OCTOBER 4, 2023 STATE OF THE ECONOMY CALL TRANSCRIPT

Michael Gibb: Thank you everybody for choosing to attend our October 2023 State of the Economy Call. I'm going to be very short with my intro, so we can move into the presentation. There has been quite a bit going on in both the economy and the world that I know everyone is waiting to hear Jean talk about. As a reminder, there is a chat function at the bottom that is available for questions, should any questions arise during Jean's meeting. To submit a question, click on that chat button. Anything you submit will only be visible to myself and our team. It will not be visible to anyone else unless you select that option. You do not need to be worried about other people seeing your questions. If we do not get to all of the questions by the end, Jean will send out a follow up communication to make sure everyone's questions are answered to the extent that our crystal ball will allow us to answer them. With that said, I'm going to go ahead and turn it over to Jean - and thank you Jean for being here.

Jean McGowan: Great. Thank you, Michael. We will dive right in, because I am notorious for talking for too long, so I don't want to waste any time. I will share the presentation with you, and we will get started. Welcome, everyone. I always appreciate everyone's participation. It always seems like these calls are very timely with events in the market, and it certainly was a difficult September. As I was preparing for this call last week, I thought I was going to have to address the implications of a government shutdown. Thankfully, that didn't happen, but I think what we're learning in that aftermath is that the drama in Washington is going to continue, and it is going to continue to add uncertainty for consumers, for investors, and for the markets as we move forward. This is particularly true as we head into an election year. As we don't have to talk about a shutdown, at least for today, I will move on.

<u>Slide 2</u>: The first slide serves as an overview of our outlook for the rest of the year and into next year. It also details some of the key themes I am going to try to highlight today.

There has not been a significant change in our basic outlook. We're still talking about slowing economic growth and the potential for a mild recession. I think the timing of that piece has shifted a bit and still seems to be shifting. The Fed is nearing the end of their tightening cycle at least as it relates to rates. We do believe that they will keep rates higher for longer. You're probably going to hear me use the phrase "higher for longer" quite a bit as we go through our slides today. Another outlook piece is the rising investor uncertainty and higher market volatility that are driven by external events, higher interest rates, and any number of themes. We will go through some of these themes during the presentation.

The economy has surprised on the upside so far over the last few quarters, but we do think we will see a slowing into the end of the year. Inflation is improving, but it's still too high and there is some potential for inflation to stay where it is or even reaccelerate a bit. The health of the consumer and the labor market are going to be the keys as to whether we continue to see moderate economic growth or have a mild recession.

We have seen higher interest rates, particularly in the last month, and a significant increase in interest rates on the long end of the curve. They are certainly having an impact on some interest rate sectors of the economy like housing, but also on the equity market, particularly on interest rate sensitive and defensive sectors of the market.

In fixed income, our focus is on reinvestment risk. We have had a bit of a shift in how we are viewing our fixed income allocation. We will go over this shift as well as our income equity strategy and some changes we started making to this strategy at the end of the third quarter.

Slide 3: We will start off by looking at the inflation environment on Page 3. This graph shows the Consumer Price Index, or CPI. The green bars are the month-over-month change, and the grey line is the year-over-year change. For most of 2021 and 2022, we saw a steady increase in consumer prices, peaking in June 2022. That was the highest month-over-month change at 1.2% and it was also the peak of the year-over-year change at 9.1%. That early inflationary period was driven by two things. The first being energy prices. As the global economy was reopening, the demand for oil and energy was rising and the supply of energy was not keeping pace. This caused an acceleration of prices. The second involved the price of goods. At that time, we still had supply chain disruptions. Demand for goods was very strong, but the ability for manufacturers and companies to get those goods to market was strained. Due to this, we saw things like auto prices, particularly used car prices, more than double during that time period.

When you go past the peak in June 2022 (noting that inflation was flat in July 2022, there was no change month-over-month), we've seen a much more moderate month-over-month change in inflation, therefore the year-over-year numbers are coming down. Where we are seeing inflationary pressures today is not from goods prices, as they have actually been helping to bring inflation down. Energy, up until very recently, has been pulling inflation down rather than contributing to it as well. We are seeing inflationary pressures in shelter costs, or rents and rental equivalents. It took them a long time to impact the CPI on the way up and it takes a little longer for it to come out. The data we are currently seeing in the market is showing that rental prices are starting to come down, so we think that the rental pressure will continue to ease as we move forward. The other place where inflationary pressures are coming from is the Transportation services area. This includes things like auto

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insurance, car rental costs, and auto repair costs. Those are continuing to contribute to these month-over-month changes in inflation.

