







PIPER SANDLER

WEDNESDAY'S
News You Can Use

Lies, Damned Lies & Economic Forecasts

Presented by: Kevin Webb, CFA







Today's Presenter



Kevin Webb, Principal at Piper Sandler & Co., is constantly seeking sleep-adjusted returns in a sleepless world. Kevin holds the Chartered Financial Analyst designation and is a member of both the CFA Institute and Global Association of Risk Professionals.



Learning Objectives

At the end of this session, you should be able to:

- Discuss how to visualize and use economic forecasts
- Identify a framework for thinking about forecaster claims to accuracy
- Recall why a public funds portfolio manager should love losses





Lies, Damned Lies & Economic Forecasts



What's the big deal?



Experts kNOw better than the rest of us, right?



Financial/Economic experts kNOw better, right?



A framework for thinking about economic forecasts



Updated economic forecasts





Philosophy, Strategy & Tactics

Tactics

Sleep-Adusted returns via Suitability Benchmark using evidence based methods.

Investment philsophy is a coherent way of thinking about the markets, risk, return, investor behaviour, etc.

Resources, skills & methods used to achieve the goal of a strategy (e.g., education, formulas, data, software, etc.)

Philosophy

A plan of action or policy to achieve one or more goals (e.g., demonstrate good stewardship via a suitability benchmark).

Strategy

The intersection of philosophy, strategy & tactics is the world of portfolio management

The difference between strategy and tactics: Strategy is done above the shoulders, Tactics are done below the shoulders.





What Should I Benchmark?

Prudent Person

Investments shall be made with judgment and care, under circumstances then prevailing, which persons of prudence, discretion and intelligence exercise in the management of their own affairs, not for speculation, but for investment, considering the probable safety of their capital as well as the probable income to be derived.

Prudent Investor

A U.S. law that sets the standard of fiduciary duty for those entrusted with the responsibility of managing others' money, such as trustees and estate administrators. It requires that a trustee weigh risk versus reward when making investment decisions, taking into account the income that may be generated by the investment as well as the probable safety of the invested capital.

Prudent Investor vs Prudent Man/Person

- 1. Trust accounts are judged on their entire portfolio, rather than whether the investment was prudent at the time of purchase.
- 2. Diversification is explicitly required under the Prudent Investor Act
- 3. Suitability is deemed more important than individual investments
- 4. Fiduciaries are allowed to delegate investment management to qualified third parties

https://www.investopedia.com/terms/p/prudent-investor-rule.asp & https://www.investopedia.com/terms/p/prudentmanrule.asp







What Should I Benchmark?

General Objectives

"The primary objectives, in priority order...

1. Safety

Safety of principal is the foremost objective... *The goal will be to mitigate credit risk and interest rate risk.*

2. Liquidity

The investment portfolio shall *remain sufficiently liquid* to meet all operating requirements that may be reasonably anticipated.

3. Return

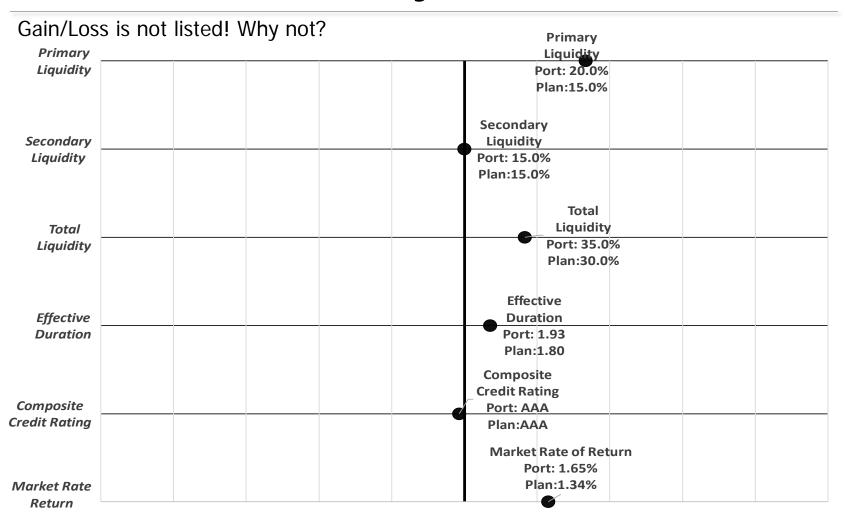
The investment portfolio shall be designed with the objective of attaining a *market rate of return throughout budgetary and economic cycles*, taking into account the investment risk constraints of safety and liquidity needs."

GFOA Sample Investment Policy, accessed 12/31/16, pages 1-2. Emphasis added.





Benchmark Suitability



For the background and concepts behind this visualization see the presentation "Understanding Benchmarks: Concepts" by Kevin Webb, CFA







The Cost of Gains to Stakeholders



Source: Bloomberg





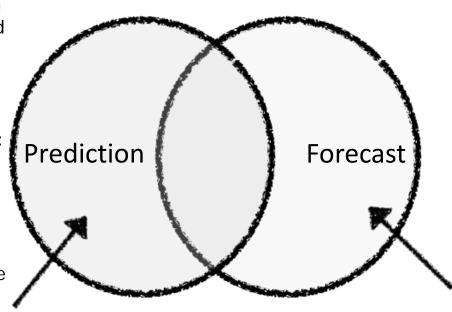


Prediction ←→ Forecast

noun

a thing predicted; a forecast: a prediction that the Greeks would destroy the Persian empire.

the action of predicting something: the prediction of future behavior.
 ORIGIN
 mid 16th cent.: from Latin praedictio(n-), from praedicere 'make known beforehand'
 (see predict).



Verb

(past and past participle **forecast** or **forecasted**) [with obj.] predict or estimate (a future event or trend): rain is forecast for eastern Ohio | [with obj. and infinitive] : coal consumption is forecast to increase.

noun

a prediction or estimate of future events, especially coming weather or a financial trend.

forecaster | 'fôr | kastər | noun: a person who predicts or estimates a future event or trend: economic forecasters are predicting a downturn.







Variety magazine, 1955.







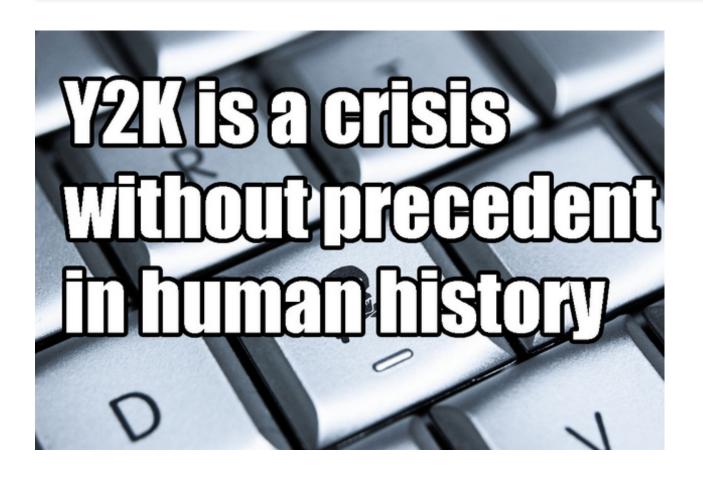


A Decca Records executive to the band's manager, Brian Epstein, following an audition in 1962. He continued: "We don't like your boys' sound. Groups are out. Four-piece groups with guitars, particularly, are finished."









Byte magazine editor Edmund DeJesus, 1998.







