TONKINSON FINANCIAL
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QUARTERLY NEWSLETTER 3Q 2020

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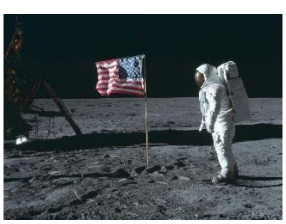
MARKET HIGHLIGHTS:

- After a historic shutdown, the country continued to reopen in Q3, potentially ending the briefest, but most severe recession the country has ever experienced.
- The FOMC projected that the fed funds rate would remain at its 0.00%–0.25% range through at least 2023.
- Yields across the curve were essentially static, with the front end grinding a few basis points lower and maturities farther out a couple basis points higher.
- U.S. equity markets notched strong gains in Q3, with the S&P 500 Index gaining +8.9%, driven by the continued reopening of the economy, monetary stimulus, better-than-feared corporate earnings results.
- Growth stocks maintained their leadership over Value, and market volatility reemerged in September.

NEWSLETTER HIGHLIGHTS:

Remember Apollo 11 or Woodstock?
— By Rick Tonkinson, MBA, MPA, CFP®, CLU, AIF®



Apollo 11 landed on the moon on July 20, 1969 and only 25 days later Woodstock started. Do you remember? If you do, then you are old enough to retire.

Such an inspirational summer. Such a time to be proud to be American and enjoy incredible rock & roll. Now, it is time to get out the vinyl and listen to Jimi Hendrix play The Star-Spangled Banner!

INDEX PERFORMANCE *9/30/2020*

	Q	YTD	1 Year
Aggressive Allocation	5.19%	1.83%	10.01%
Balanced Allocation	4.05%	3.04%	9.19%
Conservative Allocation	2.95%	4.44%	8.59%
S&P 500 TR	7.87%	5.57%	16.57%
Russell 2000 TR	5.62%	-8.69%	2.40%
Barclays U.S. Agg Bond TR	0.50%	6.79%	6.81%
MSCI EAFE NR USD	3.28%	-6.73%	1.41%

	As of 9/30/2020	As of 9/30/2019
10 year Treasury	0.69%	1.68%
Barclays 1-3m Treasury/Cash	0.25%	1.90%
Price of oil	$40.22	$54.07
Real GDP YoY % charge	-9.0%	2.3%
U.S. Unemployment Rate	8.4%	3.5%

The aggressive allocation is made up of 50% S&P 500 TR, 8% Russell 2000 TR, 18% Barclays U.S. Agg Bond TR, 22% MSCI EAFE NR USD and 2% cash. The balanced allocation is made up of 39% S&P 500 TR, 5% Russell 2000 TR, 35% Barclays U.S. Agg Bond TR, 16% MSCI EAFE NR USD and 5% cash. The conservative allocation is made up of 29% S&P 500 TR, 2% Russell 2000 TR, 53% Barclays U.S. Agg Bond TR, 9% MSCI EAFE NR USD and 7% cash. All indices are unmanaged and investors cannot actually invest directly into an index. Unlike investments, indices do not incur management fees, charges, or expenses. Past performance does not guarantee future results.

MARKET REVIEW
— By Rick Tonkinson, MBA, MPA, CFP®, CLU, AIF®

After a historic shutdown, the country continued to reopen in Q3, potentially ending the briefest, but most severe recession the country has ever experienced. An ultra-accommodative Fed, fiscal stimulus, improved virus backdrop, and rallying markets contributed in lifting the economy from its darkest days. The S&P500 as of 9/30/2020 is 5.6%. However, this will not highlight the meltdown when the S&P500 was down (33%) on 3/23/2020.

The economy added 3.9 million jobs during Q3, while the unemployment rate fell from 11.1% to 7.9%. Still, YTD there have been a net 10.3 million job losses with unemployment peaking at 14.7% in April.