We are currently focused on two areas. One is Energy as it had been deflationary, but production cuts from OPEC have really widened the gap between supply and demand for oil, which has pushed prices up more recently. We have an OPEC+ meeting today. We don't know if they'll keep production at current levels. It is possible they may cut production even further, which could lead to higher oil prices over the near term. We talk about energy prices as being very volatile on a month-to-month basis, but as it impacts overall inflation, it is if prices stay higher for longer to the point where it impacts costs in a business. This is particularly true for businesses that have high transportation costs. The longer energy prices are elevated, the more likely they are to be forced to raise prices to offset the increase. Most companies can work through short-term volatility, it's the longer-term impact. With this said, we are keeping our eyes on the energy market and energy prices to make sure that we continue to see an improvement in inflation.

Slide 4: The other area that could impact consumer prices is wages. Wages are not a direct component of the CPI, but they certainly contribute to increases in prices. On page 4, we are looking at the change in consumer prices (or CPI) relative to the change in average hourly earnings. We did this on a cumulative basis rather than month-to-month or year-over-year. This was really for two reasons. One is that looking at the cumulative change helps put into context what we have been through over the last three years. It's easy to focus on the current year-over-year change where CPI is up 3.7% year-over-year but forget the long-term impact. Since the end of 2019, consumer prices are up just over 18% overall. During that time, wages have moved in line with consumer prices, not always perfectly, but relatively in line with them. This is showing wages up a bit more than consumer prices, but it is really the relationship of the two moving together that we focus on.

If you think about a company's wages and labor costs, for most companies (particularly service-related companies), they are their greatest cost. If wages are rising, at some point a company has the choice to either raise the prices of their goods and services (to offset the higher cost of wages) or to accept a lower level of profit. This is why wages are such an important point. If wages continue to rise (or reaccelerate), our concern is that it could feed into higher consumer prices going forward. As we'll discuss over the next couple of slides, we do have a very strong labor market and we are in a situation today where it seems that job holders/employees have the upper hand with their companies and the ability to ask for and get concessions. This is one of the reasons we're watching this.

Slide 5: The wages and prices we see here can help us look at the consumers' ability to spend. On the next page, we have consumer confidence which reflects willingness to spend. If you don't feel good about the future, it doesn't really matter if your wages are rising or falling or if you have savings, you're

probably not going to spend. On the left-hand side of the page, we have the Consumer Confidence Index. On the right-hand side of the page, we have the two primary components that make up the Consumer Confidence Index. The green line is the present situation, and that is basically "how do you feel today?" The grey line is your expectations for the future, which is generally thought of as the next six months or so.

Going back to the overall index on the left, consumer confidence has increased. It has improved from the pandemic era lows, but we're certainly not back to pre-pandemic levels. It has bounced around a bit in there. We are seeing that higher prices are weighing on the consumer, but the strong labor market is offsetting some of that. We are seeing a reasonable level of confidence that is driving consumer spending today - particularly on services, travel, leisure, and entertainment activities. The uncertainty about inflation has probably contributed to what we're seeing in the "present situation" part of the index, which has been moving sideways for quite a while. When it comes to the "future expectation" part of it, we saw a little bit of a recovery and now it's turned over a bit. It's a little bit more volatile. I think the recent decline in the equity market and the increase in rates are probably weighing on consumer sentiment. Putting this all together, it appears that the consumer is not overly optimistic. They're also not overly pessimistic. They're good, but not great. This could still support consumer spending going forward. Probably not at the levels that we've seen in the past several quarters, but not a falling off of consumer spending completely.

Slide 6: One of the factors I mentioned that is helping to keep consumer confidence up is the labor market. Which we will talk about starting on page 6. On the left-hand side of the page, you have the unemployment rate and on the right-hand side of the page is the labor force participation rate. As the graphs show, there have been some cracks in the labor market of late, but overall, it remains very healthy. We have seen a marginal rise in the unemployment rate over the last couple of months from about 3.4% to 3.7% currently. If you look at payroll data (which is a different survey from this that measures the number of jobs added), we are still adding new jobs every month, but the pace of job addition is slower than it was. For the last three months we have averaged about 150,000 new jobs per month and if you look at the first six months of the year, we averaged about 235,000 new jobs per month.

