

**Campbell Newman Asset Management, Inc.  
Verification Report**

**September 30, 2018**



## Verification Report

Ms. Mary C. Brown, President  
Campbell Newman Asset Management, Inc.

We have verified whether Campbell Newman Asset Management, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018. The Firm's management is responsible for compliance with the GIPS standards and the design of its policies and procedures. Our responsibility is to express an opinion based on our verification. We conducted this verification in accordance with the required verification procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018.

A verification covering the periods from January 1, 2007 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm and does not ensure the accuracy of any specific composite compliant presentation.

*ACA Performance Services, LLC*

ACA Performance Services, LLC  
October 31, 2018

**Campbell Newman Asset Management, Inc.  
Verification and Large Cap Dividend Growth Composite  
Performance Examination Report**

**September 30, 2018**



## Verification and Performance Examination Report

Ms. Mary C. Brown, President  
Campbell Newman Asset Management, Inc.

We have verified whether Campbell Newman Asset Management, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018. We have also conducted a performance examination of the Firm's Large Cap Dividend Growth Composite for the periods from April 1, 2017 through September 30, 2018. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and Large Cap Dividend Growth Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018.

A verification covering the periods from January 1, 2007 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the Large Cap Dividend Growth Composite and calculated the Large Cap Dividend Growth Composite's performance for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards; and
- Prepared and presented the Large Cap Dividend Growth Composite's accompanying compliant presentation for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards.

A performance examination of the Firm's Large Cap Dividend Growth Composite covering the periods from January 1, 2007 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's Large Cap Dividend Growth Composite.

*ACA Performance Services, LLC*

ACA Performance Services, LLC  
October 31, 2018

**CAMPBELL NEWMAN ASSET MANAGEMENT, INC.**  
**LARGE CAP DIVIDEND GROWTH COMPOSITE**  
**QUARTERLY PERFORMANCE PRESENTATION - PAGE 1 OF 2**

*Asset-Weighted Performance Gross and Net of Management Fees*  
*Results have been calculated in U.S. Dollars*

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2018	Gross	2.04%	1.69%	7.52%		11.57%*
	Net	1.94%	1.58%	7.40%		11.21%*
2017	Gross	6.70%	2.33%	4.56%	9.17%	24.63%
	Net	6.59%	2.22%	4.45%	9.06%	24.12%
2016	Gross	1.39%	4.32%	0.65%	3.66%	10.34%
	Net	1.28%	4.21%	0.55%	3.56%	9.90%
2015	Gross	2.09%	(1.22%)	(5.28%)	6.02%	1.26%
	Net	2.01%	(1.32%)	(5.38%)	5.92%	0.88%
2014	Gross	2.73%	3.25%	(0.32%)	6.91%	13.04%
	Net	2.64%	3.17%	(0.40%)	6.81%	12.65%
2013	Gross	12.55%	0.58%	5.77%	9.40%	30.99%
	Net	12.46%	0.51%	5.68%	9.30%	30.56%
2012	Gross	8.25%	(3.76%)	5.52%	0.53%	10.51%
	Net	8.17%	(3.84%)	5.44%	0.45%	10.17%
2011	Gross	6.48%	0.64%	(12.88%)	12.15%	4.70%
	Net	6.40%	0.56%	(12.96%)	12.06%	4.36%
2010	Gross	4.16%	(10.56%)	13.10%	9.91%	15.81%
	Net	4.07%	(10.64%)	13.00%	9.83%	15.42%
2009	Gross	(10.51%)	9.84%	15.42%	7.29%	21.72%
	Net	(10.66%)	9.71%	15.32%	7.20%	21.17%

**CAMPBELL NEWMAN ASSET MANAGEMENT, INC.**  
**LARGE CAP DIVIDEND GROWTH COMPOSITE**  
**QUARTERLY PERFORMANCE PRESENTATION - PAGE 2 OF 2**

*Asset-Weighted Performance Gross and Net of Management Fees*  
*Results have been calculated in U.S. Dollars*