The sound of power tools is roaring in neighborhoods across the United States. Home improvement spending has been on a long steady rise, so it's not too surprising that U.S. homeowners are on track to spend more than ever this year, but the surge in demand is striking. In the last three months, there have been 330 million U.S. Google searches for home improvement work, that's up almost 50% from the same period last year. For Home Depot, sales for the second quarter of this year were $38.1 billion, up 23.4% from last year.

Sector highlights include continued strength in Emerging Markets up 9.56%, Information Technology up 12% and a global rally in Consumer Discretionary stocks up 15.1%. Energy pulled back against volatility in crude oil prices down (19.7%). This is a perfect example to show how passive money management with investing in the S&P500 Index does not work, while the hands-on management style employed by money managers, such as ourselves, that invest in emerging markets, consumer discretionary and technology, does.

The utility sector was up 6.1% and NextEra (NEE) was up 16.1% for the quarter. Do you remember when it was $174.80 a share on 3/23/2020? Now NEE stock is scheduled to split 4 for 1 on 10/26/2020 and is at $277.56 to end the quarter.

The Gross Domestic Product (GDP) is $20 trillion of which 67% is consumer spending. The online retail sector, which is up 60%, is benefiting while the in-person retail shopping is plummeting as much as 40% compared to the previous year. This shift to E-commerce might be permanent.

The inflation rate is at 1.73%, well below the 50-year average of 3.63% and the Feds target of 2%, so the cost of living is under control.

Today's climate shows bonds out-performing the stock market, the Treasury Inflation Protected Security (TIPS) are up 9.2%, Treasuries up 8.9%, and Corporate Bonds up 6.6% where as the best stock sector Large Cap Stock is up only 5.6% on the year. With all the media attention on the large tech stocks, performance in bonds is quietly providing stability and performance.

During this incredible surge of stock market risk, gold has been a safe haven. On 1/1/2020, it was $1,518 an ounce and as 9/30/2020 it was $1,896 an ounce.

If you were obligated to pay 5% of your total income to be used to just pay interest (and not the loan balance), how would you feel? Right now, that is what the Federal Budget looks like. The total spending is $6.6 trillion and the Federal Government has borrowed $3.31 trillion (50%) to deal with the virus bailout. We used to be concerned over a $1 trillion deficit and now it is 3 times worse. Whether as an individual or as a government, the less money you have the less choices you can make. The Federal Government is being forced to make less choices. Even though the virus may be with us throughout 2021, the Federal Reserve projects a continue rebound in the economy with the GDP at 4% and unemployment at 5.5%. Despite this mess, we remain focused on safety with our stock and bond portfolios.

Source: J.P. Morgan 4th Quarter Guide to the Markets®

INTERSTING STATS: Silver vs. Gold — By Steven Tonkinson, CFP®, AIF®, CFS®

These are the world's two best known precious metals and this year they have done well. Neither metal pays dividends but there are differences that could make one more suitable or neither suitable at all. First off, the gold market is far more liquid than silver. In 2019 the gold market was valued at $24.5 trillion, more than 5 times silver's $4.4 trillion.

Silver is more volatile, which means larger price swings. This can be a big advantage but also means more risk. A lot of times investors add metals to their portfolios because they tend to be uncorrelated to stocks and bonds. Silver is more linked to the business cycle whereas gold is more disconnected and more uncorrelated.

Most investors buy gold and silver through exchange traded funds or mutual funds so storage costs aren't an issue but to give you an idea of space, right now at recent prices, $1 million of silver would be over 40,000 troy ounces versus a little over 500 ounces of gold.

SOUND ADVICE: What to Tap Into First When You Need Cash — By Steven Tonkinson, CFP®, AIF®, CFS®

We all know someone, friends, family ourselves, that have struggled to pay bills or a large unexpected cost. Many immediately think of tapping their retirement savings, such as a 401Ks and IRAs, something that generally isn't advisable.

There are several other options, each with their pros and cons and should be considered after exhausting other avenues, such as unemployment benefits, if available, reducing expenses, working with banks, credit card companies and utilities on flexible payment plans and more favorable interest rates.

