

# Annual Statement

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· **OF THE FINANCIAL CONDITION**  
· **OF THE SALEM RETIREMENT BOARD**  
· **TO THE PUBLIC EMPLOYEE RETIREMENT ADMINISTRATION COMMISSION**  
· **FOR THE YEAR ENDED 12/31/2018**  
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**Annual Statement for the Year Ended December 31, 2018 of the conditions and Affairs of the Salem Retirement Board.**

**Organized Under the Laws of the Commonwealth of Massachusetts to the Public Employee Retirement Administration Commission.**

Date of Certificate 07/01/1937

Effective Date 08/24/1937

**ADMINISTRATION OFFICE**

20 Central Street, Suite 110  
Street & Number

Salem, MA 01970  
City/Town, State and Zip Code

(978) 745-8983  
Telephone Number

We, the undersigned, members of the Salem Retirement Board certify under penalties of perjury, that that we are the official board members of said retirement system, and that on the thirty-first date of December last, all of the herein-described assets were the absolute property of said retirement system, free and clear from any liens or claims thereon, except as stated, and the following statements, with the schedules and explanations therein contained, annexed, or referred to, are a full and correct exhibit of all of the assets, liabilities, income and disbursements, changes in fund balances, and the conditions and affairs of said retirement system on the said thirty-first date of December last, and for the year ended on that date, according to the best of our information, knowledge, and belief respectively.

<b>Board Of Retirement</b>	<b>Ex-Officio Member</b>	
	Laurie Giardella (Name)	(Signature)
	<b>Appointed Member</b>	<b>Term Expires</b> <u>04/01/2019</u>
	Dominick Pangallo, Chair (Name)	(Signature)
	<b>Elected Member</b>	<b>Term Expires</b> <u>06/03/2019</u>
	Sarah M. Hayes (Name)	(Signature)
	<b>Elected Member</b>	<b>Term Expires</b> <u>12/03/2020</u>
	Marcia A. Pelletier (Name)	(Signature)
	<b>Member Appointed by Other Members</b>	<b>Term Expires</b> <u>03/24/2019</u>
	Robert T. Lutts (Name)	(Signature)
<b>Investment Managers</b>	PRIM	<u>84 State Street, Suite 250 Boston, MA 02109</u>
	Ascent Ventures Partners	<u>255 State St., 5th floor, Boston, MA 02109</u>
<b>Investment Consultant</b>	None	N/A
<b>Custodian</b>	None	N/A

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

**ANNUAL STATEMENT BALANCE TESTS**

**1. ASSET BALANCE**

Assets Previous Year	177,516,472.26
Income Current Year	16,060,939.64
Disbursements Current Year	18,832,083.10
Assets Current Year	174,745,328.80

**2. ASSET DIFFERENCE**

Assets Current Year	174,745,328.80
Assets Previous Year	177,516,472.26
Difference	-2,771,143.46

**3. INCOME DIFFERENCE**

Income Current Year	16,060,939.64
Disbursements Current Year	18,832,083.10
Difference	-2,771,143.46

**4. FUND CHANGE DIFFERENCE**

Total Fund Change Credits Current Year	20,304,367.98
Total Fund Change Debits Current Year	-23,075,511.44
Difference	-2,771,143.46