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
<b>2008</b>	<b>Gross</b>	(7.86%)	(2.32%)	(4.78%)	(14.18%)	(26.45%)
	<b>Net</b>	(7.99%)	(2.44%)	(4.91%)	(14.33%)	(26.87%)
<b>2007</b>	<b>Gross</b>	0.86%	8.99%	4.08%	(1.03%)	13.23%
	<b>Net</b>	0.72%	8.86%	3.94%	(1.16%)	12.64%

**\* Represents non-annualized partial period performance ending on September 30, 2018.**

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm.



CAMPBELL NEWMAN

# LARGE CAP DIVIDEND GROWTH COMPOSITE

	TOTAL RETURN GROSS OF FEES	TOTAL RETURN NET OF FEES	S&P 500 INDEX	RUSSELL 1000 INDEX	COMPOSITE ANNUAL DISPERSION	COMPOSITE ACCOUNTS	COMPOSITE MARKET VALUE (MILLIONS)	PERCENT OF FIRM ASSETS	GIPS FIRM MARKET VALUE (MILLIONS)	3 YEAR EX-POST STANDARD DEVIATION COMPOSITE	3 YEAR EX-POST STANDARD DEVIATION S&P 500	3 YEAR EX-POST STANDARD DEVIATION RUSSELL 1000
6 MONTHS 2003	13.98%	13.51%	15.15%	15.63%	*	1	\$1.3	0.2%	\$762.1	N/A	N/A	N/A
2004	15.05%	14.32%	10.88%	11.40%	*	2	\$3.3	0.5%	\$690.1	N/A	N/A	N/A
2005	4.99%	4.45%	4.91%	6.26%	0.65%	6	\$8.4	1.4%	\$596.9	N/A	N/A	N/A
2006	18.70%	18.10%	15.80%	15.46%	0.39%	7	\$10.0	1.6%	\$609.7	N/A	N/A	N/A
2007	13.23%	12.64%	5.50%	5.77%	0.80%	9	\$11.3	1.9%	\$593.5	N/A	N/A	N/A
2008	-26.45%	-26.87%	-36.99%	-37.59%	*	6	\$6.3	2.5%	\$249.5	N/A	N/A	N/A
2009	21.72%	21.17%	26.47%	28.44%	*	11	\$64.6	19.1%	\$338.2	N/A	N/A	N/A
2010	15.81%	15.42%	15.06%	16.10%	0.52%	10	\$113.0	26.9%	\$419.3	N/A	N/A	N/A
2011	4.70%	4.36%	2.11%	1.50%	0.33%	17	\$153.8	33.2%	\$463.5	16.5%	18.7%	18.9%
2012	10.51%	10.17%	16.00%	16.42%	0.39%	24	\$160.7	34.7%	\$462.9	14.0%	15.1%	15.4%
2013	30.99%	30.56%	32.39%	33.11%	0.19%	27	\$115.4	26.0%	\$443.3	11.2%	11.9%	12.3%
2014	13.04%	12.65%	13.69%	13.24%	0.21%	25	\$95.2	16.8%	\$567.9	9.1%	9.0%	9.1%
2015	1.26%	0.88%	1.38%	0.92%	0.10%	114 <sup>+</sup>	\$106.8	21.5%	\$496.3	11.1%	10.5%	10.5%
2016	10.34%	9.90%	11.96%	12.05%	0.30%	141	\$108.7	19.7%	\$551.3	10.9%	10.6%	10.7%
2017	24.63%	24.12%	21.83%	21.69%	0.24%	181	\$105.8	17.2%	\$613.7	10.5%	9.9%	10.0%
9 MONTHS 2018	11.57%	11.21%	10.56%	10.49%		226	\$120.2	16.8%	\$714.5			
ANNUALIZED SINCE INCEPTION	11.28%	10.79%	9.67%	9.89%								

\*Dispersion not considered statistically representative with five or fewer portfolios.