What strategy is for you depends also on whether your cash crunch is going to be a short blip or a long one. Here are some options on what to tap first:

1) *Emergency Fund:* This is why we have one. It is recommended to have somewhere between three to six months of basic living expenses in your emergency fund.
2) *Borrow from family:* This strategy is a short-term fix without tax ramifications
3) *Short term savings:* Bank savings accounts, money market accounts and CDs are all options. There may be restrictions on the number of withdrawals. Also, some CDs have early withdrawal penalties.
4) *529 plans and education saving plans:* Some parents may consider pulling from these plans. It should be known that the earnings portions on a non-qualified distribution is subject to ordinary income tax and a 10% penalty except in limited cases.
5) *Retirement accounts:* This year investors have some more flexibility to tap into their IRA or certain workplace retirement plans through the pandemic related relief offered by the Cares Act. Keep in mind that you pay tax on withdrawals, though the tax can be recovered if you pay back the distribution in 3 years. We would caution anyone to only take what they need and not the max that is allowed.
6) *Annuities:* Some annuities allow partial withdrawal each year of 10% of the principal without incurring penalty. However, owners younger than 59 1/2 will likely incur an IRS penalty
7) *Life insurance policies:* Permanent life insurance policy with sufficient cash value can also be a source of cash. Your specific contract may have caveats like not allowing the money to be returned and surrender charges may apply. Another option is a loan against the cash value of the policy.
8) *Home-equity line of credits:* This can be very attractive, especially with interest rates so low. You need to factor in the home's value, prepayment penalties and whether your comfortable putting up your home as collateral.
9) *Credit Card:* This option can potentially be less desirable because the rates can be very high and it could hurt your credit score. It might also be the only option some people have. It also might be possible to negotiate a settlement with the credit card company.

Estate Planning In The Middle Of a Pandemic – By Kristina Shamonina, CFP®

2020 has been a year that made it more important than ever to have one's affairs in order. COVID-19 presented us with risks of temporary incapacitation or even death and it helps to have a plan in place to state your wishes regarding your medical treatments and how your assets are to be distributed if the unthinkable happens.

The common misconception about estate planning is that it is for wealthy individuals only. That is not so. Consider that even if a person's only asset is a checking account with a small balance, it will need to go through a probate process before his/her heirs can have access to the funds. However, probate can be avoided by doing a little planning and assigning beneficiaries to an account.

Beneficiaries should be designated on every asset that allows beneficiary designation; in addition, these designations should be reviewed periodically to ensure they are up to date. Life goes on and circumstances change with marriages, divorces, incapacitations, deaths and births. Please remember that the beneficiary designation supersedes the will, so if you've created a will to leave your IRA assets to your new spouse but your IRA lists your ex-spouse as a beneficiary, rest assured, your new spouse will get nothing. When the will is probated, it becomes public record and the heirs will not only have to wait months for the process to complete but also will likely inherit reduced values due to high cost of the probate process.

A caution about assigning beneficiaries that are meant to use the inheritance to take care of someone else: don't do it. For example, you list your good friend as a beneficiary on your investment account because you have a special needs child and you trust your good friend will "do the right thing". If you do this, you will effectively disinherit your child because once your friend inherits the account, he/she becomes a legal owner of the asset and is under no legal obligation whatsoever to use the funds to support your child as promised. Moreover, they will be responsible for the taxes on the asset, which will affect their tax returns, Social Security and other benefits. If you have several children, do not assign only one of them as a beneficiary on your IRA with the idea that he/she will "be fair" and distribute the assets between other children.

What will happen is that the IRA will be re-registered in that one beneficiary's name and to share the inheritance with the siblings, he/she will need to take a distribution from the IRA and bear the full burden of personal income tax, with the siblings receiving their "fair share" tax-free. A better estate plan in both these cases would be to create a trust for your assets and name a trustee to oversee the asset distribution according to your wishes as stated in the trust document.