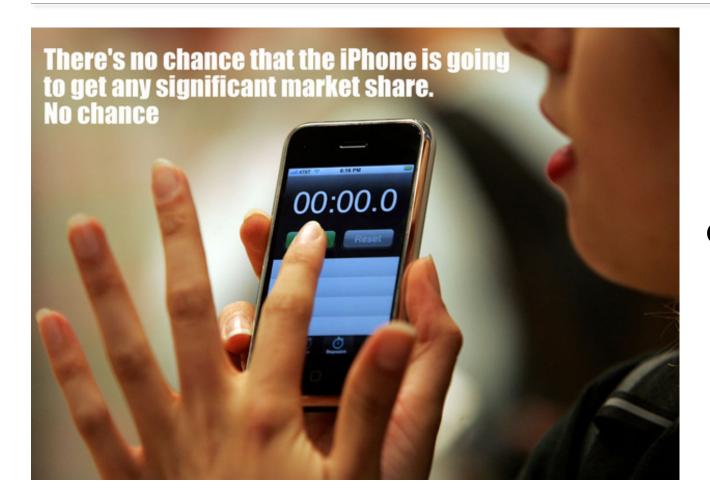


Alan Sugar, 2005.









Microsoft CEO Steve Ballmer, 2007.







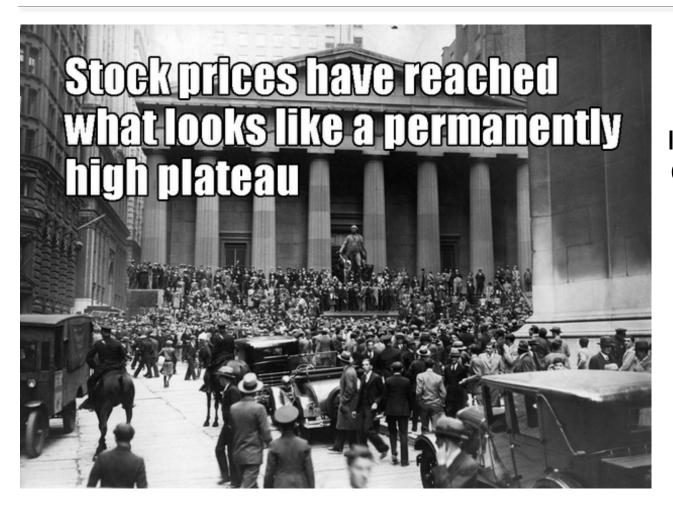


"The only function of economic forecasting is to make astrology look respectable." - John Kenneth Galbraith









Economist
Irving Fisher in
October 1929,
three days
before the
stock market
crash that
triggered the
Great
Depression.









Franklin Raines
(CEO of Fannie
Mae), 10th June
2004: "These
subprime assets
are so riskless that
their capital for
holding them
should be under 2
percent."

http://www.zerohedge.com/news/2013-12-09/10-worst-economic-predictions-ever









Joseph Cassano (Head of Financial Products at AIG), 2007: "It is hard for us, without being flippant, to even see a scenario within any kind of realm of reason that would see us losing one dollar in any of these Credit **Default Swap** transactions."

http://www.zerohedge.com/news/2013-12-09/10-worst-economic-predictions-ever









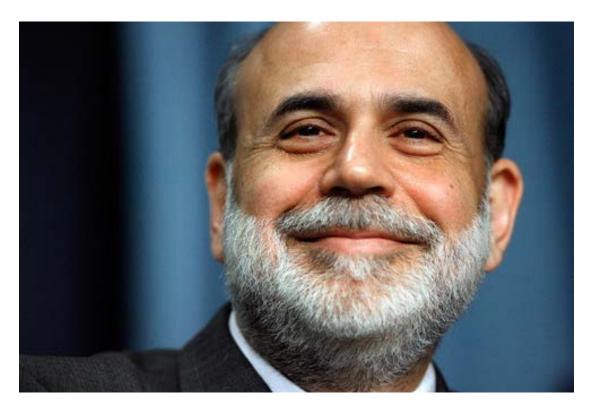
In December 2007, Goldman Sachs chief investment strategist, Abby Joseph Cohen, made a Fisher-like prediction of her own. She suggested the S&P 500 would hit 1,675 by the end of 2008, a climb of 14% — it actually ended below 900.

http://www.businessinsider.com/12-of-the-worst-predictions-about-the-global-economy-that-intelligent-people-have-ever-made-2015-5?op=1









Ben Bernanke, 10th January 2008 - "The Federal Reserve is currently not forecasting a recession."

http://www.zerohedge.com/news/2013-12-09/10-worst-economic-predictions-ever









Donald Luskin (US investment guru), 14th September 2008: "Anyone who says we're in a recession, or heading into one especially the worst one since the Great Depression—is making up his own private definition of 'recession'."

http://www.zerohedge.com/news/2013-12-09/10-worst-economic-predictions-ever







Coin Flipping as Insight



Named by Fortune
ONE OF THE SMARTEST BOOKS OF ALL TIME

 $F \supset OLE \supset$

BY

RANDOMNESS

The Hidden Role of Chance in Life and in the Markets

NASSIM NICHOLAS TALEB

SECOND EDITION, UPDATED BY THE AUTHOR

Are Coin Flips Really Random?

Adler, David E. "A Reliable Randomizer, Turned on Its Head." The Washington Post, August 2, 2009. http://www.washingtonpost.com/wp-dyn/content/article/2009/07/31/AR2009073104170.html







Knowledge Check

In general, what has to happen to interest rates for a portfolio of existing positions (bonds) to have a gain?

- A. Rates have to rise
- B. Rates have to fall
- C. Rates have to remain unchanged



Named by Fortune ONE OF THE SMARTEST BOOKS OF ALL TIME

"Generate a long series of coin flips producing heads and tails with 50% odds each and fill up sheets of paper. If the series is long enough you may get eight heads or eight tails in a row, perhaps even ten of each. Yet you know that in spite of these wins the conditional odds of getting a head or a tail is still 50%."

 $F \supset OLE \supset$

BY

RANDOMNESS

The Hidden Role of Chance in Life and in the Markets

NASSIM NICHOLAS TALEB

SECOND EDITION, UPDATED BY THE AUTHOR

Taleb, Nassim Nicholas (2008-10-06). Fooled by Randomness: The Hidden Role of Chance in Life and in the Markets (Incerto) (Kindle Locations 2813-2815). Random House Publishing Group. Kindle Edition.



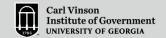




100 Simulations: Avg~4.7 / # >=4 ~ 70

Simulation #1	Simulation #2	Simulation #3	Simulation #4	Simulation #5	Simulation #6	Simulation #7	Simulation #8	Simulation #9	Simulation #10
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Analysis by Kevin Webb, CFA. WSJ and Bloomberg forecasts as published. Econ data from FRED.







The Flip Side of the Coin

"DR. THEODORE P. HILL asks his mathematics students at the Georgia Institute of Technology to go home and either flip a coin 200 times and record the results, or merely pretend to flip a coin and fake 200 results. The following day he runs his eye over the homework data, and to the students' amazement, he easily fingers nearly all those who faked their tosses."