**Note: The difference as a result of tests 2, 3 and 4 should be the same.**

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

**ASSETS & LIABILITIES**

	<b>2018</b>	<b>2017</b>	<b>2016</b>
1. 1040 Cash	2,434,067.35	1,824,050.88	2,584,301.95
2. 1100 Short Term Investments	0.00	0.00	0.00
3. 1180 Fixed Income Securities	0.00	0.00	0.00
4. 1170 Equities	0.00	0.00	0.00
5. 1101 Pooled Short Term Funds	0.00	0.00	0.00
6. 1172 Pooled Domestic Equity Funds	0.00	0.00	0.00
7. 1173 Pooled International Equity Funds	0.00	0.00	0.00
8. 1174 Pooled Global Equity Funds	0.00	0.00	0.00
9. 1181 Pooled Domestic Fixed Income Funds	0.00	0.00	0.00
10. 1182 Pooled International Fixed Income Funds	0.00	0.00	0.00
11. 1183 Pooled Global Fixed Income Funds	0.00	0.00	0.00
12. 1193 Pooled Alternative Investments	95,515.47	112,468.39	122,707.16
13. 1194 Pooled Real Estate Funds	0.00	0.00	0.00
14. 1195 Pooled Domestic Balanced Funds	0.00	0.00	0.00
15. 1196 Pooled International Balanced Funds	0.00	0.00	0.00
16. 1197 Hedge Funds	0.00	0.00	0.00
17. 1198 PRIT Cash	0.00	0.00	0.00
18. 1199 PRIT Fund	172,093,927.44	175,313,752.66	147,645,758.85
19. 1550 Interest Due and Accrued	0.00	0.00	0.00
20. 1350 Prepaid Expenses	0.00	0.00	0.00
21. 1398 Accounts Receivable (A)	56,389.61	189,692.54	0.00
22. 1910 Land	0.00	0.00	0.00
23. 1920 Buildings	125,000.00	125,000.00	125,000.00
24. 1929 Accumulated Depreciation – Buildings	-42,968.75	-39,843.75	-36,718.75
25. 2020 Accounts Payable (A)	(-16,602.32)	(-8,648.46)	(-789.95)
<b>TOTAL</b>	<u>174,745,328.80</u>	<u>177,516,472.26</u>	<u>150,440,259.26</u>
<b>FUNDS</b>			
1. 3293 Annuity Savings Fund	47,740,526.79	47,768,900.35	45,880,684.66
2. 3294 Annuity Reserve Fund	11,651,315.31	9,838,163.26	9,676,807.18
3. 3295 Military Service Fund	760.41	759.65	758.89
4. 3296 Pension Fund	3,016,008.97	2,656,289.69	2,421,757.10
5. 3298 Expense Fund	0.00	0.00	0.00
6. 3297 Pension Reserve Fund	112,336,717.32	117,252,359.31	92,460,251.43
<b>TOTAL ASSETS AT MARKET VALUE</b>	<u>174,745,328.80</u>	<u>177,516,472.26</u>	<u>150,440,259.26</u>

(A) Specific details for Accounts Receivable and Accounts Payable are to be disclosed on Schedule A

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

	<b>Balance Dec. 31 Prior year</b>	<b>Receipts</b>	<b>Interfund Transfers</b>	<b>Disbursements</b>	<b>Balance Dec.31 Current Year</b>
Annuity Savings Fund	47,768,900.35	5,260,246.92	-4,234,090.53	-1,054,529.95	47,740,526.79
Annuity Reserve Fund	9,838,163.26	297,713.61	4,243,428.34	-2,727,989.90	11,651,315.31
Pension Fund	2,656,289.69	14,154,600.61	0.00	-13,794,881.33	3,016,008.97
Military Service Fund	759.65	0.76	0.00	0.00	760.41
Expense Fund	0.00	1,254,681.92	0.00	-1,254,681.92	0.00
Pension Reserve Fund	117,252,359.31	-4,906,304.18	-9,337.81	0.00	112,336,717.32
<b>Total All Funds</b>	<b>177,516,472.26</b>	<b>16,060,939.64</b>	<b>- 0 -</b>	<b>-18,832,083.10</b>	<b>174,745,328.80</b>