A *living trust* is a legal entity and an effective way to provide clear and very detailed directions on how, when and to whom your assets should be disbursed after your death. For example, you may wish that assets are distributed to your grandchild at a certain age, or that distributions are made in increments – the trust will allow you to specify such details, while an outright beneficiary designation will not. The trust gives you a lot of control; it does not go through probate so it keeps your affairs private, as well as saves time and expense of probate. Assets that can be titled in the trust ownership include real estate property, non-retirement bank and investment accounts. The trust can be listed as a beneficiary on the IRA account.

When it comes to illness and a temporary or permanent incapacitation, giving someone a *durable power of attorney* to handle your affairs becomes important. Care should be exercised in choosing such person to make sure they are trustworthy and able and willing to act on your behalf. Often, spouses have a *reciprocal power of attorney* on each other with someone else, perhaps a family member, as a contingent POA. You can also give someone a *medical POA* (or health POA) to make tough medical decisions for you. Please make sure this person is aware of and willing to carry out your wishes as it pertains to your medical treatments.

A *living will*, also known as a *health care directive*, allows us to state our wishes for end-of-life medical care. Research shows that in most cases even long-term spouses do not understand each other's wishes correctly, so recording those wishes removes misunderstandings and prevents arguments between family members.

While everyone's circumstances and goals are different and creating an estate plan can vary from a fairly simple to an extremely complex process, having a plan in place is always a good thing. When is the best time to plan for your estate? When you are healthy and able to make sound financial and medical decisions. Rushed decisions under the pressures of an incapacitation or other catastrophic event are extremely stressful and you owe it to yourself and your loved ones to be prepared.

Stock Splits: What All Investors Need to Know – By Tom Saul, Investment Analyst and Co-Portfolio Manager

This year, the market has experienced a frenzy of stock splits. Here's what you need to know about the three main types of stock splits, how the process works, why a split can be a positive or negative catalyst for a company's market value, and what we can determine.

What is a stock split?

A stock split occurs when a company either increases or decreases its share count without changing its overall value. The reasons why a company would split their stock and how a company will split their stock vary, but in theory, neither a stock's price nor an investor's holdings are affected because the stock split doesn't add any real value. Changes in market value occurring before or after a stock split are the direct result of positive or negative catalysts influencing investor decisions.

Why do companies split their stock?

Companies split their stocks for a myriad of reasons. Some of the most common reasons are: to retain a majority of the voting power amongst company executives, to create an affordability-driven price to appeal to a larger pool of investors, to maintain a desirable share price, and to attempt to raise capital.

What are the different types of stock splits?

There are three main types of stock splits: the forward split, the new share class split, and the reverse split. The split a company implements is determined by the goals it seeks to achieve from a split.

The Forward Split

A forward split increases a stock's share count by issuing new shares to existing investors. Although companies can use any ratio that will give the desired result, ratios commonly seen are 2-for-1, 3-for-1, and 4-for-1. This is easily understood in the following 4-for-1 example: an investor owning 20 shares of a $400 stock prior to a 4-for-1 split, would now own 80 shares of a $100 stock after the split. So, a forward split results in more shares, but at a reduced per-share stock price with no net gain or reduction in the company's overall market value. The value of the investor's holding doesn't change.

CASE STUDY: Starbucks (SBUX)
Forward Split to Create Desired Price
Between 1993 and 2015, Starbucks has split its stock 2-for-1 on six different occasions. This means that if you owned Starbucks shares prior to Sept. 30, 1993 (the first split), and had never sold, you'd now own 64 shares of Starbucks for every share you originally owned.

The New Share Class Split

A new share class split is a special situation forward split in which a company splits its stock to create an entirely new class of shares. A company would create a new class of shares if it sought to strengthen voting power amongst company executives or if it wanted to create a more affordable stock while also preserving some of the original stock's high price. The case study below compares the new share class split that Alphabet (GOOGL) (GOOG) implemented in 2012 to maintain executive voting power with the affordability driven share class split that Berkshire Hathaway (BRK-A) (BRK-B) implemented in 1996 to preserve original share price but also create a separate and more affordable share price to appeal to retail investors.