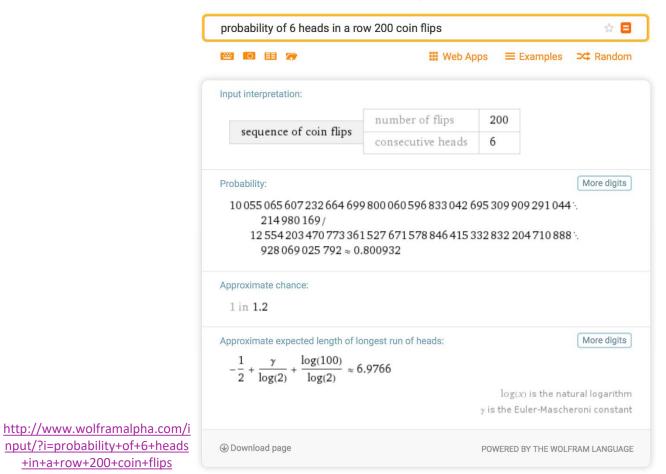
Browne, Malcom W. "Following Benford's Law, or Looking Out for No. 1." New York Times, August 4, 1998. http://www.nytimes.com/1998/08/04/science/following-benford-s-law-or-looking-out-for-no-1.html





Odds of 6 Heads in a row on 200 flips?

WolframAlpha PRO PREMIUM



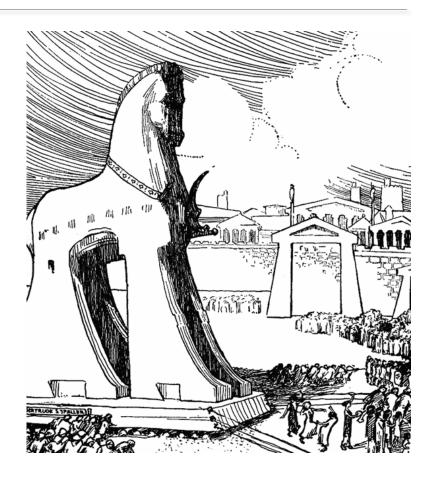
Institute of Government UNIVERSITY OF GEORGIA

+in+a+row+200+coin+flips



Hurricanes & The Iliad





Technically the Trojan Horse is not mentioned in The Iliad

Trojan Horse. (2016, January 6). In Wikipedia, The Free Encyclopedia. Retrieved 19:02, January 10, 2016, from https://en.wikipedia.org/w/index.php?title=Trojan_Horse&oldid=698496365

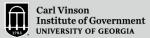






Hurricane Rita 9/19/05



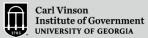






Hurricane Rita 9/22/05









Hurricane Rita Final

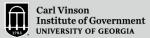






Hurricane Ike 9/6/08



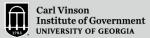






Hurricane Ike 9/10/08









Chalcas the wise

"...Chalcas the wise, the Grecian priest and guide, That sacred seer, whose comprehensive view, The past, the present, and the future knew..."



Homer (2008-01-02). The Iliad, Pope's Verse translation, Samizdat Edition (Annotated) (Kindle Locations 912-913). B&R Samizdat Express. Kindle Edition.



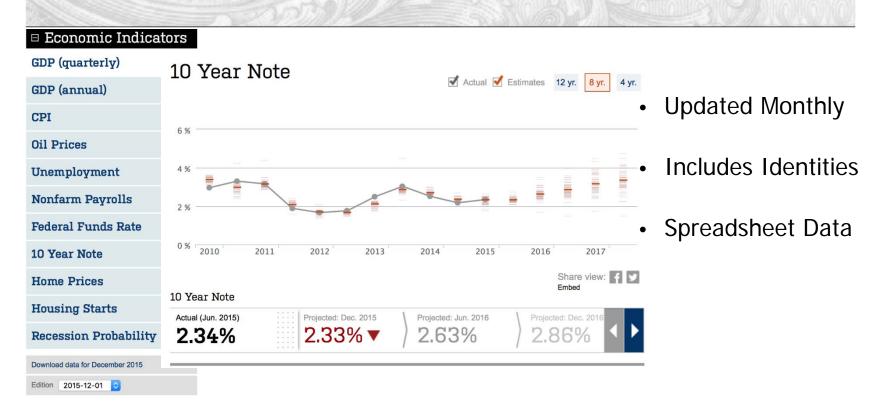




Wall Street Journal Economic Forecast Survey

Economic Forecasting Survey

The Wall Street Journal surveys a group of more than 60 economists on more than 10 major economic indicators on a monthly basis.



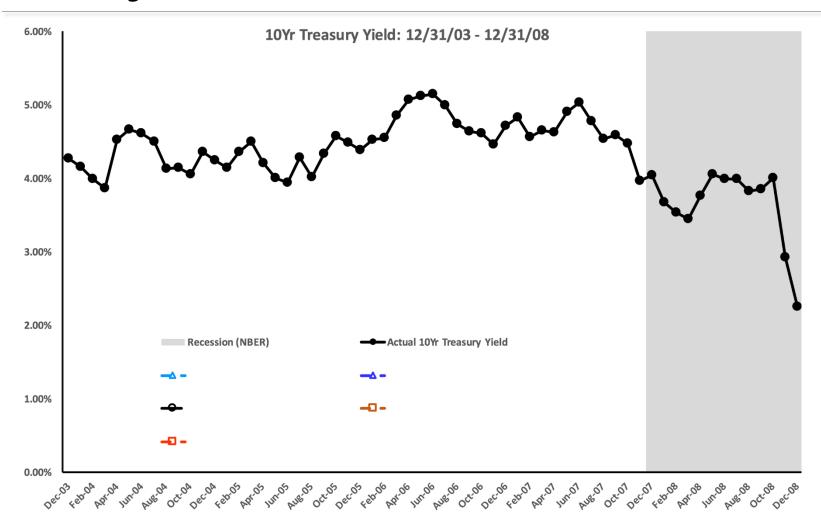
http://projects.wsj.com/econforecast/#ind=tenyear&r=16







