



Southern Delaware Tourism Request for Proposal

Bidder Information: Lance Rogers - Financial Advisor, Edward Jones

Address-24077 Country Living Rd Suite 5 Millsboro, DE 19966

Phone number-(302) 934-7624

Email-lance.rogers@edwardjones.com

Securities License issued: 12/1/2020

Firm: Edward Jones is a multi-services financial firm with more than 15,000 offices across North America, serving over 7 million individual investors, and with over \$1.5 Trillion assets under care. We partner with individuals and organizations to help them plan for future, save for education, transfer wealth, and invest to achieve what is most important to them.

Federal Employee Identification Number: 43-0345811

Delaware Business License Number: 2009104526

Track Record: Edward Jones has been serving individual investors for over 100 years. Our Millsboro office was established in 2000 and has continued to grow as we have worked with the people in our community.

Team Personnel: Financial Advisor-Lance Rogers. Client Account Administrator-Jan Ezell. Branch Office Administrator-Michelle Gerlitzki.

The bidder nor its parent company has ever filed for bankruptcy or any form of reorganization under the bankruptcy code. The bidder has never received any sanction nor been investigated. Its parent company is a Fortune 500 company that is dually registered with the Securities and Exchange Commission (SEC) as a broker-dealer and an investment adviser. Edward Jones is also a member of the Financial Industry Regulatory Authority (FINRA).

Timeline: Upon approval of proposal, an account will be opened for Southern Delaware Tourism. After all signers for the account have signed the new account forms and funds have been deposited in the account, investments will be purchased. Timeframe to open account and invest funds may take 1-2 weeks, depending on how quickly signers for Southern Delaware Tourism sign forms and the funds are deposited.

Account Options: The investment account can be designed to have either a transactional or fee-based approach. The investments for either option can be the same. For the transactional approach, any time an investment is bought or sold a commission would be charged. For the fee-based approach, the account would have an annual fee based on the account value. Investments can be bought or sold as needed without a commission in the fee-based platform.

Investments: Portfolio with have a 50% Equity/50% Fixed Income allocation per the SDT Investment Policy.

Equity: \$5,000 in Vanguard Value ETF (VTV), \$5,000 in Invesco NASDAQ 100 ETF (QQQM), \$2,500 in Vanguard Total World Stock ETF (VT).

Fixed Income: \$5,000 in a 1-year CD (5.25% interest rate as of 5/31/2023), \$5,000 in a 2-year CD (5.00% interest rate as of 5/31/2023), \$2,500 in American Funds US Government Securities mutual fund (AMUSX). All CDs are FDIC insured.

Costs: The transactional account would have a 2.5% commission on the Vanguard Value ETF, Invesco NASDAQ 100 ETF, & the Vanguard Total World Stock ETF. Any CD's that are purchased would not have a commission charged to the SDT account. The bank that issues the CD pays Edward Jones the commission for SDT. The American Funds US Government Securities mutual fund would have an initial sales charge of 3.75%. If the American Funds US Government Securities mutual fund was sold, there would be no sales charge.

The fee-based account would charge an annual fee of 1.35% based on the account value. This fee is paid monthly from cash in the account.

All ETF's & Mutual Funds have internal expense ratios. These expenses are not taken from the account but are reflected in the investment's value. The Gross Expense Ratios as of 5/31/2023 are: Vanguard Value ETF (VTV)-0.04%, Invesco NASDAQ 100 ETF (QQQM)-0.15%, Vanguard Total World Stock ETF (VT)-0.07%, American Funds US Government Securities mutual fund (transactional AMUSX)-0.60% (fee-based USGFX)-0.24%.

References: 1. Kevin Thompson, Financial Advisor at Edward Jones. 302-934-8451.

2. Roger Marino 302-841-0010