\*\*Inception 3Q03 – First measured composite performance.

<sup>+</sup>The increase in number of accounts for the composite was the result of a wrap sponsor (which is counted as one account) converting to commission based (which each individual account is tallied).



## LARGE CAP DIVIDEND GROWTH COMPOSITE PERFORMANCE NOTES:

- a. Firm Definition: Campbell Newman Asset Management, Inc., formerly Campbell, Newman, Pottinger and Associates, Inc., is a privately held, independent investment adviser registered with the Securities and Exchange Commission. Registration does not imply a certain level of skill or training. The firm offers advisory services under equity strategies to taxable and tax-exempt clients.
- b. Campbell Newman Asset Management, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Campbell Newman Asset Management, Inc. has been independently verified for the periods January 1, 1993 through September 30, 2018. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Large Cap Dividend Growth Composite has been examined for the periods June 1, 2003 through September 30, 2018. The verification and performance examination reports are available upon request.
- c. Performance returns are calculated using a time-weighted formula with appropriate adjustments for cash flows, and include all dividends and interest, accrued income, and realized and unrealized gains or losses. Security transactions are accounted for on trade date and accrual accounting is utilized for fixed income. All returns presented are calculated using U.S. Dollars.
- d. For the period October 1, 2008 to September 30, 2009, composite policy required the temporary removal of any portfolio incurring a client initiated significant cash inflow or outflow of 10% or greater of total portfolio assets.
- e. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fees performance is calculated using actual management fees.
- f. For comparison purposes, the Large Cap Dividend Growth composite, is shown against the S&P 500 Stock Index®. S&P 500 Index® is widely regarded as the best single gauge of the U.S. equities market. This index includes 500 leading companies in leading industries of the U.S. economy. Although the S&P 500® focuses on the large cap segment of the market, with approximately 80% coverage of the U. S. equities, it is also an ideal proxy for the total market. (Source: <http://www.spindices.com>). On 10/01/10, the Russell 1000® Index was added as additional information to provide relevant performance information of different investment styles. The Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. It is a subset of the Russell 3000® Index and includes approximately 1000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000 represents approximately 92% of the U.S. market. (Source: <http://www.russell.com>). Indexes are unmanaged. It is not possible to invest directly in an index.
- g. The Large Cap Dividend Growth composite was created in June, 2003. The composite is comprised of fully discretionary, fee paying, tax-exempt portfolios that have a market value greater than or equal to \$200,000 and holdings that are primarily dividend paying growth stocks and cash. Beginning 7/1/09, the criteria used to determine fully discretionary portfolios was amended to include maximum position and cash size of 5% and maximum ADR's of 10%. The Large Cap Dividend Growth composite also includes the equity portion of balanced portfolios that meet the criteria for this composite. Cash is allocated to fixed income and equity segments of balanced portfolios by maintaining separate portfolios in our portfolio accounting system for each segment of the balanced portfolio.
- h. Gross returns do not give effect to investment advisory fees, which would reduce such returns. The firm's equity account management fee schedule\* is as follows:

First \$5 million	0.85%
Next \$5 million	0.70%
Balance over \$10 million	0.60%
- i. Composite dispersion measures represent the consistency of a firm's composite performance with respect to the individual portfolio returns within a composite. The dispersion of annual returns is measured as the asset-weighted standard deviation of the returns in the composite. Dispersion includes only those portfolios that have been included in the composite for the entire year.
- j. The three-year ex-post standard deviation is not required for periods prior to 2011.
- k. Past performance is not indicative of future results. Other methods may produce different results, and the results for individual portfolios and for different periods may vary depending on market conditions and the composition of the portfolio. Care should be used when comparing these results to those published by other investment advisors, other investment vehicles and unmanaged indices due to possible differences in calculation methods.
- l. Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. A complete list of composite descriptions is available upon request.

\*Campbell Newman Asset Management, Inc. at its discretion, may negotiate a set fee or a fee schedule which is different from standard fee schedules.



