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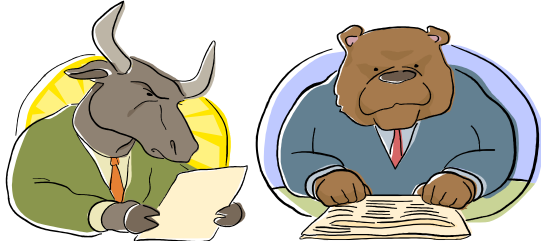
OF

RAYMOND JAMES®

# Spring 2018 Newsletter

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## Market News

April 11, 2018

Well Spring is here... or is it? The weather here in St. Louis has been more like late fall or early winter with freezing temperatures in the morning and highs only in the 40's or low 50's in the afternoon. At least the home opener for the St. Louis Cardinals was sunny and near 60 degrees. We know the weather will turn and it will then be time to mow the lawn, plant flowers and clean up the yard of left over dead leaves.

We have seen rather cold markets recently, with a pull-back of 10% from the highs we saw in late January. Concerns about rising interest rates, worldwide growth and trade wars have put a ceiling on the markets here and internationally. While it is difficult to predict what will eventually come of the trade wars, it was refreshing to see China offer to lower some tariffs recently and Canada and Mexico willing to re-look at the NAFTA between our countries.



Sam Kichline, Registered Client Service Associate, Nicole Pollard- Sr. Registered Client Service Associate & Branch Technical Liaison, Joel Kichline, CFP®, WMS, Sr. Vice President, Investments

This time last year, we were in the midst of a war of words between Trump and the leader of North Korea. Heightened concern over an actual war breaking out caused several months of uncertainty. Now, North Korea is looking to sit down with the US and China to discuss not using nuclear weapons. We can hope this proceeds to result in a positive outcome.

What we can count on, is that the headline news will likely provide a back drop for the markets to continue to remain volatile in the meantime. In looking forward, we should see the markets eventually focus on earnings, GDP growth of our country, lower taxes and economic growth worldwide.

We have also included a report called *Thoughts on the Market*, which includes more detail on the trade tensions that have been present recently. It has points of view from several Raymond James analysts. If you're receiving this via email, the article also contains links to even more in-depth information.





In honor of the tax season, here is some info on the new tax laws and how to possibly reduce your taxable income in 2018. The new tax law creates a large tax break for companies on current earnings and earnings they were parking overseas. What can it do for the average taxpayer like you and I?

- The standard deduction doubles for 2018: Single \$12,000, Married \$24,000
- Mortgage interest may be deductible, for loans below \$750,000.
- 529 plans for education open up to now include high school and below
- Personal deductions are repealed.
- State and Local Tax deductions capped at \$10,000
- Retain medical expense deduction
- A new 37 percent top rate will affect individuals with incomes of \$500,000 and higher. The top rate kicks in for married taxpayers who file jointly at \$600,000 & up.
- The estate exemption doubles to \$11.2 million per individual and \$22.4 million per couple in 2018.
- The child tax credit has been raised to \$2,000 per qualifying child, those who are under 17, up from \$1,000. A \$500 credit is available for dependents who do not get the \$2,000 credit.

### Possible ways to reduce taxable income in 2018:

- Increase your contribution amount into your 401k, 403B, IRA etc.
- Increase your charitable contributions
- If you have a college student for the first time this year look for a tax credit for the first year of school --- Hope Scholarship credit --- if continued by Congress.
- Make non cash contributions to Goodwill or other charities.
- Make non cash in lieu contributions to a charity --- i.e. donate a car to charity versus trading it in to purchase a new car.

Here is a link to the IRS Bulletin:

[https://www.irs.gov/irb/2018-10\\_IRB#RR-2018-06](https://www.irs.gov/irb/2018-10_IRB#RR-2018-06)

Information contained within was received from sources believed to be reliable, but accuracy is not guaranteed. Past performance is not indicative of future results. Investing always involves risk and you may incur a profit or loss No investment strategy can guarantee success.

We do not offer tax or legal advice or services. Please consult a qualified professional to discuss these matters.

Sunday, May 13<sup>th</sup>, 2018



Sunday, June 17<sup>th</sup>, 2018





## On the Kichline Home Front...



Gypsy, Smoky and Bandit going for a car ride

We learned at the end of last year that our granddaughter will be attending Webster Groves High School. This is good news, as we can follow the in her extra-curricular activities for the next four years. As a result of her future attendance, Sam and Lisa are now looking for a home in the area; Webster Groves, Kirkwood, Shrewsbury and Rock Hill. We have viewed some homes with them and it is definitely a seller's market, with homes usually getting multiple contracts on the first day of the open house. This makes it challenging to find what you want and not over pay for it. It is an exciting and sometimes frustrating process all at once and one that requires patience and time to review what is available in the market place of homes to buy.