History Alone

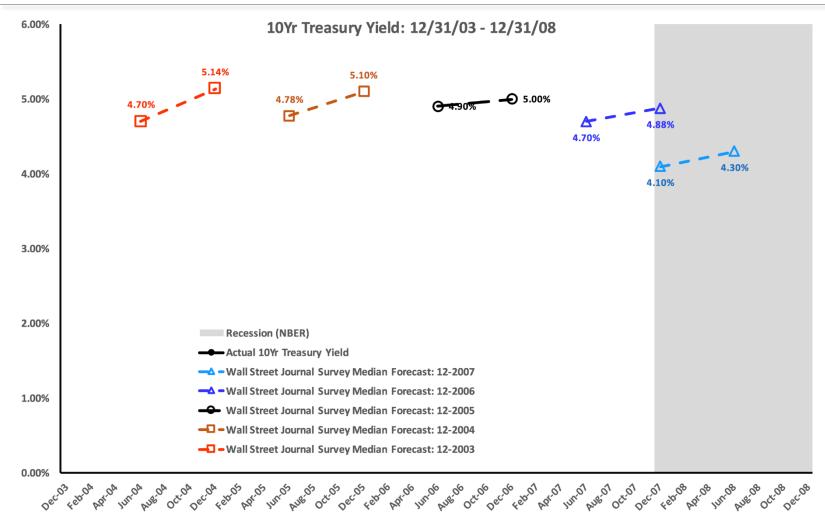








Forecast Alone

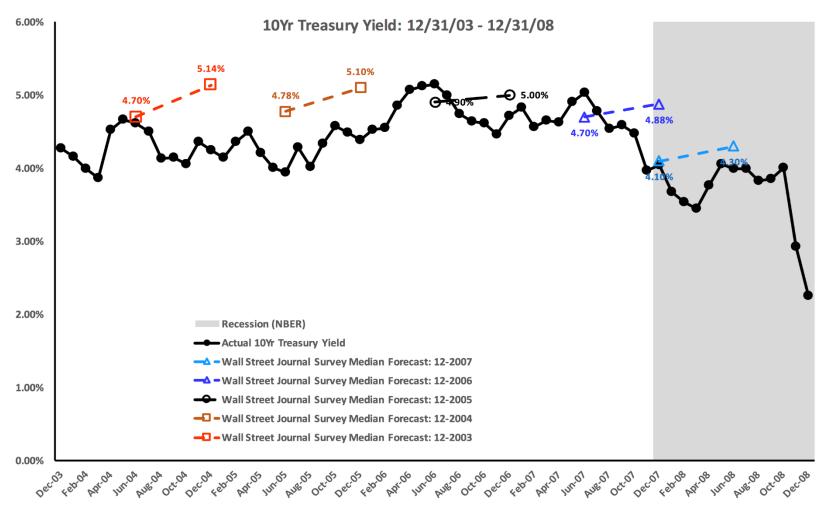








All Together

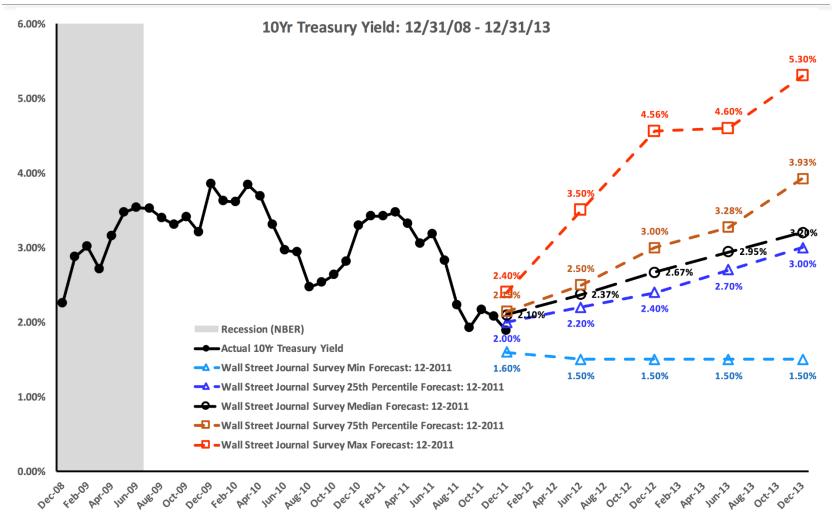








Chalcas Chart: Dec-08 to Dec-13 on Dec-11



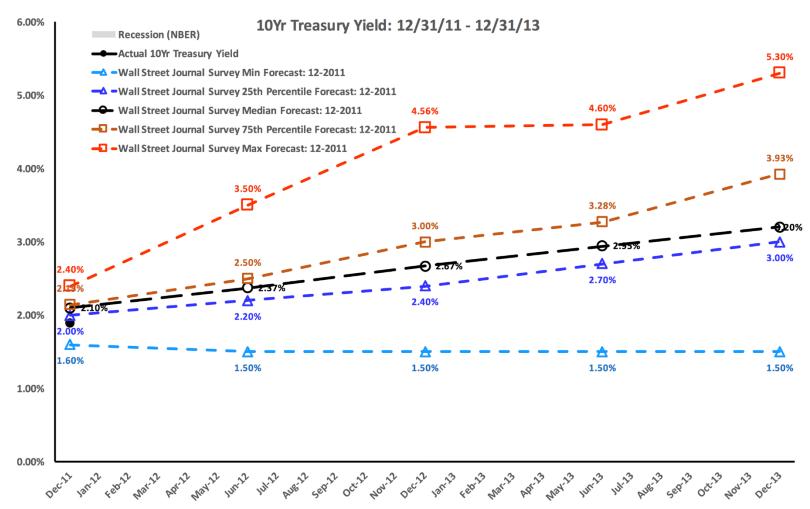








Let's Focus. How did they do? Your Guess?



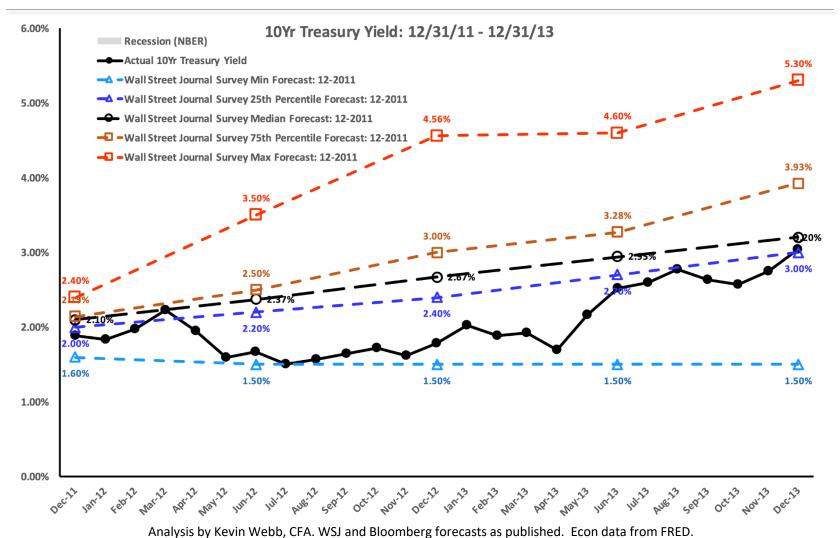








How did "they" do? Did you Remember?









Who did the best?

Overall Rank for Wall Street Journal 12-2011 Survey Forecasts for 06/30/12									
Overall Rank	Forecaster	Fed Funds Rate	10Yr Treasury Yield	Unemployment Rate	CPI YoY	GDP			
1	Moody's Investors Service	9	11	21	12	9			
2	Univ of Central FL	9	24	25	4	3			
3	IHS Global Insight	9	24	30	4	6			
4	NEMA Business Information Services	1	9	25	27	15			
5	Capital Economics	24	1	41	4	9			
6	The Conference Board	9	6	41	19	7			
7	Mesirow Financial	1	11	21	8	43			
8	Credit Suisse	24	3	30	8	25			
9	Goldman Sachs & Co.	9	18	30	27	9			
10	PNC Financial Services Group	1	17	21	21	34			
11	Comerica Bank	9	32	6	16	32			
12	Morgan Stanley	8	6	37	13	32			
12	UCLA Anderson Forecast	9	22	52	10	3			
14	Bank of America Securities-Merrill	24	3	41	14	15			
14	JPM	24	32	30	2	9			
16	Societe Generale	45	3	48	3	1			
17	California State University	1	18	14	32	38			
18	The Northern Trust	20	8	21	27	30			
19	Macroeconomic Advisers	24	31	30	10	15			
19	Parsec Financial	24	27	4	1	54			
21	Fannie Mae	42	11	41	14	3			
22	Decision Economics Inc.	1	32	6	35	38			
23	Barclays	9	45	6	19	34			
24	Vanderbilt University	24	11	41	16	25			
25	Nomura Securities International Inc.	24	28	25	16	25			







Who did the best the next time? Not the same firms.

