

References *Representative List*

Central Iowa Power – Des Moines, Iowa

Christian Churches Pension Plan – Junction City, Kansas

City of Nashville and Davidson County – Nashville, Tennessee

City of Ypsilanti Fire and Police Retirement Board – Ypsilanti, Michigan

Greater Lynchburg Community Trust – Lynchburg, Virginia

Heat and Frost Insulators and Asbestos Local #18 – Indianapolis, Indiana

James Madison University Foundation – Harrisonburg, Virginia

Performance-based criteria were not used in determining which clients to include. It is not known whether the listed clients approve or disapprove of Flippin, Bruce & Porter or the advisory services provided. Clients included are institutional, where permission has been granted, and display geographic representation.