The good news on the right-hand side of the page is that the labor market participation rate is continuing to improve. The labor force includes people who are currently working as well as people who are actively seeking jobs. Growth in the labor market is a sign that people think that there is an opportunity for them to become employed. Another noteworthy point that we're seeing in the labor force participation rate is that many of the people we are adding back into the labor force are in that prime age range, which is defined as 25 to 55. There are about 3 million more people in the labor

market today than there were in February 2020, and the vast majority of those are in that prime 25 to 55 years old age range. Much of the remaining people are coming from the 16 to 24 years old age range. This means that we are seeing people that are expected to stay in the labor market coming back into the labor market. If you look at the number of people in the labor market who are 55+, it is about where it was at the start of the pandemic. This shows that some of the people who retired early during the pandemic have come back, but we are not seeing an acceleration there.

Slide 7: Page 7 provides an even more interesting way to look at the strength of the labor market. This data comes from the JOLTS report, which stands for Job Openings and Labor Turnover Survey. JOLTS is a much easier way to say this. We have looked at JOLTS data before on overall jobs. This slide showcases two segments of that report that I think are interesting when it comes to describing the labor market today. On the left-hand side of the page, you have the total number of "quits," or the number of people that voluntarily choose to leave their job each month. The data I have on the slide starts in 2020, but the average that you see on the slides includes data back to 2000 (a true long-term average). On average, about 2 million people choose to leave their job every month. You can see that the numbers are significantly above this average and have been for quite some time. March of last year was the peak with about 2.9 million people leaving their current job. We are currently down to somewhere between 2.3 and 2.4 million. The key point being that you do not voluntarily leave your current job unless you feel relatively certain that you'll be able to get another job (or already have another job). A high and above average level of "quits" tells us that employees feel good about the labor market today.

Moving to the right-hand side of the page. This data looks more from a company perspective and shows layoffs. You can see the number of people who are laid off monthly. You can see that the long-term average is about 1.4 million people per month are laid off. Currently we are right around one million people, which is below the long-term average. There are two key points to highlight from the company or employer side. The first is that we still have about 9.6 million job openings across the country, so employers are focused on filling job openings. They're not laying people off. The second is that business surveys have shown that while some employers may like to cut costs on the labor side, they are hesitant to lay off existing workers due to the fear that they will not be able to rehire them. In some cases, it may have taken a long time to find a quality employee, so they are concerned about the ability to bring them back and are not letting people go.

When you put both the perspective from the employee and from the employer together, it is telling you that the labor market is quite healthy – which is one of the reasons why we are a little concerned about wage pressures. It certainly feels like the employee has the upper hand in labor negotiations and we have certainly had a flurry of labor issues over the last few months. Most Americans are not

employed in union jobs, but they certainly get a lot of headlines. We have had the Teamsters and UPS working on a labor deal with some pretty large concessions over the summer. We have the current UAW strike versus the auto makers. We are going to see a strike in the healthcare sector this week with Kaiser. We have also had strikes in Hollywood, with writers and actors. The strength that the employee has is one of the reasons we are a little concerned about wages going forward and the impact they could have on consumer prices. The strength of the labor market is like a double-edged sword. It helps drive consumer spending and helps keep the economy moving forward, but it has the potential to stoke some wage pressures which could reaccelerate inflation or keep inflation from falling back down to where the Fed would like to have it.

Slide 8: We talked a little bit about higher interest rates and the impact that they are having. We are seeing this impact primarily in the housing market. On page 8, you have the total existing home sales and new home sales. The green line represents existing home sales on an annualized basis and that is using the axis on the left side. The grey line represents the new home sales, also annualized, and this is using the axis on the right side. When we spoke back in March, existing home sales had come down pretty dramatically and started to turn up a little bit. We talked about whether that was a trend or just a near-term move. It clearly looks like it was a near-term move because it has turned back over. Most of the housing market is existing sales. You'll notice that new home sales also trended down for quite a while and are coming up more recently. There is a reason for that. Some of the larger home builders have been offering below-market interest rates and other incentives to buyers in order to sell the properties that they currently have. If somebody is needing a home, they have the option of buying an existing house at a mortgage, you know, north of 7.5% or potentially buying a new home with a lot of builder incentives and in some cases, we are seeing interest rates being offered by the builders below 5%. This is what is driving that in the near term.