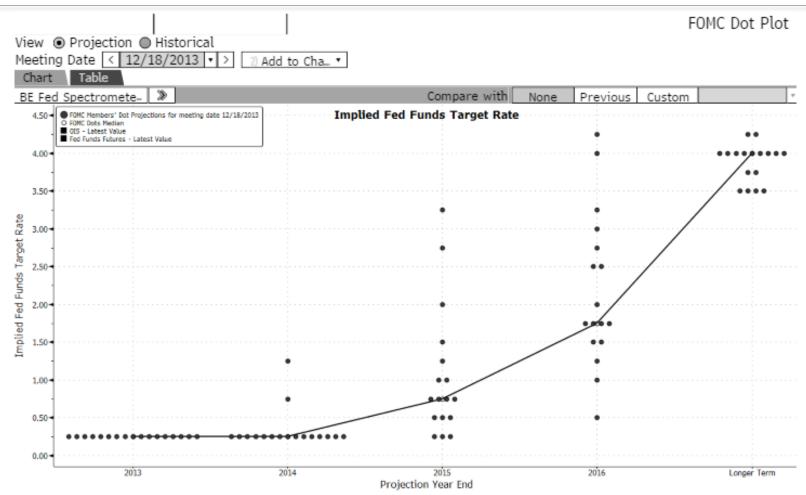
	0	Overall Rank for Wall Street Journal 12-2011 Survey Forecasts for 12/31/12							
Overall Rank	Forecaster	Fed Funds Rate	10Yr Treasury Yield	Unemployment Rate	CPI YoY	GDP			
1	NEMA Business Information Services	1	6	30	12	2			
2	Mesirow Financial	1	17	20	2	28			
3	Capital Economics	24	1	43	2	3			
4	Univ of Central FL	9	24	30	6	5			
5	IHS Global Insight	9	23	34	2	9			
6	The Conference Board	9	4	30	32	5			
7	Bank of America Securities-Merrill	24	9	43	10	1			
8	Morgan Stanley	8	3	34	26	19			
9	Credit Suisse	24	6	34	11	18			
10	California State University	1	17	20	20	36			
11	JPM	24	17	34	6	22			
12	Nationwide Insurance	9	16	24	46	9			
13	PNC Financial Services Group	1	26	24	32	22			
14	Economic Analysis	7	33	3	44	19			
15	Vanderbilt University	24	5	43	20	16			
16	Goldman Sachs & Co.	9	17	43	18	22			
16	Economic and Revenue Forecast	24	28	17	12	28			
18	UCLA Anderson Forecast	9	33	52	2	16			
18	Decision Economics Inc.	1	30	7	27	47			
20	Fannie Mae	42	9	43	15	4			
21	Nomura Securities International Inc.	24	30	24	8	28			
22	Perna Associates	1	41	17	27	31			
23	Comerica Bank	9	33	10	27	39			
23	Moody's Investors Service	9	28	20	20	41			
25	International Council of Shopping	52	9	10	40	9			

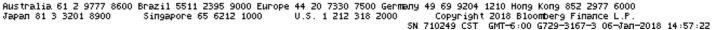






What about the FED? 12/18/13 Forecasts



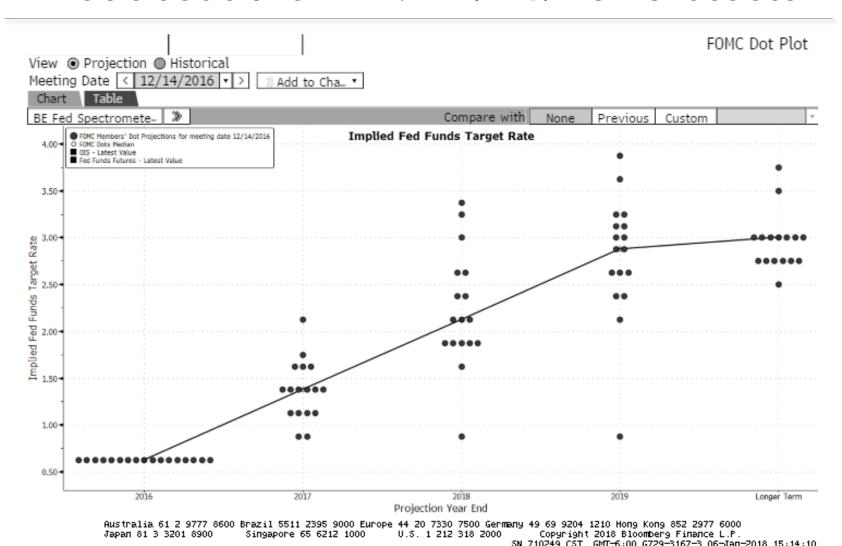








What about the FED? 12/14/16 Forecasts









Which forecaster should you follow?

The average/median forecast

the signal and th and the noise an the noise and the noise and the no why so many and predictions fail but some don't and the noise an the noise and the nate silver noise

"If you're looking for an economic forecast, the best place to turn is the average or aggregate prediction rather than that of any one economist. ... This property— group forecasts beat individual ones— has been found to be true in almost every field in which it has been studied."

Silver, Nate (2012-09-27). The Signal and the Noise: Why So Many Predictions Fail-but Some Don't (p. 197-198). Penguin Group US. Kindle Edition.

"The group mean forecasts from a series of surveys are on the average over time more accurate than most of the corresponding sets of individual predictions. This is a strong conclusion, which applies to all variables and predictive horizons covered and is consistent with evidence for different periods and from other studies." - Zarnowitz, Victor (January 1992). Business Cycles: Theory, History, Indicators, and Forecasting (p. 457). University of Chicago Press. Downloadable from http://www.nber.org/books/zarn92-1







Required for planning purposes...

"Nobel laureate Kenneth Arrow has warned, '[O]ur knowledge of the way things work, in society or in nature, comes trailing clouds of vagueness. Vast ills have followed a belief in certainty."

"... The young statisticians in the Weather
Division ... finding that prevailing techniques were
not significantly more reliable than the null ...
sent a memo to the General of the Air Corps
suggesting that the group be disbanded. Six months later ... 'The
general is well aware that your forecasts are no good. However, they

Peter L. Bernstein. Against the Gods: The Remarkable Story of Risk (Kindle Location 126). Kindle Edition. UC San Diego Kenneth Arrow Article: http://econweb.ucsd.edu/~rstarr/ARTICLEwnotes.pdf

are required for planning purposes.' The group remained intact."





Knowledge Check

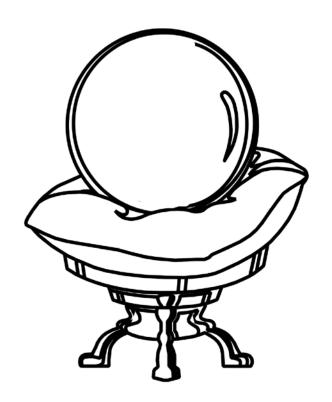
Is it possible to know with certainty what the level of interest rates will be, what the price of a stock will be or who will win the super bowl a year from now?

- A. Yes
- B. No
- C. Maybe





For fools rush in where angels fear to tread



"He who lives by the crystal ball soon learns to eat ground glass."

C.C. Gaither; Alma E Cavazos-Gaither. Statistically Speaking: A Dictionary of Quotations (Kindle Locations 960-961). Kindle Edition.

