00	100.00	0.84	60.00





### Alternative Breakdown (%)



		Estimated	Verified	Verified
<u>Manager</u>	% of Account	Market Value	<u>Values</u>	As Of
Aurora Diversified II	16.3%	\$984,374	\$961,541	12/31/2012
BlueTrend	7.8%	\$471,297	\$471,655	2/28/2013
Dorchester	8.4%	\$509,210	\$514,395	12/31/2012
Graham	6.1%	\$366,029	\$352,697	1/31/2013
ABS (formerly K2 L/S)	9.9%	\$594,928	\$595,093	1/31/2013
Managed Futures Legends	13.3%	\$802,384	\$790,160	12/31/2012
Corbin Pinehurst	29.1%	\$1,753,939	\$1,725,346	12/31/2012
Gresham Commodities	4.4%	\$265,112	\$269,667	12/31/2012
Landmark Equity Partners	2.5%	\$149,358	\$149,362	9/30/2012
Siguler Guff DRE	2.3%	<u>\$136,179</u>	<u>\$136,168</u>	9/30/2012
Total	100.0%	\$6,032,810	\$5,966,084	

Data Source: Wells Fargo Advisors



			One	Three		Incept	Performance
	1q13	FYTD	Year	Years1	$(Mgr)^2$	Bench <sup>2</sup>	Inception
Combined Alternatives (1 mo lag)	2.6	2.8	<i>1.5</i>	<i>1.9</i>	<i>1.6</i>	2.3	Jan-10
HFRI FoF Index (1 mo lag)	3.6	<i>5.8</i>	<i>3.8</i>	<i>2.3</i>			
<u>Lower Volatility</u>							
Aurora Diversified II	3.2	5.7	3.5		0.1	1.2	Feb-11
HFRI Conservative Index	3.2	5.5	4.3				
<u>Diversified</u>							
Corbin Pinehurst	3.4	6.5	7.0	5.2	5.5	2.3	Jan-10
Dorchester	0.0	2.3	2.5	2.2	3.1	2.3	Jan-10
HFRI Fund of Funds	3.6	5.8	3.8	2.3			
<u>Hedged Equity</u>							
ABS Global L/S (K2 prior to 12/12)	4.1	7.4	4.3	2.5	2.3	4.4	Jan-10
HFRI Equity Hedge	5.5	10.4	4.3	4.2			
Managed Futures							
BlueTrend	3.4	(0.1)	(0.6)	4.6	0.4	(2.5)	Feb-11
Graham	12.0	(1.6)	(2.8)	(2.4)	(3.7)	0.3	Jan-10
Managed Futures Legends	2.7	(6.6)	(6.5)	N/A	(4.9)	(2.5)	Feb-11
CS Tremont Managed Futures Index	3.0	(3.2)	(3.4)	2.8			
<u>Commodities</u>							
Gresham Commodities	(3.5)	4.8	(8.5)		(5.1)	(7.6)	Feb-11
Dow UBS Commodity Index	(4.4)	6.5	(7.7)				
<u>Private Equity</u>							
Landmark Equity Partners					7.8		Jan-10
Sigular Guff DRE					(1.1)		Mar-11

All returns are on a one-month lag. Performance greater than 1 year is annualized.

Data Source: Wells Fargo Advisors





FIRM: Wells Fargo Advisors is the trade name used by two separate, registered broker/dealers and nonbank affiliates of Wells Fargo & Company, providing certain retail securities brokerage services: Wells Fargo Advisors, LLC., member FINRA, SIPC, and Wells Fargo Financial Network, LLC, member FINRA, SIPC. Investments in securities and insurance products are: NOT FDIC-INSURED/NOT BANK-GUARANTEED/MAY LOSE VALUE.

CONFLICTS OF INTEREST: To review important information about certain relationships and potential conflicts of interest that may exist between Wells Fargo Advisors, its affiliates, and the companies that are mentioned in this report, please visit the our research disclosure page at <a href="https://www.wellsfargoadvisors.com/gotoresearchdisclosures">www.wellsfargoadvisors.com/gotoresearchdisclosures</a> or call your Financial Advisor.

