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## Covid-19 Impacts

We hope that you and your families are staying safe and healthy through the COVID-19 outbreak. It is times like these that remind us to appreciate our families, friends, clients, and colleagues. While a timeframe on when the virus may be contained remains uncertain, with increased testing, we expect the U.S. should follow a similar path as some of the Asian countries and Germany that have managed to tamp down spread of the virus<sup>i</sup>. In the meantime, we are all dealing with a great deal of uncertainty and disruption. The sudden closure of so many businesses and increase in unemployment is placing a tremendous strain on families as well the economy as a whole. Given how dramatically this crisis has impacted not only people's health and the healthcare system, but also the worldwide economy, the post virus world could look very different. As the timeframe lengthens, some businesses will have trouble restarting, and many that do will emerge with increased levels of debt.

## U.S. Markets

The U.S. equity markets peaked on February 20<sup>th</sup><sup>iii</sup> and have been in rapid decline as COVID-19 started to spread from Asia to Europe, and then the United States. Cities in Northern Italy started to lock down, and by March 8<sup>th</sup> the entire country was locked down<sup>iv</sup>. At the end of February, we saw an outbreak of cases in Washington state, and since then the infection rate has increased exponentially across the U.S.<sup>v</sup>, but most notably in New York<sup>vi</sup>. Several states have imposed stay-at-home orders with work outside the home only permitted for essential industries<sup>vii</sup>.

President Trump, once hopeful for a return to work by Easter, has extended restrictions to the end of April<sup>viii</sup>. As a result, huge parts of the economy, including airlines, cruise lines, hotels, restaurants, retailers, and other small businesses have halted with no certain end date in sight<sup>ix</sup>.

Managed Accounts Model Performance <sup>ii</sup>			
<i>Past performance is not indicative of future results. Inherent in any investment is the possibility of loss.</i>			
Strategy Performance	1Q20	YTD	10 Year Annualized
Anchor Small Cap Value (Pure Gross)	-28.07%	-28.07%	7.87%
Anchor Small Cap Value (Net)	-28.60%	-28.60%	4.67%
Russell 2000 Value	-35.66%	-35.66%	4.79%
Russell 2000	-30.61%	-30.61%	6.90%

## Oil

In addition to COVID-19 stress, Saudi Arabia and Russia, two of the largest oil producers, refused to extend the production cuts that expired at the end of March<sup>x</sup>. Furthermore, Saudi Arabia has indicated it will increase production and has slashed prices<sup>xi</sup>. The oil price has declined from \$60/barrel to \$20/barrel<sup>xii</sup>. Even the best U.S. oil producers do not have cost levels that low, and energy company shares have declined by 50% or more this year<sup>xiii</sup>. Energy production is critical to the U.S., and we believe there will be increased bankruptcies and consolidations the longer oil prices remain this low.

## Work-From-Home

There are bright spots as some industries are benefitting from the work-from-home environment and the race to develop a vaccine. Technology, grocery stores, consumer products, pharmaceutical, medical supplies and testing, web streaming, and communications companies are seeing positive gains<sup>xiv</sup>. Companies and schools are rapidly adapting, using video tools, remote capabilities, and better communications systems that make it much easier to work and learn at home. With the rise of e-commerce, consumers can have most things – including groceries – delivered within a day or two, making

it possible for people to stay at home for longer periods. We believe strong performance in these sectors will continue post virus.

## Market Volatility

Nevertheless, this continues to be a period of volatility. With the onset of the virus, the U.S. equity markets sold off at the fastest pace on record and the volatility measures spiked to levels we had not seen since 2008, as measured by the VIX<sup>xv</sup>. Small and mid cap stocks sold off faster than large cap stocks, and valuations have come down to low levels<sup>xvi</sup>. Furthermore, on the fixed income side, credit spreads on investment-grade corporate bonds and high yield relative to Treasury bonds widened to levels we have not seen since 2008<sup>xvii</sup>. We saw volatility, even within Treasury bonds with the 10-year Treasury bond yield gyrating between 1.5% down to 0.5% back to 1.2% and down to 0.75%, all within weeks<sup>xviii</sup>. As a result, cash and gold were the only positive asset classes<sup>xix</sup>.