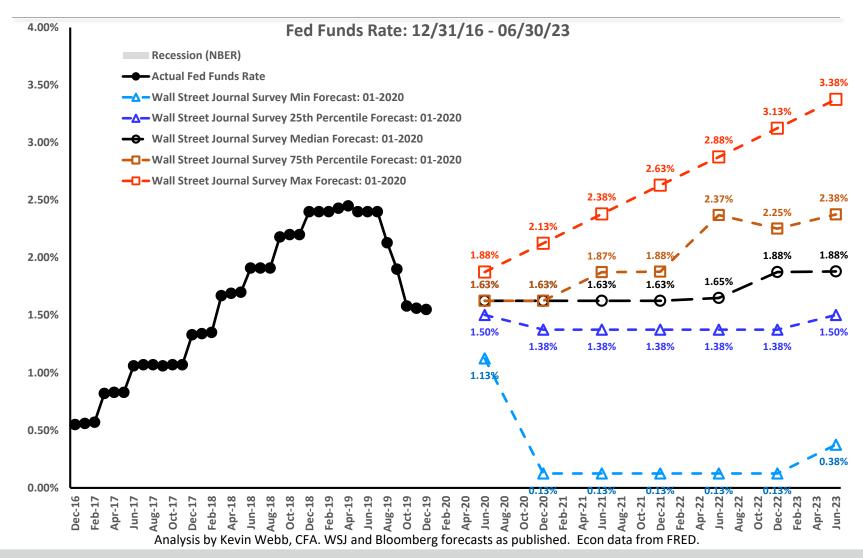
Pope, Alexander (2011-12-01). An Essay on Criticism (Classic Series) with New Illustrated (Kindle Location 317). . Kindle Edition.