**STATEMENT OF OPINION**: This and/or the accompanying information was prepared by or obtained from sources which Wells Fargo Advisors believes to be reliable but does not guarantee its accuracy. Any opinions expressed or implied herein are not necessarily the same as those of Wells Fargo Advisors or its affiliates and are subject to change without notice. The report herein is not a complete analysis of every material fact in respect to any company, industry or security. Any market prices are only indications of market values and are subject to change. The material has been prepared or is distributed solely for information purposes and is not a solicitation or an offer to buy any security or instrument or to participate in any trading strategy. Additional information is available upon request.

ASSET CLASS SUITABILITY: Stocks of small companies are typically more volatile than stocks of larger companies. They often involve higher risks because they may lack the management expertise, financial resources, product diversification and competitive strengths to endure adverse economic conditions. High-yield, non-investment grade bonds are only suitable for aggressive investors willing to take greater risks, which could result in loss of principal and interest payments. Global/International investing involves risks not typically associated with US investing, including currency fluctuations, political instability, uncertain economic conditions and different accounting standards.

**PAST PERFORMANCE:** Past performance is not an indication of future results.

ASSET CLASS PERFORMANCE REPRESENTATIONS: Long Term Treasuries = BC Treasury Long; Municipals = BC Municipal; Foreign Bonds = Salomon World BIG – IB; US Govt/Credit = BC Govt/Credit; Mtge Backed Securities = ML Mortgage Master; Corporate Bonds = Salomon Corporate; 90 Day T-Bills = Salomon; Japanese Stocks = Salomon Japan BMI; High Yield Bonds = ML High Yield Master; Small Cap US Value = RU 2000 Value; MidCap US Stocks = RU Midcap; Large Cap US Value = RU 1000 Value; European Stocks = Salomon Europe BMI; Small Cap US Stocks = RU 2000; Lg Cap US Growth = RU 1000 Growth; Latin American Stocks = Salomon Latin America BMI; Sm Cap US Growth = RU 2000 Growth

**BROAD EQUITY MARKET & SECTOR PERFORMANCE REPRESENTATIONS**: Large-Cap = S&P 500 or Russell 1000; Mid-Cap = RU Midcap; Small-Cap = RU 2000; International = MSCI EAFE

**DATA SOURCES:** Information found in this document was derived from the following sources: Zephyr Associates StyleAdvisor, Informa M-Watch, Investor Force, Barclays Capital, MSCI Barra, and Standard & Poor's.



### Capital Markets Review

General Disclosure Statement

**Dow Jones Industrial Average** - This index is comprised of 30 "blue-chip" US stocks selected for their history of successful growth and wide interest among investors. The DJIA represents about 20% of the total market value of all US stocks and about 25% of the NYSE market capitalization. It is a price-weighted arithmetic average, with the divisor adjusted to reflect stock splits and the occasional stock switches in the index.

NASDAQ Composite - A cap-weighted index comprised of all common stocks that are listed on the NASDAQ Stock Market (National Association of Securities Dealers Automated Quotation system).

**S&P 500** - A broad-based measurement of changes in stock market conditions based on the average performance of 500 widely held common stocks. This index does not contain the 500 largest companies nor the most expensive stocks traded in the U.S. While many of the stocks are among the largest, this index also includes many relatively small companies. This index consists of approximately 380 industrial, 40 utility, 10 transportation and 70 financial companies listed on U.S. market exchanges. It is a capitalization-weighted index (stock price times number of shares outstanding), calculated on a total return basis with dividends reinvested.

**S&P 500/Citigroup Growth** - The S&P/Citigroup Growth tracks the performance of those stocks in the S&P 500 with lower book-to-price ratios. A cap-weighted index, it is rebalanced semi-annually, based on its price-to-book ratios and market capitalizations at the close of trading one month prior. The index is adjusted each month to reflect changes in the S&P 500. This index is more heavily weighted in the consumer non-cyclical, health care, and technology sectors than the S&P 500.

