With approximately $5.8 billion in assets under management as of September 30, 2015, Kaspick & Company manages one of the largest portfolios of planned gifts in the country. Our firm is recognized nationally for the quality of its services and for bringing to planned gifts the sophisticated portfolio management strategies used today by leading endowments. Kaspick & Company’s clients include many of the pre-eminent educational, medical, religious, and service organizations in the nation.

We work in partnership with our clients and their donors to provide the essential elements of a well-managed gift: sophisticated asset management, timely and accurate administration, and informative reporting. Our comprehensive services, expert staff, and innovative approach have set the standard for planned gift management and administration.

The Kaspick & Company investment team combines investment experience with expertise in planned giving to successfully manage gifts of all types, including charitable remainder trusts, lead trusts, pooled income funds, and gift annuities. The investment team develops for each trust a broadly diversified mix of assets designed to meet the trust’s specific objectives. The team has a proven track record of producing competitive risk-adjusted returns. (Please see the insert for further details.)

Kaspick & Company provides expert administration services for planned gifts, including document review, payment processing, and tax preparation. The trust administration team has extensive knowledge of trust and tax law, and the practical experience necessary to meet the needs of each trust. Our administration services are tailored for each client and are closely coordinated with our investment activities. We also provide our clients and their donors with detailed reporting so they stay well-informed about their trusts.

We are available to meet with donors before they establish a trust, to facilitate their decision making. By discussing the likely effects of the gift choice on their payments and on the portfolio’s expected growth, we help ensure the gift meets their expectations.

Founded in 1989, Kaspick & Company employs over 110 employees, with offices in Redwood Shores, CA, St. Louis, MO, and Boston, MA. Kaspick & Company is a member of the TIAA-CREF group of companies. TIAA-CREF, a national financial services organization managing approximately $834 billion in assets as of September 30, 2015, is the leading provider of retirement services to individuals and institutions in the academic, research, medical, philanthropic, and cultural fields.
INVESTMENT PHILOSOPHY
A SOPHISTICATED ASSET MANAGEMENT APPROACH

The Kaspick & Company investment team has extensive experience managing planned gift assets. We understand the unique demands of these portfolios and can accommodate trusts of all types.

We develop an asset allocation specific to each trust. In selecting the appropriate mix of stocks and bonds, we seek as much appreciation potential as possible, taking into account the risks, the beneficiary’s situation, the trust type, and the payout rate. We consider the likely impact of the portfolio mix on the beneficiary’s after-tax income and the trust’s remainder value.

Our portfolios are diversified across asset classes and manager styles. This approach is designed to produce competitive long-term results and to protect portfolios in difficult economic environments. Below, we show the current target asset allocation of the Growth allocation.

After selecting a trust’s target asset allocation, we invest it in a diversified portfolio of no-load mutual funds. Using mutual funds allows us to diversify portfolios of all sizes.

We research available funds and select those with strong performance records, experienced portfolio management teams, disciplined approaches, good corporate governance, and low fees. Within each asset class, we allocate assets to multiple funds with contrasting investment styles. We use both active and indexed strategies. Our large cap managers have a value tilt. The goal of using a value approach is to reduce downside risk and short-term gains, both of which negatively affect beneficiary payments.

We closely monitor the performance, portfolio holdings, and strategies of each fund. Portfolio decisions are made in consultation with the charity trustee. We review each trust portfolio at least quarterly to ensure it is meeting its objectives. We understand the complex regulations surrounding planned gifts and implement our strategies to produce the best results for both the donor and the charity.

Trust assets are held at Charles Schwab & Co., Inc. Each trust is in a separate custody account. By using Schwab for custody services and trade execution, we minimize custody charges and reduce trading costs. We can produce for each trust, at any time, an independent, auditable statement of assets, as well as up-to-date market value and performance information.

Disclosure: Each KASPICK & COMPANY portfolio is subject to market risk. The Growth allocation carries the risk that its equity holdings may grow more slowly than the economy as a whole or not at all. The portfolio is also subject to risks associated with foreign markets, the real estate sector, and fixed income risks concerning adverse interest rate and currency movements.
SELECTED BIOGRAPHIES

SENIOR STAFF

Lindy Sherwood  
*President and Senior Managing Director*  
Ms. Sherwood joined Kaspick & Company in 2011 from Northern Trust (2005–2011) where she was Region President in Northern California, responsible for managing the wealth management, private and business banking, trust and estate planning, and financial consulting business. Prior to Northern Trust, Lindy held management positions at U.S. Trust Company, Schwab Institutional, and Citibank. Ms. Sherwood holds a BA from the University of California, Santa Barbara.