Chalcas Chart: Dec-16 to Jun-23 on Jan-20

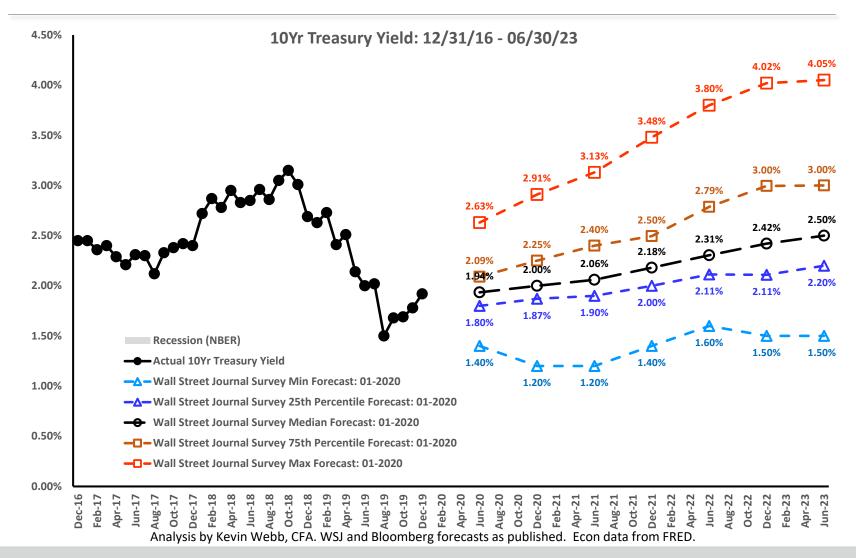


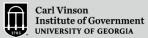






Chalcas Chart: Dec-16 to Jun-23 on Jan-20

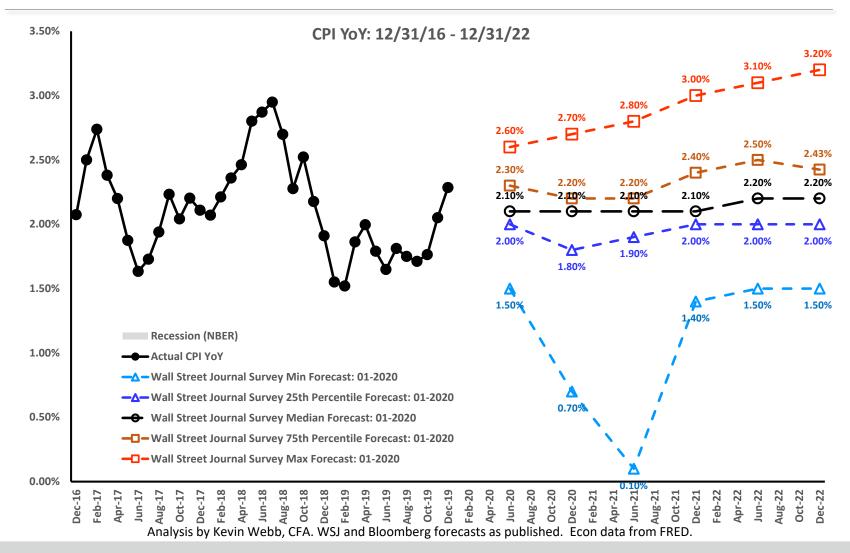


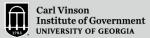






Chalcas Chart: Dec-16 to Dec-22 on Jan-20

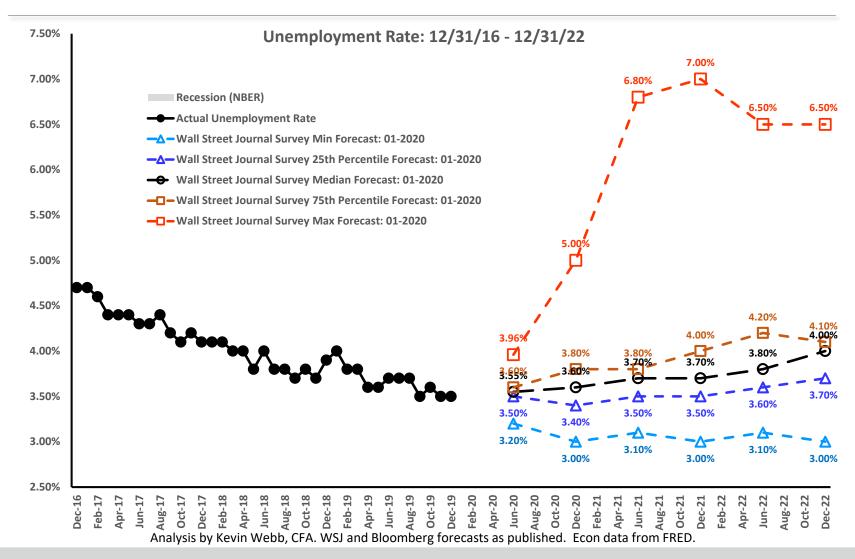


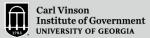






Chalcas Chart: Dec-16 to Dec-22 on Jan-20

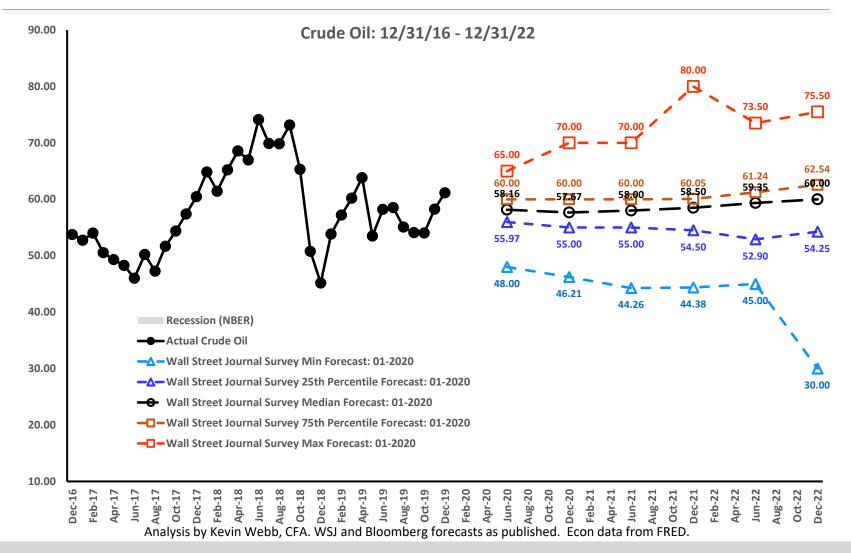


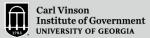






Chalcas Chart: Dec-16 to Dec-22 on Jan-20

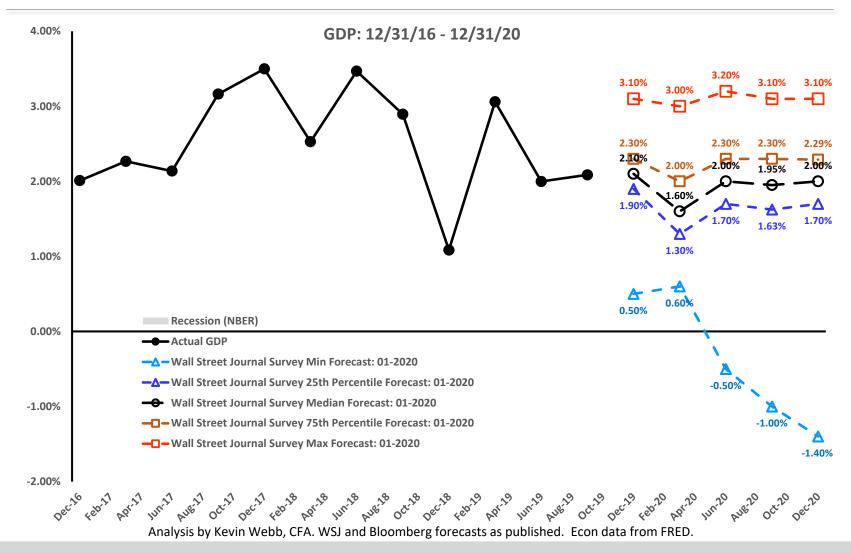








Chalcas Chart: Dec-16 to Dec-20 on Jan-20

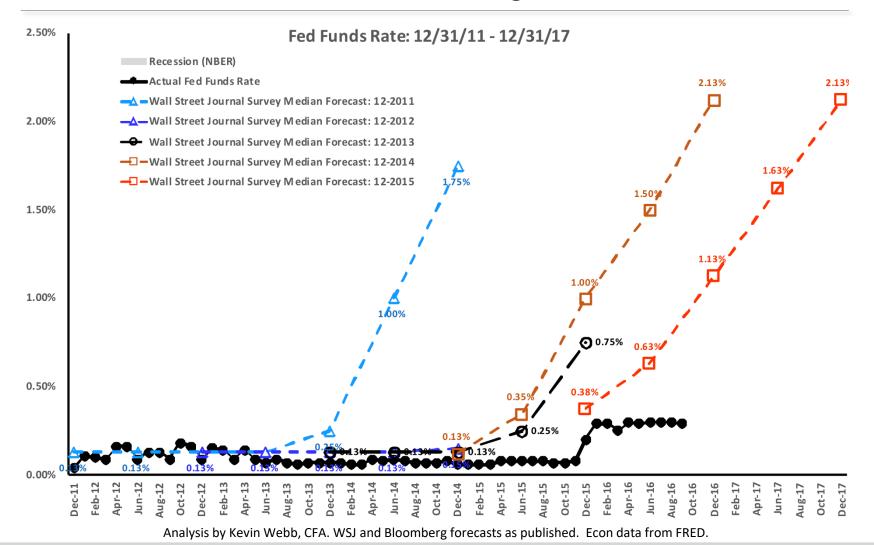








FED Funds Visual Accuracy Test

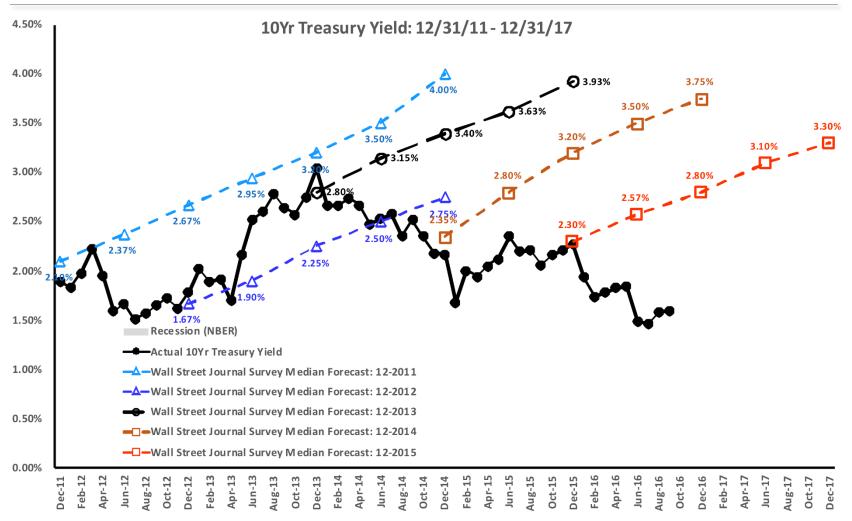








10Yr Treasury Yield Visual Accuracy Test



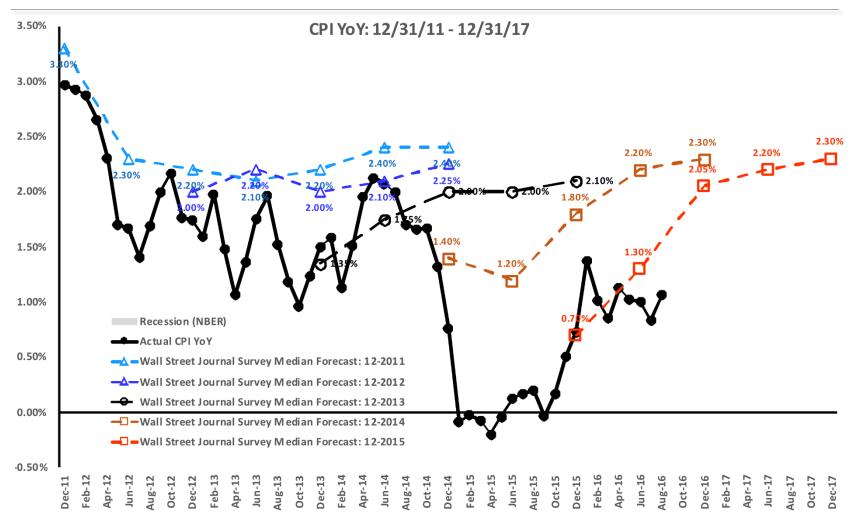








CPI YoY Visual Accuracy Test

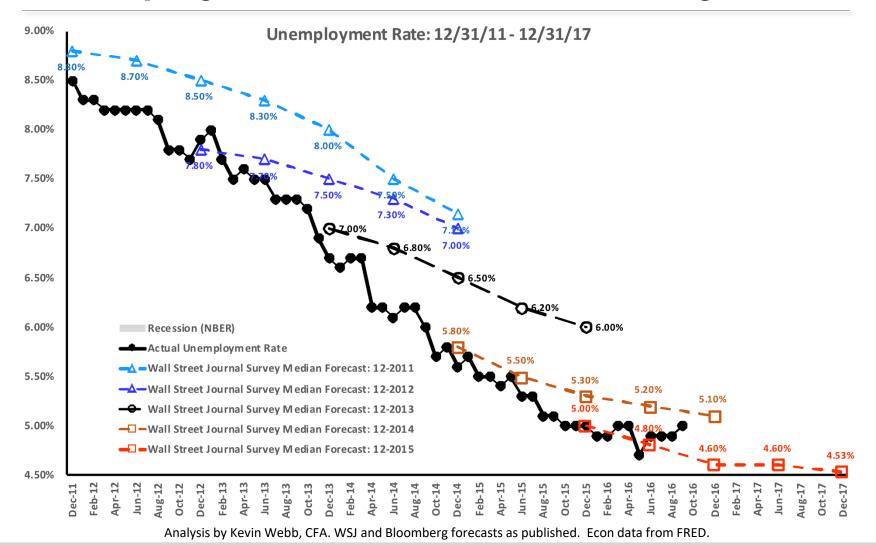








Unemployment Rate Visual Accuracy Test

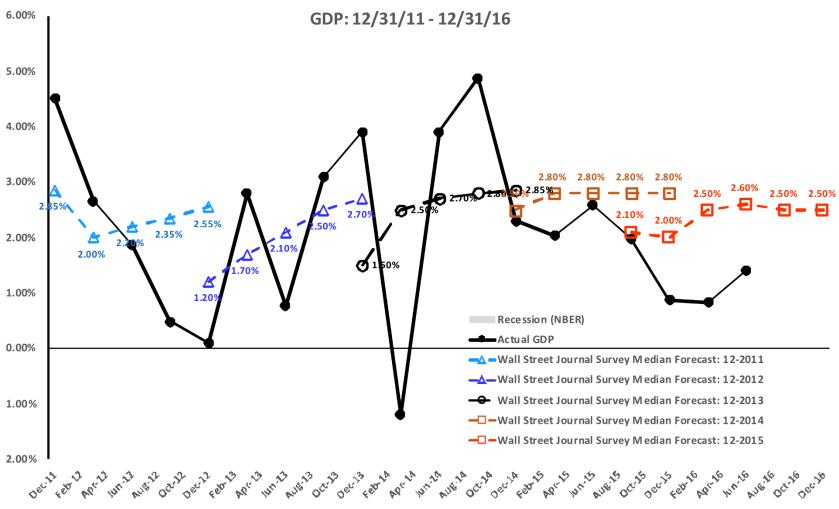








GDP Visual Accuracy Test



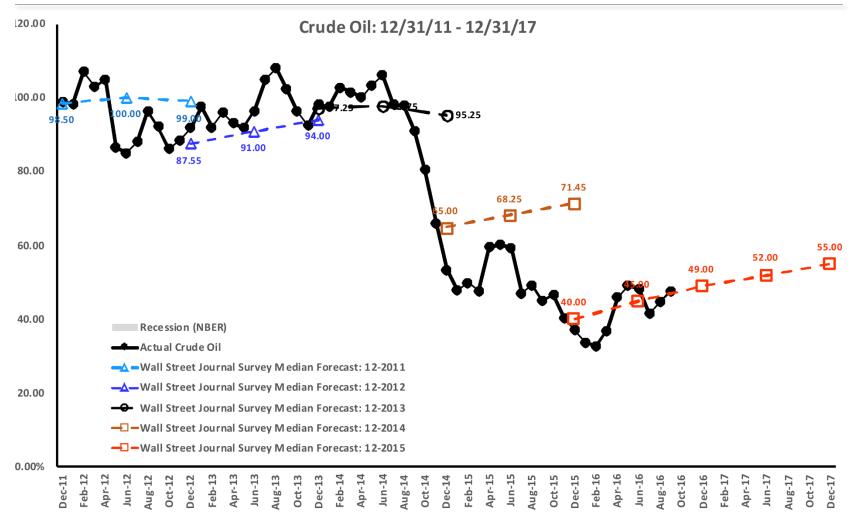








Crude Oil Visual Accuracy Test











Federal Reserve





Monetary policy is the Federal Reserve's actions, as a central bank, to achieve three goals specified by Congress: maximum employment, stable prices, and moderate long-term interest rates in the United States.

The Federal Reserve conducts the nation's monetary policy by managing the level of short-term interest rates and influencing the availability and cost of credit in the economy. Monetary policy directly affects interest rates; it indirectly affects stock prices, wealth, and currency exchange rates. Through these channels, monetary policy influences spending, investment, production, employment, and inflation in the United States.

Learn more

Federal Open Market Committee

FOMC Calendar

About the FOMC

Transcripts and other historical materials

Rules and Authorizations

FAQs

FOMC Longer-Run Goals and Monetary Policy Strategy (PDF)