The beautiful Easter cross outside of Sharon's church

Sharon's church, Webster United Methodist, had a great Easter celebration, with record attendance over the past 7 years Sharon has been there. We even had

a large number of children turn out for the Easter egg hunt before the snow fall later that day. The service was filled with children's music, the choir singing several songs and Easter flowers throughout the church. It was a blessed day and one reflects the importance of faith in our lives.



Two Wester Groves track team members

Our son, Glenn will soon be starting his work with the City of Rock Hill again this summer, pouring concrete for a new street and taking out an old one. His boss really enjoys having Glenn on his work crew because he finds him to be a hard and consistent worker and someone he can count on to get the job done right.

I am eagerly awaiting the warmer weather so I can start riding my bike outside again without freezing. My early bike rides, around 5:15 -5:30 in the morning, allow me to work-out for about an hour and get my ride in before people head off to work or school. My puppies, Smoky and Bandit, have enjoyed our early morning time together, as they take turns jumping in my lap. Sometimes, Gypsy will hop up after the puppies have their time with "dad", to get a good rub down as well.

I also try to assist with coaching the track team a couple times a week at Webster Groves High School. Though I am unable to run the workout with them (due to arthritis in my knees from running 45 years), I usually will time their runs and sometimes run with them. The boys and girls teams both have runners who are very accomplished with their times and experience, so it is a pleasure to work with them.

We hope your spring will be full of flowers, warmer weather and a time to go for a walk or hike.



# Kichline Spring Update



As I mentioned in the last newsletter, we made it a point to go to Hidden Valley this season. Fortunately, it will no longer be closing, now that the zip-line has been approved by the city of Wildwood. Ashlynn brought her friend Anna along and her cousin Andrew joined us as well. Ash has been a couple times before and looked pretty confident on her skis.



The Intrepid Snowboard Class of 18'

Meanwhile, my wife Lisa and nephew Andrew had never been skiing and thought that snowboarding would be more fun. So... Sam's snowboarding school was in session. Upon gathering our equipment, my mother informed me that she too would be joining the class. With my brother, Glenn's help, we pushed the birds out of the nest. I am proud to say that they all managed to make it down the hill in one piece!

Easter was a little gloomy this year, but we made the best of a bad situation. Sharing good food, stories, and playing silly games like Bean Boozled. Of course, it being April Fool's Day, I had to pull a prank. I filled a basket with goodies for everyone to share. One of the treats, however, was a hollow chocolate bunny filled with mayonnaise. Of course it was my 6 year-old niece that picked that bunny for herself. Hopefully her memory isn't as good as her sense of humor.

# A Salute to My Heritage

By: Nicole Pollard



One of the main purposes of our newsletter is to keep you apprised of happenings in the market and the financial world in general. I think many would agree, though, the most fun part is the personal pieces. I thought I would do something a little different this time and share a piece of my heritage with you and include a topic that everyone can relate to: FOOD!

My maiden name is LUSICIC, which is Croatian. My grandfather was 100% Croatian and his father came to the states in the 1920's after refusing to fight on the side of the Germany in WWI. He found himself in South America, looking for a way to make it into the U.S. He finally was able to enter the U.S. via Cuba and that was the start of Lusicic roots in the United States.

My great-grandmother and great-grandfather started a local Croatian music group in 1935 called the Hrvatski Pomladak and later formed the St. Louis Croatian Jr. Tamburitza. These groups played Croatian instruments, wore the traditional costumes, danced kolos and sang in the Croatian language. To this day, the Jr. Tamburitza are still going strong after so many years and still a part of my family, now led by my aunt and uncle. The Lusicic family, including my great-grandmother great-grandfather, great-aunt and grandfather are the only entire family in the Tamburitza Association of America (TAA) Hall of Fame.



The St. Louis Croatian Junior Tamburitza, led by my uncle, Dan Lusicic and aunt, Linda Lusicic, at the far right. Picture from an online article: <http://advantagenews.com/features/spotlight/the-croatian-connection/>

I think the family's love for music is only matched by our love for good food. As far back as I can remember, almost every holiday gathering on my dad's side of the family has included a dish called Sarma. It is essentially cabbage rolls. Here is a recipe so that you can experience a little bit of Croatia in your home too!



## Ingredients:

1 large head of cabbage	1 chopped onion
1 lb lean ground beef	1 tsp ea. salt & pepper
1/2 lb ground pork	1/2 tbsp minced garlic
1/2 lb ground ham	1 c tomato sauce
1 cup uncooked long-grain rice	1 egg
1 lb sauerkraut	1 tsp paprika

## Directions:

Carefully remove cabbage leaves from the head of cabbage and blanch in salted water to soften them.

In a large bowl, combine the beef, pork, ham, rice, onion, egg, garlic, salt, pepper and paprika. Mix well and form into oblong balls, using about 1/2 cup mixture for each. Wrap a cabbage leaf around each ball.

In a large pot, spread the sauerkraut at the bottom and place cabbage rolls on top with seams facing down. Pour the tomato sauce over cabbage rolls and then add enough water to cover everything. Bring to a boil and then simmer on low for about 3 hours. You may need to add water periodically.

From my family to yours... Enjoy!!!

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