## Impacts on Clients: Positioning, Cash, and Staying Invested

Clients want to understand how this impacts them and what Anchor is doing in response. First, it is worth noting that at the firm level all Anchor employees are working from home and have access to all of the same tools and resources as they would in the office. Our employees have not skipped a beat in continuing to meet clients' needs from home, and we have maintained communication with clients remotely during this time.

On the investment side, our process remains the same. For years, we have been working on upgrading our portfolios to higher-quality companies that we want to own for many years. More important now than ever are companies with low leverage and businesses that are less cyclical. As a result, we own fewer companies in many of the sectors most impacted by the virus, and that has helped the portfolios.

Coming into 2020, we were positive on the U.S. economic outlook and on the U.S. equity markets. In fact, we believe January and early February looked positive, given that phase 1 of U.S./China trade deal was signed and fourth-quarter company earnings were strong. In January, we started trimming back stocks with higher valuations and exited out of stocks where the investment thesis had changed. We also added to some existing holdings. With the sell-off in the markets starting at the end of February, we selectively paired back positions related to energy and financials, although we were underweight already. Our cash levels are higher, but we do not take a macro view relative to cash. Our cash levels are a result of our buy/sell process and ability to find value.

We have been talking to companies in our portfolios to understand their liquidity needs and how they are handling the crisis. The Federal Reserve has stepped in to support the markets in a meaningful way and has stated that it will use whatever means it has to support the markets<sup>xxxi</sup>. Congress has passed a \$2 trillion relief bill to help individuals and businesses, and we expect that the government will do more if needed<sup>xxii</sup>. The combination of monetary and fiscal support should provide downside protection to the economy and the markets<sup>xxiii</sup>.

At Anchor, we view this as an opportunity to invest in companies we have researched and been watching for some time, waiting for the stock price to come down. The investment team is encouraged by what they are seeing and will buy when others are selling. We have seen clients through these market downturns before. One of the important things we learn each time is that markets do recover, and it is important to stay invested.

We are here to help, and we are available to talk about whatever is on your mind. Please do not hesitate to reach out. Stay safe and healthy.



## STRATEGY DETAIL

### Quarterly Attribution<sup>xxiv</sup>

Security Contribution (5 Highest)
NIC Inc. (EGOV)
Construction Partners, Inc. Class A (ROAD)
Federated Investors, Inc. (314211103OLD)
Ollie's Bargain Outlet Holdings Inc (OLLI)
Simpson Manufacturing Co., Inc. (SSD)

Sector Contribution (3 Highest)
Consumer Staples
Health Care
Materials & Processing

Security Contribution (5 Lowest)
SkyWest, Inc (SKYW)
Perficient, Inc. (PRFT)
AAR CORP. (AIR)
Woodward, Inc. (WWD)
TCF Financial Corporation (TCF)

Sector Contribution (3 Lowest)
Producer Durables
Financial Services
Consumer Discretionary

### Quarterly Purchases

- Unitil Corporation (UTL)
- SP Plus Corporation (SP)
- Ollie's Bargain Outlet Holdings Inc (OLLI)
- Simpson Manufacturing Co., Inc. (SSD)

### Quarterly Sales

- Funko Inc. Class A (FNKO)
- Wolverine World Wide, Inc. (WWW)
- Hooker Furniture Corporation (HOFT)
- Primoris Services Corporation (PRIM)
- Federated Hermes (FHI)
- Verra Mobility Corp (VRRM)
- Magnolia Oil & Gas Corp. Class A (MGY)
- PDC Energy, Inc. (PDCE)
- SkyWest, Inc (SKYW)

### Further Insight: Stock Position(s)

#### Ollie's Bargain Outlet Holdings Inc (OLLI)

At the end of 2019 Ollie's, a retail stock that you rarely get to buy, showed up on our screens as a long-term compounder that had suddenly sold off<sup>xxv</sup>. Ollie's Bargain Outlet Holdings is a unique retail concept that was founded by Mark Butler in 1982 based on the idea that "everyone loves a bargain" Specifically Mark focused his team on looking for close-out merchandise, which could range from spinners, coffee pots, washing machines and wedding dresses. They also carry core merchandise, but everything is significantly discounted below regularly retail outlets<sup>xxvi</sup>. Ollie's has also been expanding 35 to 45 new stores per year since the company went public in 2015. Currently, there are 345 Ollie's stores on the East Coast with the opportunity to grow to 1,000 stores across the U.S.<sup>xxvii</sup>.