The other important part of putting both of these together is that the higher rates are impacting the activity in housing, but they are not impacting prices. This is because we still have a supply and demand imbalance. There are still more people looking to buy homes, even with higher rates, than there are homes available for sale. This has helped to put a little bit of a floor on prices. Between higher mortgage rates and stable prices, affordability is definitely a problem. We think the housing market will remain relatively weak, but we do not think that prices will decline significantly from here.

Slide 9: Moving on to the next page. When we talk about higher rates, we all tend to assume that everybody is paying a higher rate. This is not the case. Unless you choose to sell your home and buy a new home, you are paying the existing rate on your mortgage, which for a lot of us is quite attractive. What you are seeing on this slide, is the difference between the current market 30-year mortgage rate (which is around 7.5%-7.75%) versus what the average rate is of the outstanding mortgages that are

currently held. If you have an existing mortgage that you have had for several years, your interest rate is about 3.5% percent below what the current market rate is. Your debt hasn't changed. Your debt servicing hasn't changed. It kind of has a twofold effect. Most consumer debt is mortgage debt, so that is one of the reasons why the consumer is doing okay, because the bulk of their consumer debt had not changed in interest rate. The other thing is getting back to the supply problem in housing. This is a reason why we are not going to see much new supply come on the market, because unless you have to move, you probably don't want to sell your house and take out a new mortgage at a 3.5% or greater differential. Putting all this together - the strong labor market, consumer confidence that is good (but not great), inflation that is still too high, slowing housing activity – the next page will look at the impact on GDP.

Slide 10: We have seen this chart before. The green bars are quarterly GDP annualized. The green line is the long-term average, which is right at 2%. Then, the grey bars are the estimates for GDP through the end of 2024 on a quarterly basis. These particular estimates come from Strategas Research Partners. This is a company that we work with very closely. They help us with a lot of our macroeconomic data. We are just using their estimates. We just completed the third quarter and growth was surprisingly stronger than expected. We will see what the actual numbers are. Strategas is estimating a 3% gain in GDP. I've seen estimates as high as 4% for the quarter. In general, the last several quarters have been at or slightly above trend. That has really been driven by consumer spending. We have also seen business investment contribute positively to economic growth, although it's been a little volatile on a quarter-to-quarter basis, but it has been an added benefit along with consumer spending. We do expect, given everything we have just talked about, that consumer spending will start to slow going forward. For most people, their savings are depleted, and higher rates and inflation are kind of weighing on their outlook. Now, Strategas is showing a contraction in the fourth quarter and in the first quarter - two quarters of contraction or mild recession. I think we would agree with the magnitude of what they're looking at here. The question is really the timing. Do we see it in the fourth quarter and first quarter, or do we see it in the first quarter and second quarter. Given the strength of the third quarter, we may be borrowing some growth from the third quarter, but that remains to be seen. I think that the trend we are seeing here is that we could have slower growth going forward and/or a mild recession and then a moderate recovery after that.

Slide 11: With that, we will talk about the Fed. They are certainly impacting everything we just talked about. On the left-hand side of the page is the upper bound of the Fed Funds rate. We are currently at 5.5%. The Fed told us at their most recent meeting that they expect to raise rates one more time before the end of the year, taking that upper bound to 5.75%. They have also told us that, and this is based on the average of all the participants at the Fed, that they would expect to cut rates twice next

year. The market has a very different view on what the Fed will do, and we will talk about that in a few slides. I think that the key here is that the Fed is close to ending their tightening, at least as it relates to interest rates.

On the right-hand side of the page is the balance sheet. We know that the Fed has begun reducing the size of its balance sheet and that continues. We don't have any reason to believe that that won't continue going forward. While they may be done tightening on the rates side, we do believe that they will continue to reduce the size of their balance sheet, so there is some monetary tightening happening. Two of the reasons we talk a lot about the Fed keeping rates higher for longer is that we tend to believe what Fed Chair Powell is telling us, and that he has very much been focused on the 1970s.