**S&P 500/Citigroup Value** - The S&P Citigroup/Value tracks the performance of those stocks in the S&P 500 with higher book-to-price ratios. A cap-weighted index, it is rebalanced semi-annually on January 1 and July 1, based on its book-to-price ratios and market capitalizations at the close of trading one month prior. The index is adjusted each month to reflect changes in the S&P 500. This index tends to be more heavily concentrated in the energy and financial sectors than the S&P 500.

Russell 1000 - The 1000 largest companies in the Russell 3000 index, based on market capitalization.

Russell 1000 Growth - A segment of the Russell 1000 with a greater-than-average growth orientation. Companies in this index have higher price-to-book and price-earnings ratios, lower dividend yields and higher forecasted growth values than the Russell 1000 Value index.

Russell 1000 Value - Represents a segment of the Russell 1000 with a less-than-average growth orientation. Companies in this index have low price-to-book and price-earnings ratios, higher dividend yields and lower forecasted growth values than the Russell 1000 Growth Index.

Russell Mid Cap - The index consisting of the bottom 800 securities in the Russell 1000 as ranked by total market capitalization, and it represents over 35% of the Russell 1000 total market cap.

Russell 2000 - The 2000 smallest companies in the Russell 3000 index.

Russell 2000 Growth - A segment of the Russell 2000 with a greater-than-average growth orientation. Companies in this index have higher price-to-book and price-earnings ratios, lower dividend yields and higher forecasted growth values than the Russell 2000 Value index.

Russell 2000 Value - A segment of the Russell 2000 with a less-than-average growth orientation. Companies in this index have low price-to-book and price-earnings ratios, higher dividend yields and lower forecasted growth values than the Russell 2000 Growth index.

Russell 2500 - The index consisting of the bottom 500 stocks in the Russell 1000(as ranked by market capitalization) and all of the stocks in the Russell 2000. This index is intended to be used as a measure of small to medium/small stock performance, and it represents over 22% of the Russell 3000 total market cap.



### Capital Markets Review

General Disclosure Statement

MSCI EAFE - A market capitalization-weighted index representing all of the MSCI developed markets outside North America. It comprises 20 of the 22 countries in the MSCI World. These 20 countries include the 14 European countries in the MSCI Europe and the 6 Pacific countries in the MSCI Pacific. This index is created by aggregating the 20 different country indexes, all if which are created separately.

MSCI World - This market capitalization-weighted index represents all 22 of the MSCI developed markets in the world. It is created by aggregating the 22 different country indexes, all if which are created separately.

MSCI Emerging Markets Free (EMF) - A market capitalization-weighted index representing 26 of the emerging markets in the world. Several factors are used to designate whether a country is considered to be emerging vs. developed, the most common of which is Gross Domestic Product Per Capita. The "Free" aspect indicates that this index includes only securities that are allowed to be purchased by global investors. This index is created by aggregating the 26 different country indexes, all if which are created separately.

Barclays Capital Government/Credit - This index includes all bonds that are in the Barclays Capital Government Bond and the Barclays Capital Credit Bond indices.

Barclays Capital Government Intermediate - All bonds covered by the Barclays Capital Government Bond index with maturities of 1 and 10 years.

Barclays Capital Aggregate Bond - This index is made up of the Barclays Capital Government/Credit, the Mortgage-Backed Securities, and the Asset-Backed Securities indices. All issues in the index are rated investment grade or higher, have at least one year to maturity, and have an outstanding par value of at least \$100 million.

Barclays Capital Government Long Term - All bonds covered by the Barclays Capital Government Bond index with maturities of 10 years or greater.

Barclays Capital Municipal Bond - This market cap weighted index includes investment grade tax-exempt bonds and is classified into four main sectors: General Obligation, Revenue, Insured, and Pre-refunded. To be included in this index, the original transaction size of a bond must have been greater than \$50 million.

Merrill Lynch Convertibles - The convertible securities used in this index span all corporate sectors and must have a par amount outstanding of \$25 million or more. The maturity must be at least one year. The coupon range must be equal to or greater than zero and all quality of bonds are included. Excluded from this index are preferred equity redemption stocks. When the component bonds of this index convert into common stock, the converted securities are dropped from the index.