**Campbell Newman Asset Management, Inc.  
Verification and Small Cap Tax-Exempt Composite Performance  
Examination Report**

**September 30, 2018**



## Verification and Performance Examination Report

Ms. Mary C. Brown, President  
Campbell Newman Asset Management, Inc.

We have verified whether Campbell Newman Asset Management, Inc. (the "Firm") (1) has complied with all the composite construction requirements of the Global Investment Performance Standards (GIPS®) on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018, and (2) designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018. We have also conducted a performance examination of the Firm's Small Cap Tax-Exempt Composite for the periods from April 1, 2017 through September 30, 2018. The Firm's management is responsible for compliance with the GIPS standards, the design of its policies and procedures, and for the Quarterly Performance and Small Cap Tax-Exempt Composite's compliant presentations. Our responsibility is to express an opinion based on our verification and performance examination. We conducted this verification and performance examination in accordance with the required verification and performance examination procedures of the GIPS standards. We also conducted such other procedures as we considered necessary in the circumstances.

In our opinion, the Firm has, in all material respects:

- Complied with all the composite construction requirements of the GIPS standards on a firm-wide basis for the periods from April 1, 2017 through September 30, 2018; and
- Designed its policies and procedures to calculate and present performance in compliance with the GIPS standards as of September 30, 2018.

A verification covering the periods from January 1, 2007 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

Also, in our opinion, the Firm has, in all material respects:

- Constructed the Small Cap Tax-Exempt Composite and calculated the Small Cap Tax-Exempt Composite's performance for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards; and
- Prepared and presented the Small Cap Tax-Exempt Composite's accompanying compliant presentation for the periods from April 1, 2017 through September 30, 2018 in compliance with the GIPS standards.

A performance examination of the Firm's Small Cap Tax-Exempt Composite covering the periods from January 1, 2014 through March 31, 2017 was performed by another verification firm, whose report expressed an unqualified opinion thereon.

This report does not relate to or provide assurance on any composite compliant presentation of the Firm other than the Firm's Small Cap Tax-Exempt Composite.

*ACA Performance Services, LLC*

ACA Performance Services, LLC  
October 31, 2018

**CAMPBELL NEWMAN ASSET MANAGEMENT, INC.**  
**SMALL CAP TAX-EXEMPT COMPOSITE**  
**QUARTERLY PERFORMANCE PRESENTATION**

*Asset-Weighted Performance Gross and Net of Management Fees*  
*Results have been calculated in U.S. Dollars*

		1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Annual
2018	Gross	0.92%	6.08%	7.70%		15.30%*
	Net	0.80%	5.95%	7.57%		14.89%*
2017	Gross	8.60%	7.72%	2.65%	6.26%	27.60%
	Net	8.48%	7.59%	2.52%	6.13%	27.00%
2016	Gross	0.86%	6.36%	2.83%	1.94%	12.45%
	Net	0.75%	6.25%	2.71%	1.82%	11.95%
2015	Gross	8.50%	4.58%	(9.98%)	0.79%	2.94%
	Net	8.47%	4.56%	(10.00%)	0.68%	2.77%
2014	Gross	(0.16%)	3.18%	(6.37%)	8.53%	4.67%
	Net	(0.19%)	3.15%	(6.39%)	8.50%	4.57%

**\* Represents non-annualized partial period performance ending on September 30, 2018.**

Past performance is not indicative of future results. The Verification and Performance Examination Report and the compliant presentation are an integral part of this presentation. The periods shown prior to April 1, 2017 were examined by another verification firm.