Slide 12: Two of the reasons we talk a lot about the Fed keeping rates higher for longer is that we tend to believe what Fed Chair Powell is telling us and he has been focused on the 1970s. We are going to talk a little bit about this on page 12. Not to scare you, we are not expecting to have a 1970s event today, but I think it is a good illustration of what can happen if the Fed doesn't keep rates higher for longer. On this slide, you can see the CPI (the Consumer Price Index) going back to the late 60s. We had that acceleration of inflation in the early 70s on a year-over-year basis (CPI peaked just over 12%). The Fed was aggressively raising rates during that time period and the economy went into a recession. In response to the recession, the Fed aggressively cut interest rates to offset the recession. What happened is, as you see, inflation reaccelerated and reached a higher peak than the previous cycle. It was well over 14%. By the time the Fed finished having to raise rates the second time, the Fed funds rate ended at 20%. Again, we are not predicting a 20% Fed funds rate or this type of reacceleration, but I think it is a great illustration of stop and go monetary policy and the risks of a reacceleration. When we talk about reacceleration, we are not talking about something that dramatic. I think this is why we firmly believe, and differ a little bit from the market, that the Fed is going to be very careful about cutting rates - even if the economy is slowing, even if we're in a recession, and even if the unemployment rate is rising.

Slide 13: On page 13, you can see the market expectations for interest rates. The dark teal bars are the number of rate hikes or cuts that the market is expecting, and the green line is the implied Fed funds rate based on those increases or cuts. If you look at the rest of this year, there is about a 50/50 chance based on market pricing that the Fed raises rates. It is virtually a toss-up whether the Fed will increase interest rates one more time this year. Moving into next year, it estimates that the market has at least three rate cuts coming next year. This data was put together as of September 25th, and we have seen that bounce between three and four rate cuts next year. The market does expect that if the economy slows, the Fed is going to be much quicker to react that probably what our outlook is.

Slide 14: Moving into the interest rate markets and fixed income. The actions taken by the Fed to fight inflation have ended what has been a very long bull market for bonds. What you see here is the yield of the 2-year Treasury on the left and the yield of the 10-year Treasury on the right going back to 1981. This was the end of that last cycle we just talked about. You can see how much interest rates continued to move down during this time period. Remember, when yields fall, prices rise. That is why we refer to this as a bond bull market. Obviously with the Fed being so aggressive, we have seen interest rates move higher and this long-term trend towards lower rates ending. The 2-year Treasury is currently around 5.1% this morning and the 10-year Treasury is around 4.8% currently. It is still the case that short-term rates are higher than long-term rates, and that is not a normal environment. Normally, you would expect that the longer you go out in maturity, you would expect more yield not less. With this inverted yield curve, you have short rates a little bit higher than long rates. The difference between the two has been narrowing of late as longer interest rates have moved higher, but it is still the case that there is more yield in the short end. When we look at that, our concern is not so much that interest rates are going to rise significantly from here, but that at some point rates will start to move lower. We are not concerned about interest rate risk; we are concerned about reinvestment risk. That means that when you want to put money into the market, is the yield going to be as attractive six months or a year from today as it is now.

Money market funds are yielding about 5.5%. I know that is a very attractive thing to think about when there is a lot of uncertainty, but at some point, that is going to change as well. So, what we are looking at is extending the maturity of our fixed income assets to deal with the reinvestment risk. If you have a fixed income allocation in your portfolio, you have probably noticed that we have extended the maturity of our bond ladder. Now, we're buying bonds through 2028 to lock in yields longer. Generally, we hold bonds to maturity, but in order to move to the back end to that 2028 maturity, we did have to sell some bonds that mature over the next couple of months, six months, and in some cases maybe even in one year in order to buy these bonds at the back end of the bond ladder. We are still buying high quality corporate bonds, and the portfolio probably has an average yield-to-maturity of well above 5%, and we are locking that in obviously for longer. We are still relatively conservative on our overall interest rate risk or duration risk. We have moderately added yield for longer and a little bit more duration to that portfolio based on where we have been.

Slide 15: Moving on to the equity market on page 15. I'm sure a lot of you have heard or seen some of this, but it has been an interesting year in that the returns for the technology sector, and particularly firms that are attached somehow to artificial intelligence, have done significantly better than the rest of the market. When you look at index returns, particularly here, we have the S&P 500 in the table at the top. The top seven names: Apple, Alphabet, Amazon, Microsoft, NVIDIA, Meta, and Tesla make up

25% of the S&P 500. This data is also as of September 25th, so the absolute returns would be a little bit lower if I updated this today, but the relative relationships are the same. Through the 25th, the median return of those top seven companies was just over 45% and on a valuation standpoint, the median PE (or price to earnings ratio) on a forward basis for those companies was 28x. If you look at the remainder of the S&P 500, or the other 493 companies, they are 75% of the index, had a median return of 4%, and had a forward PE of 14.8x. If you looked at the S&P 500 index on any given day or through last night, it is up 11.5% versus the 14.3% that we have here. Now, you would look at this and say the index is up 14.3% and it's trading at 18x next year's earnings, but in fact, the vast majority of the index is not up that much and has a much more attractive valuation. This is creating some opportunities.