Case Study: Alphabet (GOOGL) (GOOG)
A New Share Class Forward Split
In 2012, Alphabet, formerly Google, wanted to ensure that the company's top executives retained a majority of the voting power. At the time, they had Class A stock owned by the public and Class B stock owned by company insiders. The Class B Stock had more voting power than the Class A stock, but to protect against any future stock splits, the company split the shares to create Class C stock, a non-voting class of stock. One share of Class C stock was issued for every share of Class A and Class B stock.

Case Study: Berkshire Hathaway (BRK-A) (BRK-B)
A New Share Class & Affordability-Driven Forward Split
By 1996, Class A shares (BRK-A), the company's original shares, had become too expensive for the average investor to own. To curb the creation of predatory investment vehicles, CEO Warren Buffet split the stock at 30-for-1 and created the new Class B shares (BRK-B). Since then, Class B stocks split again at 50-for-1 making them 1/1,500th of the equity of each Class A share. Investors hoping to own Berkshire Hathaway can now choose between $300,000 Class A stock or $200 Class B stock.

The Reverse Split

A reverse split is the opposite of a forward split. Instead of giving investors more shares, a reverse split seeks to reduce an investor's shares. If a company were implementing a 1-for-10 reverse split, every ten shares owned would be replaced with a single share of stock. For example, an investor owning 80 shares of a $100 stock before a 1-for-10 reverse split, would now own 8 shares of a $10 stock after the split. So, a reverse split results in less shares, but a higher per-share stock price with no net gain or reduction in the company's overall market value. Yet again, the value of the investor's holding doesn't change.

CASE STUDY: United States Oil (USO)
Reverse Split to Maintain Similar Price to the Commodity
USO trades short term futures contracts of crude oil and the ETF is priced to stay similar to the price crude oil. In April 2020, when crude oil prices collapsed due to the COVID-19 pandemic, USO dropped more than 30%, announced a 1-for-8 reverse split, and accredited the split to management structural changes. However, the largest reason for the split was to make the price of USO similar to the price of the commodity being tracked: in this case oil. Investors reviewing a USO long term chart after the effective date, could be led to believe that USO was once over $900/sh post reverse split and should oil return to the highs of 2008, that USO would follow suit and get well over $900 again, making USO a savvy investment choice now. But, due to the negative yield of short-term futures that USO restructured during crude oil's collapse, crude oil would have to get above $900 in order for USO to get above $900 as well.

What is the stock split process?

A stock split centers around three dates: the announcement date, record date, and effective date.

The announcement date is the date that the company will publicly announce the plans for the split, when the split will take effect, the split ratio, and the motivation for the split; this is particularly important in the case of a reverse split or creation of a new share class.

The record date, an important date for accounting, but the least important date for investors, is the own-by-date. This means if an investor buys a stock after the record date but before the effective date, they will be entitled to receive new shares once the split takes effect. In the days between the announcement and effective dates, stocks trade as usual.

The effective date, the most important date, is the date that the effects of the split become visible in an investor's brokerage account. What an investor sees the morning of the effective date depends on the type of split. For example, on the morning of the effective date of a forward stock split, accounts will show the increased number of shares and an adjusted share price. Likewise, on the morning of the effective date of a newly created class of stock, two stock positions will show in your brokerage account instead of one. In contrast, on the morning of the effective date of a reverse stock split, accounts will show a reduced number of shares and an increased share price.

Do stock splits create value?