**List below all transfers:**

Xfer from	Annuity Savings Fund	to	Annuity Reserve	in the amt of	4,219,677.64	on acct of	Current Year Retirements
	Control Acct		Fund-Control Acct				
Xfer from	Pension Reserve Fund	to	Annuity Savings Fund	in the amt of	398.06	on acct of	Reinstatement of Inactive
	Control Acct		Control Acct				Member
Xfer from	Annuity Savings Fund	to	Pension Reserve Fund	in the amt of	14,810.95	on acct of	10 Year Inactives
	Control Acct		Control Acct				
Xfer from	Pension Reserve Fund	to	Annuity Reserve	in the amt of	23,750.70	on acct of	Adjustment to correct Audit
	Control Acct		Fund-Control Acct				finding
Xfer from		to		in the amt of		on acct of	
Xfer from		to		in the amt of		on acct of	

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

**RECEIPTS**

	<b>2018</b>	<b>2017</b>	<b>2016</b>
<b>1. Annuity Savings Fund:</b>			
(a) 4891 Members' Deductions	4,626,094.55	4,454,440.13	4,284,123.05
(b) 4892 Transfers from Other Systems	549,207.70	636,185.52	431,438.07
(c) 4893 Member Make Up Payments and Redeposits	0.00	34,140.91	20,151.87
(d) 4900 Member Payments from Rollovers	14,771.86	0.00	6,899.79
(e) Investment Income Credited to Members' Accounts	70,172.81	51,487.57	58,532.58
<b>Subtotal</b>	<b>5,260,246.92</b>	<b>5,176,254.13</b>	<b>4,801,145.36</b>
<b>2. Annuity Reserve Fund:</b>			
(a) 4750 Recovery of Annuity from Reinstatement	0.00	0.00	0.00
(b) Investment Income Credited to Annuity Reserve Fund	297,713.61	287,539.24	262,379.92
<b>Subtotal</b>	<b>297,713.61</b>	<b>287,539.24</b>	<b>262,379.92</b>
<b>3. Pension Fund:</b>			
(a) 4898 3(8)(c) Reimbursements from Other Systems	118,478.07	179,520.96	198,591.22
(b) 4899 Received from Commonwealth for COLA & Survivor Bft	184,809.54	68,796.26	228,872.86
(c) 4894 Pension Fund Appropriation	13,851,313.00	13,172,909.00	12,527,730.00
(d) 4840 Workers Compensation Settlement	0.00	0.00	12,600.00
(e) 4751 Recovery of Pension from Reinstatement	0.00	0.00	0.00
(f) 4841 Recovery of 91A Overearnings	0.00	0.00	0.00
<b>Subtotal</b>	<b>14,154,600.61</b>	<b>13,421,226.22</b>	<b>12,967,794.08</b>
<b>4. Military Service Fund:</b>			
(a) 4890 Contributions Received from Municipality	0.00	0.00	0.00
(b) Investment Income Credited	0.76	0.76	0.76
<b>Subtotal</b>	<b>0.76</b>	<b>0.76</b>	<b>0.76</b>
<b>5. Expense Fund:</b>			
(a) 4896 Expense Fund Appropriation	0.00	0.00	0.00
(b) Investment Income Credited to Expense Fund	1,254,681.92	1,119,872.30	1,023,286.33
<b>Subtotal</b>	<b>1,254,681.92</b>	<b>1,119,872.30</b>	<b>1,023,286.33</b>
<b>6. Pension Reserve Fund:</b>			
(a) 4897 Federal Grant Reimbursement	0.00	0.00	0.00
(b) 4895 Pension Reserve Appropriation	0.00	0.00	0.00
(c) 4822 Interest Not Refunded	2,522.88	1,404.37	2,508.62
(d) 4825 Miscellaneous Income	58,625.31	17,246.29	9,650.02
(e) Excess Investment Income	-4,967,452.37	24,756,346.04	9,446,986.93
<b>Subtotal</b>	<b>-4,906,304.18</b>	<b>24,774,996.70</b>	<b>9,459,145.57</b>
<b>TOTAL RECEIPTS</b>	<b>16,060,939.64</b>	<b>44,779,889.35</b>	<b>28,513,752.02</b>