At the bottom of the page, you will see a graph. I think this is important to put in context, as what we're seeing here is a little bit unusual in the fact that these companies are driving the overall return to the market so strongly. On a year-to-date basis, those seven companies are responsible for 79% of the index total return and the other companies are responsible for 21%. Over longer time periods, it is much more balanced. Over the last 12 months, those companies are responsible for 35%, over 3 years that goes to 30%, and over 5 years it goes to 39%. The top 7 companies are still going to impact returns going forward due to their size, but likely not as significant as what we are seeing this year.

Slide 16: On to the final page. We haven't talked much about our strategies in a while, so I thought we would do a bit of an overview of our income equity strategy. Particularly, because we have been making some changes there and will continue to do so. The top of the page shows some characteristics of our income equity strategy. This is as of Q2 quarter-end because we have not updated everything through Q3 quarter-end. The goal of our income equity strategy is to build a portfolio that has above market dividend income and provides attractive dividend growth. Most companies will grow their dividend annually at a similar level as they grow their earnings. If you look at the table, our portfolio currently yields 3.9%. That is the same yield where we are today. Our companies are expected to grow their earnings around 6.7% over the next 12-18 months, so we would expect to see the overall portfolio dividend grow in that in that same range, probably around 5-7%. The S&P 500 dividend yield is 1.4%, so we are getting significant additional dividend income relative to the index.

The other point we wanted to highlight is that there are different ways to tackle a dividend strategy. You can buy companies that have a very high dividend, but maybe slower earnings growth. Some of the consumer staples companies who tend to have an above-market dividend may grow in the low single digits every year. You can also buy companies that have dividend yields above-market levels, but are growing faster. At different times in the economic cycle, we may focus more on one or the other. Right now, we are relatively balanced between companies that have a high dividend that are

growing a little slower and companies that have a little bit lower of a dividend yield but are growing it significantly faster. Those might be growing their dividend in the high single digits and in some cases our companies are growing their dividend by double digits on an annual basis.

This is how we are structuring this strategy. Now, due to market appreciation, we have some companies that do not really fit either one of the two things that I just described. Their dividend yield is no longer significantly above the market and/or r their dividend growth is low. We want to upgrade these to companies that meet our criteria. At the end of September, we executed the first trade to do that. We sold a very long-term holding, Procter and Gamble (P&G), and purchased a utility company, Entergy. P&G is a solid company and has been a great portfolio performer over the years, but its dividend yield had fallen to about 2.3%/2.4% and its annual dividend growth was in the low single digits. This meant that it no longer met our criteria. Entergy, the utility company we bought, is yielding 4.8% currently and its annual dividend growth has been in the mid to high single digits. The added bonus is with interest rates rising, the utility sector has underperformed pretty dramatically this year. This means we were able to buy the company at a much lower price than we think is warranted, especially given the defensive nature of the utility sector. We expect to do a few more of these trades over the next several weeks, and we will let you know as those come to the portfolio. Overall, the idea is to enhance the overall divide, improve (where we can) the annual dividend growth, and to be able to take advantage of the dislocation in the market where defensive sectors and non-tech related sectors look much cheaper than we think they should at this point in the economic cycle.

I know I've gone long again, so I'll stop here and turn it back over to Michael.

Michael Gibb: Thanks, Jean, that was very informative. We are right up against the ending point here. We did receive a number of questions during the call ranging from the impact that higher interest rates and money market fund yields have on investing in the stock market - the substitution effect there, the impacts of student loan repayments resuming, and what the economic and stock impacts are that we expect from the 2024 election cycle. There is one final question, what do we think the effects of the failure of the traditional retail businesses are going to have on the economy. We will answer all of these and more and in follow-up response that we will have out in the coming week or so. We will send these questions and responses out to everybody who is on the call, so everyone can have the benefit of Jean's great wisdom.

Jean McGowan: Hopefully I've hit on some of those themes, particularly reinvestment risk, money market funds, and things like that. We will get all of the answers out there. Great questions. I promise that one of these days, I'll talk less and answer more questions.

Michael Gibb: Fantastic. With that, we will let everybody go. Thanks again for joining us, and we will hopefully see everybody soon. Like I said, we will get those questions out as soon as we possibly can. Thanks, everyone. Have a great day.