In 2019, the company acquired 19 former Toys R'Us locations and decided to open new Ollie's stores in those locations all at once<sup>xxviii</sup>. In our opinion, this had somewhat of a cannibalization effect to exiting stores in those markets. Furthermore, new stores from 2018 which normally take several years to reach full productivity were hitting maximum productivity in year one. On same store sales basis, Ollie's saw a few quarters of negative same store sales. For many retail analysts that is a red flag, but it is not part of the equation for Ollie's. Management at Ollie's does not even think about same store sales, because the sales are determined by what merchandise is available in the stores which vary week to week<sup>xxix</sup>. In December 2019 Mark Butler, who held 13% of the company shares, suddenly passed away. This in combination with same store sales declines resulted in over 40% decline in the stock<sup>xxx</sup>. We believe the expansion story is still in tack due to the management team and CEO who took over for Mark. Currently, Ollie's is open as an essential business and is looking forward to the "deals" available post COVID-19 crisis<sup>xxxi</sup>.



<sup>i</sup> <https://www.livescience.com/germany-coronavirus-deaths-so-low.html>

<sup>ii</sup> eVestment Analytics. Gross of fee returns are presented Pure Gross and are calculated before management fees, custodial fees and transaction costs.

<sup>iii</sup> FactSet financial data and analytics; Charting

<sup>iv</sup> [https://www.washingtonpost.com/world/europe/italy-coronavirus-milan-lockdown-quarantine-lombardy/2020/03/15/7864ccbe-657d-11ea-8a8e-5c5336b32760\\_story.html](https://www.washingtonpost.com/world/europe/italy-coronavirus-milan-lockdown-quarantine-lombardy/2020/03/15/7864ccbe-657d-11ea-8a8e-5c5336b32760_story.html)

<sup>v</sup> [https://www.washingtonpost.com/national/coronavirus-washington-state-leveling-off/2020/03/26/682790e6-6f6b-11ea-a3ec-70d7479d83f0\\_story.html](https://www.washingtonpost.com/national/coronavirus-washington-state-leveling-off/2020/03/26/682790e6-6f6b-11ea-a3ec-70d7479d83f0_story.html)

<sup>vi</sup> <https://nymag.com/intelligencer/2020/03/new-york-coronavirus-cases-updates.html>

<sup>vii</sup> <https://www.cnn.com/2020/03/23/us/coronavirus-which-states-stay-at-home-order-trnd/index.html>

<sup>viii</sup> <https://www.nytimes.com/2020/03/29/world/coronavirus-live-news-updates.html>

<sup>ix</sup> <https://www.usatoday.com/story/money/2020/03/20/us-industries-being-devastated-by-the-coronavirus-travel-hotels-food/111431804/>

<sup>x</sup> <https://www.nytimes.com/2020/03/09/business/energy-environment/oil-opeac-saudi-russia.html>

<sup>xi</sup> <https://www.nytimes.com/2020/03/08/business/saudi-arabia-oil-prices.html>

<sup>xii</sup> FactSet financial data and analytics; Charting

<sup>xiii</sup> Ibid.

<sup>xiv</sup> <https://www.vox.com/the-goods/2020/3/9/21168297/brands-coronavirus-benefiting-clorox-netflix>

<sup>xv</sup> FactSet financial data and analytics; Charting

<sup>xvi</sup> Ibid.

<sup>xvii</sup> <https://fred.stlouisfed.org/series/BAMLC0A0CM>

<sup>xviii</sup> FactSet financial data and analytics; Charting

<sup>xix</sup> Ibid.