Abigail B. Mason  
*Chief Investment Officer*  
Prior to joining Kaspick & Company in 1995, Ms. Mason was a Managing Director at Cambridge Associates, Inc. Ms. Mason is a Director of the Boston Lyric Opera, a Director of the Friends of the Public Garden where she co-chairs the Investment Committee, and a trustee emerita of Norwich University where she sits on the Investment Committee. Ms. Mason has an AB in Economics and an MBA with distinction from Harvard University.

Damon L. Whelchel, CFA, CAIA  
*Senior Director, Investment Management*  
Mr. Whelchel has over 20 years of investment experience. His responsibilities include advising nonprofit organizations on investment policy, portfolio design, and manager selection and oversight. Prior to joining Kaspick & Company in 1997, Mr. Whelchel worked as an economic analyst at Wells Fargo Capital Management. Mr. Whelchel holds a BA in Economics from Gustavus Adolphus College and an MS in Economics from Purdue University.

Sarah Devany  
*Chief Operating Officer*  
Ms. Devany joined Kaspick & Company in 2011 after 15 years at Charles Schwab & Co., Inc. where she led service and operations organizations and managed a number of large infrastructure projects and firm-wide initiatives. Prior to Schwab, Ms. Devany was responsible for strategic planning and business analytics and reporting at Shaklee Corporation, Providian Financial Corporation, and Gnostic Concepts. Ms. Devany has a BA from the University of California, Berkeley with a major in English.

C. Alan Korthals  
*Chief Client Relationship Officer*  
Prior to joining Kaspick & Company in 1997, Mr. Korthals served as Manager of Gift Services for The First Church of Christ, Scientist, where he was responsible for gift planning and the administration and investment of the planned giving program. Mr. Korthals has a BBA in Finance from the University of Texas at Austin, and graduated with high honors from the ABA’s National Graduate Trust School.

David A. Libengood  
*Senior Director, Relationship Management*  
Mr. Libengood has over 25 years of experience in the planning, administration, and investment of planned gifts. Prior to joining Kaspick & Company in 2001, he was responsible for gift planning, trust and bequest administration, and the investment of life income gifts at The First Church of Christ, Scientist. Mr. Libengood holds a Bachelors of Music Performance degree and an MBA with distinction from The University of Michigan.
KASPICK & COMPANY CLIENTS

CHARITABLE ORGANIZATIONS NATIONWIDE

ACLU Foundation of Southern California
Alzheimer’s Association
American Red Cross
The University of Arizona Foundation
University of Arkansas Foundation
Bates College
Berea College
Bowdoin College
Brandeis University
Bucknell University
University of California, Berkeley Foundation
University of California, San Francisco Foundation
California Institute of Technology
The UCLA Foundation
Cal Poly Corporation and Cal Poly Foundation
Carleton College
The University of Chicago
Church of the Nazarene
Claremont McKenna College
Colgate University
University of Colorado Foundation
Community Foundation for Monterey County
Dartmouth College
University of Dayton
University of Delaware
University of Denver
DePauw University
The Episcopal Diocese of California
The First Church of Christ, Scientist
University of Florida Foundation, Inc.
Franklin & Marshall College
Georgetown University
Georgia Tech Foundation, Inc.
Gordon-Conwell Theological Seminary
Groton School
Gustavus Adolphus College
Hamilton College
Henry E. Huntington Library and Art Gallery
Iowa State University Foundation
JDRF International
The Jewish Theological Seminary
Johns Hopkins University & Medicine
The Kansas University Endowment Association
Kenyon College
KQED Inc.
Lucile Packard Foundation for Children’s Health
Luther College
Luther Seminary
Macalester College
Masonic Grand Lodge of California
Massachusetts Institute of Technology
Mayo Clinic
Middlebury College
Mills College
Minnesota Community Foundation
University of Minnesota Foundation