Just to reiterate, no matter the type of stock split, a split will have no effect on the value of your investment. The occasional increase and/or decrease of a stock's value that investors see in the days after the announcement date are not the result of the split itself, but rather the direct result of investor decisions creating "catalysts". A positive catalyst can drive a stock's value up, whereas a negative catalyst can push a stock's value down. A stock experiencing a catalyst can also further influence investor decisions which result in further changes in price. This is because price changes are derived from the underlying value of the asset, a stock's value can change based on whether investor perceive the split to be a good thing or a bad thing.

Positive Catalyst

For example, when a company announces their decision to implement a forward stock split in order to make shares more affordable, thus opening the stock to an entirely new subset of the investing public who previously may not have been able to afford even a single share, a spike in demand can push stock prices higher resulting in positive catalyst. A spike in demand can cause an increase in the stock's value in the days following the announcement date all the way up to days after the effective date. This was true for many popular stocks; however, in today's advanced world, many stocks, including those that make up the S&P 500, can be purchased in fractional quantities, so today's retail investor can literally purchase as much or as little of any stock he or she wishes.

Negative Catalyst

A reverse split is almost always seen as a negative, and often a negative catalyst occurs. For example, in 2018, Helios and Matheson Analytics (HNMY) implemented a 1-for-250 reverse split. This was intended to prop the stock up to an exchange-acceptable level and it did. However, when HNMY issued new stock to raise capital, investors realized that their shared could be diluted as a result, and shares promptly fell back into penny-stock territory.

Do Stock Splits Affect Performance History?

Taking a look at the returns from two different stocks with announced splits, let's see what can be determined from their performance history and post-split trading. Apple Inc (AAPL) split on 8/31/2020 and NextEra Energy Inc (NÉE) will split on 10/26/2020.

On August 31, 2020, Apple announced a 4-for-1 split; the company's fifth split since going public. Although Apple is one of the most wildly held stock amongst all investors, Apple attributed the split to a desire to make the stock more accessible to a broader base of investors. The following day, AAPL's market cap surpassed $2.3 trillion, making it larger than the combined value of all the stocks in the Russell 2000. As evidenced in the table. In the past, AAPL saw positive gains in the weeks and months pre-split, only to stall with mostly negative returns post-split.

AAPL Pre-Split					
Split Date	Slit Ratio	2 Weeks Prior	4 Weeks Prior	3 Months Prior	6 Months Prior
6/16/1987	2	7.44%	13.31%	25.76%	100.60%
6/21/2000	2	13.79%	27.01%	-21.05%	7.61%
2/28/2005	2	6.01%	16.67%	33.81%	150.20%
6/9/2014	7	6.80%	10.64%	22.35%	16.84%
8/31/2020	4	12.59%	18.45%	59.63%	70.50%
AAPL Post-Split					
Split Date	Slit Ratio	2 Weeks Post	4 Weeks Post	3 Months Post	6 Months Post
6/16/1987	2	-2.41%	3.61%	27.71%	-18.07%
6/21/2000	2	-7.30%	-4.38%	7.63%	-74.41%
2/28/2005	2	-10.12%	-5.19%	-9.59%	1.96%
6/9/2014	7	-3.06%	2.42%	5.62%	22.73%
8/31/2020	4	-10.61%	-10.91%	?	?

NextEra Energy announced a 4-for-1 stock split to take place on October 26, 2020. Like AAPL, NEE attributed the split to a desire to open its shares to a broader range of investors. Although NEE has a similar pattern to AAPL, the run-up and subsequent sell-off have been less volatile. Contributing factors for this difference could be: NEE is not a growth stock like AAPL, NEE has more predictable earnings and cash flows being a utility; NEE is not as widely held by short-term investors.

NEE Pre-Split					
Split Date	Slit Ratio	2 Weeks Prior	4 Weeks Prior	3 Months Prior	6 Months Prior
1/29/1985	2	0.00%	-0.28%	0.00%	15.91%
3/15/2005	2	1.39%	2.24%	9.28%	20.00%
10/26/2020	4	?	?	?	?
NEE Post-Split					
Split Date	Slit Ratio	2 Weeks Post	4 Weeks Post	3 Months Post	6 Months Post
1/29/1985	2	-0.28%	-4.76%	8.12%	8.12%
3/15/2005	2	-4.71%	1.23%	0.71%	12.25%
10/26/2020	4	?	?	?	?