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

**DISBURSEMENTS**

	<b>2018</b>	<b>2017</b>	<b>2016</b>
<b>1. Annuity Savings Fund:</b>			
(a) 5757 Refunds to Members	482,023.57	271,315.00	296,486.42
(b) 5756 Transfers to Other Systems	572,506.38	578,480.36	526,233.58
<b>Subtotal</b>	<u>1,054,529.95</u>	<u>849,795.36</u>	<u>822,720.00</u>
<b>2. Annuity Reserve Fund:</b>			
(a) 5750 Annuities Paid	2,681,932.61	2,547,315.06	2,372,768.84
(b) 5759 Option B Refunds	46,057.29	0.00	0.00
<b>Subtotal</b>	<u>2,727,989.90</u>	<u>2,547,315.06</u>	<u>2,372,768.84</u>
<b>3. Pension Fund:</b>			
(a) 5751 Pensions Paid	12,821,764.82	12,407,914.24	11,850,157.47
Regular Pension Payments	9,750,802.69	9,263,789.27	8,757,447.63
Survivorship Payments	565,790.39	544,721.17	513,038.64
Ordinary Disability Payments	55,535.16	63,976.44	62,640.72
Accidental Disability Payments	1,969,174.61	2,116,228.70	2,131,614.74
Accidental Death Payments	555,002.71	527,045.15	507,372.10
Section 101 Benefits	38,533.93	22,513.81	24,027.24
(b) 5755 3(8)(c) Reimbursements To Other Systems	860,041.84	648,419.09	456,829.79
(c) 5752 COLAs Paid	113,074.67	130,360.30	145,983.60
(d) 5753 Chapter 389 Beneficiary Increase Paid	0.00	0.00	0.00
<b>Subtotal</b>	<u>13,794,881.33</u>	<u>13,186,693.63</u>	<u>12,452,970.86</u>
<b>4. Military Service Fund:</b>			
(a) 4890 Return to Municipality for Members who Withdrew Funds	0.00	0.00	0.00
<b>Subtotal</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>5. Expense Fund:</b>			
(a) 5118 Board Member Stipend	15,000.00	14,750.00	13,250.00
(b) 5119 Salaries	176,836.95	167,602.50	146,201.62
(c) 5120 Benefits	0.00	0.00	0.00
(d) 5304 Management Fees	933,413.96	846,173.79	757,071.34
(e) 5305 Custodial Fees	0.00	0.00	0.00
(f) 5307 Investment Consultant Fees	0.00	0.00	0.00
(g) 5308 Legal Expenses	16,602.32	8,747.50	5,118.75
(h) 5309 Medical Expenses	0.00	0.00	0.00
(i) 5310 Fiduciary Insurance	12,334.00	12,098.00	11,797.00
(j) 5311 Service Contracts	33,431.44	31,517.43	27,392.93
(k) 5312 Rent Expense	0.00	0.00	0.00
(l) 5315 Professional Services	0.00	0.00	0.00
(m) 5316 Actuarial Services	23,500.00	4,000.00	22,000.00
(n) 5317 Accounting Services	0.00	0.00	0.00
(o) 5320 Education And Training	1,600.00	1,500.00	1,200.00
(p) 5589 Administrative Expenses	25,925.21	26,917.14	32,903.39
(q) 5599 Furniture and Equipment	10,137.07	59.97	585.31
(r) 5719 Travel	2,775.97	3,380.97	2,640.99
(s) 5829 Depreciation Expense: Building	3,125.00	3,125.00	3,125.00
<b>Subtotal</b>	<u>1,254,681.92</u>	<u>1,119,872.30</u>	<u>1,023,286.33</u>
<b>TOTAL DISBURSEMENTS</b>	<u>18,832,083.10</u>	<u>17,703,676.35</u>	<u>16,671,746.03</u>

**Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.**

**INVESTMENT INCOME**

Investment Income received from:	<b>2018</b>	<b>2017</b>	<b>2016</b>
(a) Cash (from Schedule 1)	33,480.91	10,363.33	9,490.49
(b) Short Term Investments (from Schedule 2)	0.00	0.00	0.00
(c) Fixed Income Securities (from Schedules 3A and 3C)	0.00	0.00	0.00
(d) Equities (from Schedules 4A and 4C)	0.00	998.75	181.44
(e) Pooled Funds (from Schedule 5)	4,829,644.63	4,452,047.41	4,047,283.03
(f) Commission Recapture and Securities Litigation	0.00	0.00	0.00
<b>4821 TOTAL INVESTMENT INCOME</b>	<b>4,863,125.54</b>	<b>4,463,409.49</b>	<b>4,056,954.96</b>
<b>Plus:</b>			
4884 Realized Gains (Profits)	8,125,860.49	7,301,318.00	4,005,685.74
4886 Unrealized Gains (Increase in Market Value)	6,278,155.53	14,487,822.81	12,071,230.93
1550 Interest Due & Accrued on Fixed Income Securities at End Of Current Year	0.00	0.00	0.00
<b>Less:</b>			
4823 Paid Accrued Interest on Fixed Income Securities	0.00	0.00	0.00
4885 Realized Losses	0.00	26,042.36	109,086.83
4887 Unrealized Losses (Decrease in Market Value)	22,612,024.83	11,262.03	9,233,598.28
1550 Interest Due and Accrued on Fixed Income Securities Prior Year	0.00	0.00	0.00
<b>Additional Adjustments:</b>			
4701 Carried Interest Expense	0.00	0.00	0.00
4702 Equalization Expense	0.00	0.00	0.00
4703 Miscellaneous Investment Expenses	0.00	0.00	0.00
<b>NET INVESTMENT INCOME</b>	<b>-3,344,883.27</b>	<b>26,215,245.91</b>	<b>10,791,186.52</b>
Income required:			
Annuity Savings Fund (from Supplementary Schedule)	70,172.81	51,487.57	58,532.58
Annuity Reserve Fund	297,713.61	287,539.24	262,379.92
Expense Fund	1,254,681.92	1,119,872.30	1,023,286.33
Military Service Fund	0.76	0.76	0.76
<b>TOTAL INCOME REQUIRED</b>	<b>1,622,569.10</b>	<b>1,458,899.87</b>	<b>1,344,199.59</b>
Net Investment Income	-3,344,883.27	26,215,245.91	10,791,186.52
Less Income Required	1,622,569.10	1,458,899.87	1,344,199.59
<b>EXCESS INCOME TO PENSION RESERVE FUND</b>	<b>-4,967,452.37</b>	<b>24,756,346.04</b>	<b>9,446,986.93</b>



Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.

**MEMBERSHIP FOR CURRENT YEAR**

<b>ACTIVE MEMBERS</b>	<b>Group 1</b>	<b>Group 2 &amp; 4</b>	<b>TOTAL</b>
Active Membership, Dec. 31st, Previous Year	858	185	1,043
Inactive Membership, Dec. 31st, Previous Year	122	10	132
Enrolled During Current Year	111	15	126
Transfers Between Groups	0	0	0
Reinstatements of Disabled Members	0	0	0
<b>SUBTOTAL</b>	111	15	126
Deduct:			
Death	3	0	3
Withdrawals	60	1	61
Retirements	31	12	43
<b>SUBTOTAL</b>	94	13	107
Active Membership, Dec. 31st, Current Year	904	192	1,096
Inactive Membership, Dec. 31st, Current Year	93	5	98