Communications Policies: Committee (PDF) | Staff (PDF) **Recent Documents**

FOMC Statement: PDF | HTML

Released December 13, 2017

Projection Materials: PDF | HTML

Released December 13, 2017

Press Conference

December 13, 2017

FOMC Minutes: PDF I HTML

Released January 3, 2018

Upcoming Dates

Jan. 30-31 FOMC Meeting

Two-day meeting

Feb. 21 FOMC Minutes

Meeting of Jan. 30-31

March 20-21 FOMC Meeting

Two-day meeting Press Conference

April 11 FOMC Minutes

Meeting of March 20-21

https://www.federalreserve.gov/monetarypolicy.htm







Congressional Budget Office

Budget and Economic Data

CBO regularly publishes data to accompany some of its key reports. These data have been published in the <u>Budget and Economic Outlook and Updates</u> and in their associated supplemental material, except for that from the <u>Long-Term Budget</u> Outlook.

BUDGET

- 10-Year Budget Projections
- Long-Term Budget Projections
- Historical Budget Data
- 10-Year Trust Fund Projections
- Detailed Revenue Projections
- Spending Projections, by Budget Account
- Estimates of Automatic Stabilizers

ECONOMIC

- 10-Year Economic Projections
- Potential GDP and Underlying Inputs

10-Year Economic Projections

Projections of output, prices, labor market measures, interest rates, and income.

Jun 2017 Jan 2017 Aug 2016 Jan 2016 Aug 2015 Jan 2015 Aug 2014

Feb 2014 Feb 2013

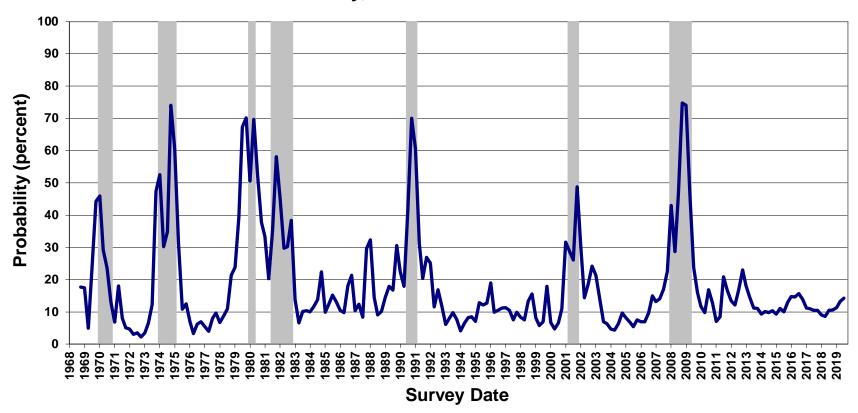
https://www.cbo.gov/about/products/budget-economic-data





Survey of Professional Forecasters

The Anxious Index Probability of Decline in Real GDP in the Following Quarter Quarterly, 1968:Q4 to 2019:Q3



https://www.philadelphiafed.org/research-and-data/real-time-center/survey-of-professional-forecasters/anxious-index







Knowledge Check

When looking at forecasts which forecast(er) should you follow?

- A. Piper Sandler John Daniel Forecast
- B. Goldman Sachs Forecast
- C. Congressional Budget Forecast
- D. Median/Average Forecast





QUESTIONS?

Kevin Webb, CFA Kevin.Webb@psc.com

PIPER SANDLER



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