Merrill Lynch High Yield Master - Market-cap weighted index providing a broad-based measure of bonds in the US domestic bond market rated below investment grade but not in default. Includes only issues with a credit rating of BB1 or below as rated by Moody's and/or S&P, at least \$100 million in face value outstanding and a remaining term to final maturity equal to or greater than one year.

**Dow Jones Wilshire REIT Index** - A measurement of equity REITs and Real Estate Operating Companies. No special-purpose or health care REITs are included. It is a market capitalization-weighted index for which returns are calculated monthly using buy and hold methodology; it is rebalanced monthly.

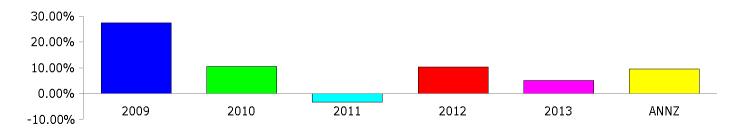
Citigroup 3 Month Treasury Bill - Representing the monthly return equivalents of yield averages that are not marked to market, this index is an average of the last three three-month Treasury bill issues.

50/50 Blend (S&P 500/BCIGC) - A blended benchmark consisting of 50% S&P 500 and 50% Barclays Capital Government/Credit Intermediate indices.

#### Previous Month End Performance for 11893008

#### COLLEGE OF WILLIAM AND MARY- GREEN FUND

#### Net Money-Weighted Rates of Return



#### Previous Month End Performance Summary

Performance Inception Date: Jan 23, 2009 Since Inception Money-Weighted ROR: 9.52 % 2013 YTD Money-Weighted ROR: 5.14 %

Beginning Market Value (January 1, 2013): \$216,619

Quarter Contributions Withdrawals

Jan 1 - Mar 31 20,000 0

Total Net Flows: 20,000 Invested Capital: 236,619

Appreciation/Depreciation: 11,653

Ending Market Value (March 31, 2013): \$248,272

Average Invested Capital: 226,841

Returns are calculated net of transaction costs and net of management fees.

Returns greater than one year are annualized.

Account data is on a trade date basis and accrued income is included in beginning and ending values. Performance is based on current market prices, as available.

Certain assets are excluded from Beginning and Ending Values and are not included in performance calculations. Selected annuities, certain types of direct investments, mutual funds held outside the firm, precious metals, coins, bullion, or any assets subject to tax-withholding (TEFRA) are among the assets not included in values or performance calculations.

Included within Appreciation/Depreciation is: Income \$286

Accrued Income is included within values: Beginning \$107 Ending \$0

One or more year(s) excluded (if applicable).

Wells Fargo Advisors is the trade name used by two separate registered broker-dealers: Wells Fargo Advisors, LLC, and Wells Fargo Advisors Financial Network, LLC, Members SIPC, non-bank affiliates of Wells Fargo & Company.

Securities and Insurance Products:

NOT INSURED BY FDIC OR ANY	MAY	NOT A DEPOSIT OF OR GUARANTEED
FEDERAL GOVERNMENT AGENCY	LOSE VALUE	BY A BANK OR ANY BANK AFFILIATE

This presentation is not complete unless accompanied by the detailed explanation included in the Glossary of Terms. This report is not the official record of your account. However, it has been prepared to assist you with your investment planning and is for informational purposes only. Your Client Statement is the official record of your account. Therefore, if there are any discrepancies between this report and your Client Statement, you should rely on the Client Statement and call your local Branch Manager with any questions. Cost data and acquisition dates provided by you are not verified. Transactions requiring tax consideration should be reviewed carefully with your accountant or tax advisor. Unless otherwise indicated, market prices/values are the most recent closing prices available at the time of this report, and are subject to change. Prices may not reflect the value at which securities could be sold. Past performance does not guarantee future results.

This information is provided to complement but not replace your account-specific advisory performance report.

V2.0.48 Page 1 of 1