**RETIRED MEMBERS, BENEFICIARIES & SURVIVORS**

<b>Retired, Beneficiary and Survivor Membership, Dec. 31st, Previous Year</b>	427	151	578
Retirements During the Year			
Superannuation	31	12	43
Ordinary Disability	0	0	0
Accidental Disability	0	0	0
Termination Retirement Allowance	0	0	0
Beneficiary of Deceased Retiree	4	3	7
Survivor Benefits from Active Membership	0	0	0
<b>SUBTOTAL</b>	35	15	50
Deduct:			
Deaths of Retired Members	21	7	28
Termination of Survivor Benefits	6	2	8
Reinstatements of Disabled Pensions	0	0	0
<b>SUBTOTAL</b>	27	9	36
<b>Retired Membership, Dec. 31st, Current Year</b>			
Superannuation	364	100	464
Ordinary Disability	3	1	4
Accidental Disability	14	35	49
Termination	0	0	0
Beneficiaries from Accidental Deaths	1	13	14
Beneficiaries from Section 100	1	0	1
Beneficiaries from Section 101	3	2	5
Beneficiaries under Option C	26	5	31
Option (D) Survivor Allowance	22	1	23
Section 12B Survivor Allowance	1	0	1
<b>Total Retired, Beneficiary and Survivor Membership, Dec. 31st, Current Year</b>	435	157	592
<b>TOTAL MEMBERSHIP</b>			
<b>Active, Inactive, Retired, Beneficiary and Survivor, Dec. 31st, Current Year</b>	1,432	354	1,786

Annual Statement of the Salem Retirement Board for the Year Ended December 31, 2018.

Schedule A: Detail of Accounts Receivable and Accounts Payable

Accounts Receivable	Amount	Original Date
4751 Recovery of Pension from Reinstatement	0.00	
4840 Workers Compensation Settlements	0.00	
4841 Recovery of 91A Overearnings	0.00	
4891 Members Deductions	0.00	
4892 Transfers From Other Systems	55,721.00	12/31/2018
4893 Member Make Up Payments and Redeposits	0.00	
4900 Member Payments from Rollovers	0.00	
4898 3(8)(c) Reimbursements from Other Systems	0.00	
4899 Received from Commonwealth for COLA and Survivor Benefits	0.00	
4884 Realized Gain on Sale of Investments	0.00	
4894 Pension Fund Appropriation (Current Fiscal Year)	0.00	
4894 Pension Fund Appropriation (Previous Fiscal Year)	0.00	
4890 Contributions Received from Municipality on Account of Military Service	0.00	
4897 Federal Grant Reimbursement	0.00	
4895 Pension Reserve Appropriation	0.00	
Investments Sold But Funds Not Received (list individually)		
Recoup of Benefit Overpayment	68.61	12/31/2018
Reversal of Bank Analysis Service Charge	600.00	12/31/2018
	0.00	
	0.00	
<b>TOTAL RECEIVABLES</b>	<b>56,389.61</b>	
<b>Accounts Payable</b>		
5316 Actuarial Services	0.00	
5317 Accounting Services	0.00	
5320 Education and Training	0.00	
5757 Refunds to Members	0.00	
5756 Transfers to Other Systems	0.00	
5750 Annuities Paid	0.00	
5759 Option B Refund	0.00	
5751 Pensions Paid	0.00	
5755 3(8)(c) Reimbursements to Other Systems	0.00	
5752 COLAs Paid	0.00	
5753 Chapter 389 Beneficiary Increase Paid	0.00	
4885 Realized Loss on Sale of Investments	0.00	
4890 Return to Municipality for Members Who Withdrew Their Funds	0.00	
5118 Board Members' Stipend	0.00	
5119 Salaries	0.00	
5304 Management Fees	0.00	
5305 Custodial Fees	0.00	
5307 Investment Consultant Fees	0.00	
5308 Legal Expenses	-16,602.32	12/31/2018
5309 Medical Expenses	0.00	
5310 Fiduciary Insurance	0.00	
5311 Service Contracts	0.00	
5312 Rent Expense	0.00	
5315 Professional Services Expense	0.00	
5589 Administrative Expenses	0.00	
5599 Furniture and Equipment	0.00	
5719 Travel	0.00	
Investments Purchased But Not Paid For (list individually)		
	0.00	
	0.00	
	0.00	
<b>TOTAL PAYABLES</b>	<b>-16,602.32</b>	