In conclusion, it is important to note that a stock split, whether it be any kind of forward split, or a reverse split, alters the entire price history of a stock. A forward split makes the price smaller from the start and a reverse spit makes it larger from the start. For example, let's go back to wildly held Apple, Inc (AAPL). A review of the stock history would make you think that the original shareholders purchased AAPL at $0.07, which is not the case at all. Original investors paid much more. But because AAPL has split five times, the price history of the stock has changed five times. All the more reason why knowing when splits happen as well as the type of split, help with understanding if a stock is worth investing in.

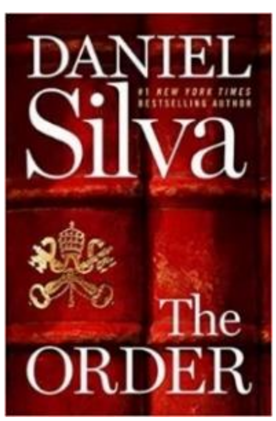
BOOK REVIEW: *The Order* by Daniel Silva — By Margarita Tonkinson, MPA

The Order is Daniel Silva's twentieth novel and another one featuring Gabriel Allon, the master art restorer turned Israeli assassin. While vacationing in Venice with his family Gabriel is called by his friend Archbishop Luigi Donati to investigate the truth behind the suspicious death of Pope Paul VII.

If you have read *The Confessor*, another of Silva's novels, where Gabriel saves the life of Pope Paul VII, you may have the feeling that this book is its sequel. Well, it could be, since Silva brings back the same characters. In any case, you do not need to have read the previous books to have a complete story by reading *The Order* or any of Silva's books.

The book brings two apparent and related plot lines that I enjoyed investigating. The first being the mystery of the "who" and "why" of the assassination. Prior to his death, the Pope was writing a letter to Gabriel which included a rare copy of a new gospel that could bring the Catholic Church into a chaos. The second theme follows the manipulating of a clandestine evil neo-Nazi organization, Order of St. Helena, or The Order, as its members referred to it. The novel showcases how this group infiltrated the high ranks of the Church's clergy.

I was impressed by the author's note at the end of the book which expands on the incredible amount of research that Silva conducted before writing this story. His ability to weave historical facts and a fictious plot makes the tale come alive on the pages. As Gabriel's journey unfolds, I was continuously looking forward to the next secret coming to the surface.



I hope you enjoy reading this book. Please be safe and take care as the pandemic continues.

Meet Lucy Foerster, the newest addition to the Tonkinson Financial Team!

Rick, Margarita and Steven met Lucy in 2011 through The Woody Foundation. Lucy is most proud of her work as the Executive Director of the Foundation whose mission is to help improve the lives of people living with paralysis. The Foundation provides grants for individuals to enjoy activities such as adaptive fishing, accessible sailing and chair yoga. The team also supports leading spinal cord injury research locally and internationally.

A proud graduate of Temple University, Lucy holds a Bachelor's degree in Sport & Recreation Management. She began her professional career interning at the Miami Heat compiling research for the NBA Draft and then worked in the athletic department at Swarthmore College. After a few years living in Philadelphia Lucy realized that she missed sunny South Florida; so, she packed her bags and took her talents back to South Beach.

Her path to the world of finance started with a client service role at a wealth management firm in Downtown Miami. After getting some experience Lucy quickly found she could fuse her passion for helping others and financial planning to assist families with their financial future. This fall she passed the Securities Industry Exam and is currently pursuing the Series 7 and 66 licenses. One of Lucy's long-term goals includes obtaining a CFP certification.

At Tonkinson Financial, Lucy will be involved in strengthening our client relations and services with focuses on communication and marketing.