<sup>xx</sup> <https://seekingalpha.com/article/4333357-federal-reserve-moves-on-liquidity-arrangements>

<sup>xxi</sup> <https://www.reuters.com/article/us-usa-fed-powell-analysis/powells-whatever-it-takes-pledge-puts-limits-of-feds-reach-in-spotlight-idUSKBN21335L>

<sup>xxii</sup> <https://www.cnn.com/2020/03/27/politics/coronavirus-stimulus-house-vote/index.html>

<sup>xxiii</sup> <https://www.wsj.com/articles/the-fiscal-stimulus-panic-11584486678>

<sup>xxiv</sup> FactSet financial data and analytics; Attribution

<sup>xxv</sup> FactSet financial data and analytics

<sup>xxvi</sup> <https://www.ollies.us/what-is-ollies/>

<sup>xxvii</sup> <https://investors.ollies.us/>

<sup>xxviii</sup> <https://investors.ollies.us/news-releases/news-release-details/ollies-bargain-outlet-holdings-inc-reports-fourth-quarter-and-0>

<sup>xxix</sup> <https://investors.ollies.us/>

<sup>xxx</sup> FactSet financial data and analytics

<sup>xxxi</sup> <https://investors.ollies.us/news-releases/news-release-details/ollies-bargain-outlet-holdings-inc-reports-fourth-quarter-and-0>

### Small Cap Value Model Disclosures

MODEL DESCRIPTION: The Anchor Managed Accounts Small Cap Value (SCV) model was created on 12/31/05. The model returns do not reflect actual trading. Anchor Capital's Managed Accounts Division created this model for purposes of presenting performance results which approximate those of the Managed Accounts Small Cap sponsor program portfolios in aggregate. The investment objective for the model is to achieve a high rate of return through the purchase of small cap value stocks.

MODEL DISCLOSURES: The model transaction history does not reflect all portfolio transaction activity for accounts in the sponsor program. Model transactions correspond with trading activity generated in the course of investment for substantially all accounts in the sponsor Small Cap program. Model transactions and holdings do not reflect individual portfolio activity for new account investments, or account activity and holdings in various individual portfolios subject to tax considerations or individual client discretion. Model performance may differ materially from individual client portfolio results.

CALCULATION OF RATES OF RETURN: All securities in the model are valued at last sale price, as provided by independent pricing services. The portfolio valuation is reflected on a trade date basis. Model investment returns include the reinvestment of dividends and other earnings. Effective 1/1/2010, dividends (excluding income on money market securities) are credited on an accrual basis. Time-weighted portfolio returns are calculated for each monthly period in the prior quarter. Monthly model results are linked to determine annual returns. Individual client portfolio results may vary from the results presented for the model because of different investment objectives, tax status and other considerations. Returns of individual client accounts will be reduced by advisor fees and other expenses which might be incurred to provide investment management, custody, administrative, actuarial, accounting or other services to the client. The Russell 2000 Value Index excludes fees. The Managed Accounts Small Cap Value model returns are calculated on a pure gross of fee basis, before the deduction of Anchor Capital management and sponsor wrap fees. For all periods presented, the net of fee returns are calculated by compounding the monthly net returns to calculate the quarterly, YTD and annual returns. The numbers may be slightly different from net returns published in other Anchor Capital materials created outside of Style Advisor prior to 6/30/2017, which were calculated by simply subtracting 3% from the annual gross return. Additional information regarding policies for calculating and reporting model returns is available upon request.

BENCHMARK DESCRIPTION: Information about indices is provided to allow for comparison of the performance of the Adviser to that of certain well-known and widely recognized indices. There is no representation that such index is an appropriate benchmark for such comparison. You cannot invest directly in an index, which also does not take into account trading commissions and costs. The volatility of indices may be materially different from the performance of the Adviser. In addition, the Adviser's recommendations may differ significantly from the securities that comprise the indices. The Russell 2000 Value Index measures the performance of small cap value segment of the U.S. equity universe. It includes those Russell 2000 Index companies with lower price-to-book ratios and lower forecasted growth values. The Russell 2000 Value Index is constructed to provide a comprehensive and unbiased barometer for the small cap value segment. The index is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small cap opportunity set and that the represented companies continue to reflect value characteristics. The Russell 2000 Index measures the performance of the small cap segment of the U.S. equity universe. The Russell 2000 is a subset of the Russell 3000® Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership. The Russell 2000 Index is constructed to provide a comprehensive and unbiased small cap barometer and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small cap opportunity set. The benchmark returns include the reinvestment of income.

For a complete listing of all strategies contact Anchor Capital Advisors LLC (617) 338-3800.

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