	TOTAL RETURN GROSS OF FEES	TOTAL RETURN NET OF FEES	RUSSELL 2000 GROWTH INDEX	COMPOSITE ANNUAL DISPERSION	COMPOSITE ACCOUNTS	COMPOSITE MARKET VALUE (MILLIONS)	PERCENT OF FIRM ASSETS	PERCENT OF NON-FEE-PAYING ASSETS	GIPS FIRM MARKET VALUE (MILLIONS)	3 YEAR EX-POST STANDARD DEVIATION COMPOSITE	3 YEAR EX-POST STANDARD DEVIATION RUSSELL 2000 GROWTH
2014	4.67%	4.57%	5.60%	*	1	\$0.1	0.0%	100%	\$567.9	N/A	N/A
2015	2.94%	2.77%	-1.38%	*	4	\$0.5	0.1%	22%	\$496.3	N/A	N/A
2016	12.45%	11.95%	11.32%	0.34%	22	\$4.3	0.1%	10%	\$551.3	15.1%	16.7%
2017	27.60%	27.00%	22.17%	0.19%	45	\$9.6	1.6%	5.9%	\$613.7	13.0%	14.6%
9 MONTHS 2018	15.30%	14.89%	15.76%		74	\$16.7	2.3%	3.92%	\$714.5		

\*Dispersion not considered statistically representative with five or fewer portfolios.

N/A – Statistic is not available given less than 36 months of performance.



## SMALL CAP TAX-EXEMPT COMPOSITE PERFORMANCE NOTES:

- a. Firm Definition: Campbell Newman Asset Management, Inc., formerly Campbell, Newman, Pottinger and Associates, Inc., is a privately held, independent investment adviser registered with the Securities and Exchange Commission. Registration does not imply a certain level of skill or training. The firm offers advisory services under equity strategies to taxable and tax-exempt clients.
- b. Campbell Newman Asset Management, Inc. claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Campbell Newman Asset Management, Inc. has been independently verified for the periods January 1, 1993 through September 30, 2018. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Small Cap Tax-Exempt Composite has been examined for the periods January 1, 2014 through September 30, 2018. The verification and performance examination reports are available upon request.
- c. Performance returns are calculated using a time-weighted formula with appropriate adjustments for cash flows, and include all dividends and interest, accrued income, and realized and unrealized gains or losses. Security transactions are accounted for on trade date and accrual accounting is utilized for fixed income. All returns presented are calculated using U.S. Dollars.
- d. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fees performance is calculated using actual management fees.
- e. For comparison purposes, the Small Cap Tax-Exempt composite is shown against the Russell 2000 Growth®. The Russell 2000 Growth Index measures the performance of the small-cap growth segment of the U.S. equity universe. It includes those Russell 2000 companies with higher price-to-value ratios and higher forecasted growth values. The Russell 2000 Growth Index is constructed to provide a comprehensive and unbiased barometer for the small-cap growth segment. (Source: <http://www.russell.com>). Indexes are unmanaged. It is not possible to invest directly in an index.
- f. The Small Cap Tax-Exempt composite was created December 31, 2013. The composite is comprised of fully discretionary, tax-exempt portfolios that have a market value greater than or equal to \$50,000 and holdings that are primarily small cap stocks and cash.
- g. Gross returns do not give effect to investment advisory fees, which would reduce such returns. The firm's small cap equity account management fee schedule\* is as follows:

First \$25 million	0.95%
Next \$75 million	0.80%
Next \$100 million	0.75%
Balance over \$200 million	0.70%
- h. Composite dispersion measures represent the consistency of a firm's composite performance with respect to the individual portfolio returns within a composite. The dispersion of annual returns is measured as the asset-weighted standard deviation of the returns in the composite. Dispersion includes only those portfolios that have been included in the composite for the entire year.
- i. Past performance is not indicative of future results. Other methods may produce different results, and the results for individual portfolios and for different periods may vary depending on market conditions and the composition of the portfolio. Care should be used when comparing these results to those published by other investment advisors, other investment vehicles and unmanaged indices due to possible differences in calculation methods.
- j. Additional information regarding policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. A complete list of composite descriptions is available upon request.

\*Campbell Newman Asset Management, Inc. at its discretion, may negotiate a set fee or a fee schedule which is different from standard fee schedules.