Outside the office, Lucy volunteers with the Junior Orange Bowl's Sports Ability Games and with Junior League of Miami. She also enjoys being a part of the Coconut Grove Run Community, an ultimate frisbee team and a book club.

COMMUNITY EVENTS

Though Covid limited the events this quarter, we are still actively supporting organizations and encourage you to continue to support the ones near and dear to your own hearts.

In July, we supported The Woody Foundation as they hosted their 10th Annual Lionfish Bash. The event has two focuses: cleaning the local reefs of invasive lionfish while also raising funds to purchase new equipment for spinal/ brain injured patients at Jackson Rehabilitation Hospital.

The office was decked head-to-toe this fall for a tropical themed celebration for Rick's birthday.

Rick's Plan for the Future
— By Rick Tonkinson, MBA, MPA, CFP®, CLU, AIF®

On September 25, 2020 I celebrated my 66th birthday. I also reached my full retirement age and started collecting my full social security benefits while still working full time. I have been working since age 12 and have been paying into the social security since age 15. That's 51 years of waiting to get my money back which the government pays no interest on, and I want my money back so that I can invest it.

I am asked often, when am I going to retire? My role model is Warren Buffet who still works full time with Berkshire Hathaway at age 89 and his partner is still active at age 91.

The other day I got the idea I may retire when Steven, who is 41, would be able to start full social security benefits, which could be over 25 years from now.

So I am not going anywhere and if you hear a rumor that I have hung it up, please let them know to call me and I will set the record straight.

ANNOUNCEMENTS & REMINDERS

Date	Event
November 26th	Thanksgiving Day. (Banks & Market closed)
December 25th	Christmas Day (Banks and Market closed)

<u>Our Quarterly Video Archive Continues to Grow</u>

Our third video that explains conventional stock split has been recently released. The second video discussed that we are debt free and no staff had to be let go. The first video discussed how the office continued to stay open throughout the pandemic. We hope you watch these short videos and find them informative and useful.

DJ Industrial Average (DJIA): Computed by summing the prices of the stocks of 30 companies and then dividing that total by an adjusted value—one that has been adjusted over the years to account for the effects of stock splits on the prices of the 30 companies. Dividends are invested to reflect the actual performance of the underlying securities. NASDAQ Composite Index: Measures the performance of all issues listed on the NASDAQ Stock Market, except for the rights, warrants, units and convertible debentures. Barclays Capital Global Aggregate Bond: This index provides a broad-based measure of the global investment-grade, fixed-rate debt markets. Citigroup 3-month T-Bill: Measures monthly return equivalents of yield averages that are not marked to market. The 3-month Treasury Bill Indexes consist of the last three 3-month T-Bill issues. MSCI China: This free-float adjusted capitalization-weighted index is designed to measure the performance of China-based equities. MSCI EAFE (Morgan Stanley Capital International Europe, Australia, Far East): This index is a capitalization-weighted index that tracks the total return of common stocks in 21 developed-market countries within Europe, Australia and the Far East. MSCI Emerging Markets EMEA: This index captures large and mid-cap representation across 8 Emerging Markets (EM) countries in Europe, the Middle East and Africa (EMEA). With 139 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country. Russell 2000: This index measures the performance of the 2,000 smallest companies in the Russell 3000 Index. Standard and Poor's (S&P) 500: This index tracks the performance of 500 widely held, large-capitalization U.S. stocks. S&P Consumer Discretionary: A market capitalization weighted index that tracks the performance of consumer discretionary companies. S&P Consumer Staples: A market capitalization weighted index that tracks the performance of consumer staples companies. S&P Energy: A market capitalization weighted index that tracks the performance of energy companies. S&P Health Care: A market capitalization weighted index that tracks the performance of health care companies. S&P Materials: A market capitalization weighted index that tracks the performance of materials companies. S&P Technology: A market capitalization weighted index that tracks the performance of technology companies. S&P Utilities: A market capitalization weighted index that tracks the performance of utility companies.