University of Missouri
University of Montana Foundation
Montana State University Foundation
Moravian Ministries Foundation in America
Mount Holyoke College
The Nature Conservancy
The University of North Carolina at Chapel Hill
Northwestern University
Oberlin College
Occidental College
The Ohio University Foundation
Oklahoma State University Foundation
The Oregon Community Foundation
University of Oregon Foundation
Oregon State University Foundation
Pacific Lutheran University
University of Pennsylvania
The Pennsylvania State University
Phillips Academy
Reed College
Renaissance Charitable Foundation, Inc.
Rensselaer Polytechnic Institute
Rice University and Rice Trust Inc.
Rochester Institute of Technology
Saddleback Memorial Foundation
St. Olaf College
The Saint Paul Foundation
The Salvation Army, U.S.A. Western Territory
San Francisco Symphony
Santa Clara University
Seattle University
The Sierra Club Foundation
Silicon Valley Community Foundation
University of Southern California
Southern Methodist University
Southern Oregon University Foundation
Stanford University
Texas A&M Foundation
Trinity College
The Trust for Public Land
Tufts University
University of Utah
Valparaiso University
Vassar College
The Vermont Community Foundation
Virginia Tech Foundation
University of Washington
Washington State University Foundation
Wesleyan University
Whitman College
Whitworth Foundation
Willamette University
Williams College
The College of Wooster
World Vision, Inc..

www.kaspick.com

SEC Required Language: This client list includes all institutional planned giving clients. It is not known whether the listed clients approve or disapprove of KASPICK & COMPANY or the advisory services provided.
**INVESTMENT PERFORMANCE**

**BENCHMARK COMPARISONS AND PERFORMANCE DETAIL**

**SEPTEMBER 30, 2015**

**How to Read the Charts**

The top chart shows the annual returns of **KASPICK & COMPANY** and benchmarks for each calendar year since 2010.

The next chart shows the average annual compound returns and the risk of **KASPICK & COMPANY**’s Growth allocation and benchmarks for the 20 years ending September 30, 2015. The annual standard deviation of performance is used as the measure of risk.

The table at the bottom provides performance detail, including one, three, five, 10, and 20-year average annual compound returns. Also shown is the performance of the average balanced fund, as reported by Morningstar, Inc.

Please see the reverse side for required disclosure.

---

**KASPICK & COMPANY Compared to Benchmarks**

**Annual Returns**

<table>
<thead>
<tr>
<th>Year</th>
<th>K&amp;Co. Growth Composite (Net)</th>
<th>Multi-Asset Growth Benchmark</th>
<th>60% S&amp;P/40% BarCap U.S. Intmdt. Govt./Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>10.0</td>
<td>7.0</td>
<td>6.0</td>
</tr>
<tr>
<td>2011</td>
<td>5.0</td>
<td>6.0</td>
<td>6.0</td>
</tr>
<tr>
<td>2012</td>
<td>7.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
<tr>
<td>2013</td>
<td>6.0</td>
<td>8.0</td>
<td>8.0</td>
</tr>
<tr>
<td>2014</td>
<td>7.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
<tr>
<td>YTD 2015</td>
<td>5.0</td>
<td>6.0</td>
<td>6.0</td>
</tr>
</tbody>
</table>

**KASPICK & COMPANY Compared to Benchmarks**

**20 Years Ending September 30, 2015**

<table>
<thead>
<tr>
<th>Year</th>
<th>K&amp;Co. Growth Composite (Net)</th>
<th>Multi-Asset Growth Benchmark</th>
<th>60% S&amp;P 500/40% BarCap U.S. Intmdt. Govt./Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>9.0</td>
<td>7.0</td>
<td>6.0</td>
</tr>
<tr>
<td>2011</td>
<td>7.0</td>
<td>7.0</td>
<td>7.0</td>
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<tr>
<td>2012</td>
<td>6.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
<tr>
<td>2013</td>
<td>6.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
<tr>
<td>2014</td>
<td>6.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
<tr>
<td>YTD 2015</td>
<td>5.0</td>
<td>7.0</td>
<td>7.0</td>
</tr>
</tbody>
</table>

**Performance Detail for Periods Ending September 30, 2015**

<table>
<thead>
<tr>
<th></th>
<th>1 Year</th>
<th>3 Years</th>
<th>5 Years</th>
<th>10 Years</th>
<th>20 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>KASPICK &amp; COMPANY</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Growth Composite (Net)</td>
<td>-2.2%</td>
<td>6.5%</td>
<td>7.3%</td>
<td>5.6%</td>
<td>7.9%</td>
</tr>
<tr>
<td>Multi-Asset Growth Benchmark</td>
<td>-0.3%</td>
<td>6.9%</td>
<td>7.7%</td>
<td>5.6%</td>
<td>7.4%</td>
</tr>
<tr>
<td>60% S&amp;P 500/40% BarCap U.S. Intmdt. Govt./Credit</td>
<td>0.8%</td>
<td>8.0%</td>
<td>9.0%</td>
<td>6.0%</td>
<td>7.2%</td>
</tr>
<tr>
<td>Morningstar Average Balanced Fund</td>
<td>-2.4%</td>
<td>5.7%</td>
<td>6.8%</td>
<td>4.6%</td>
<td>5.8%</td>
</tr>
</tbody>
</table>

Growth composite returns are net of investment advisory fees and mutual fund expense ratios.

Performance data for periods greater than one year are annualized.

Past performance is not indicative of future results.
INVESTMENT PERFORMANCE

REQUIRED DISCLOSURE

The Kaspick & Company Growth composite returns represent actual results for all discretionary portfolios invested according to the allocation during the period. Portfolios in the composite had no significant cash flows (contributions or withdrawals greater than 10% of market value in any month), and had a market value of at least $50,000 at the time of their initial inclusion. The returns presented are time-weighted total returns (income plus capital appreciation) including all cash reserves and equivalents. Returns reflect the reinvestment of dividends and other earnings. At the end of the most recent period, there were 2,982 portfolios in the composite. The composite calculations have been weighted for the size of each account. The returns are net of mutual fund expense ratios and Kaspick & Company investment advisory fees.

The multi-asset benchmark performance result is calculated using the market index returns of the asset classes used in Kaspick & Company Growth portfolios, each weighted by its long-term strategic target, rebalanced monthly. For more details about the construction of the multi-asset benchmark over time, please contact Kaspick & Company. The indexes used in the benchmark and their strategic targets are found in the table. A traditional domestic stock/bond benchmark consisting of 60% S&P 500 and 40% BarCap U.S. Intmdt. Govt./Credit is also shown. The average balanced fund result is reported by Morningstar, Inc. Standard deviation figures are annualized, based on monthly observations.

This portfolio is subject primarily to equity market risk and is also subject to the risks of fixed income markets. The portfolio invests in the large cap equity sector, and carries the risk that such equities may grow more slowly than the economy as a whole or not at all. The portfolio also invests in foreign markets, which involve special risks, including currency fluctuation and political and economic instability. The portfolio invests in the real estate equity sector, which is subject to various risks including fluctuations in property values, higher expenses or lower income than expected, and potential environmental problems and liability. The portfolio invests in the foreign and high yield bond sectors, which are subject to currency risk and default risk, respectively.

Past performance of the composite is not indicative and is no guarantee of how a client’s assets will perform. No representation is made that an account managed in the stated investment strategy will or is likely to achieve its objectives or that any investor will or is likely to achieve results comparable to those shown or will make any profit at all or will be able to avoid incurring substantial losses by investing in a portfolio using a similar strategy.

KASPICK & COMPANY provides investment advice through investment management agreements that establish investment advisor-client relationships under the terms of each client’s agreement. KASPICK & COMPANY clients with questions regarding the applicability of the information in this publication to them should contact their KASPICK & COMPANY Relationship Manager. Others should contact their investment advisors, financial planners, or other financial services professionals to determine how the information contained in this presentation may apply to their specific circumstances.

This performance presentation is supplemental to the GIPS presentation delivered annually to clients.

<table>
<thead>
<tr>
<th>Growth Multi-Asset Benchmark Composition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market Index</td>
</tr>
<tr>
<td>S&amp;P 500</td>
</tr>
<tr>
<td>Russell 2000</td>
</tr>
<tr>
<td>MSCI EAFE</td>
</tr>
<tr>
<td>MSCI EAFE Small Cap</td>
</tr>
<tr>
<td>MSCI Emerging Markets</td>
</tr>
<tr>
<td>FTSE NAREIT Equity REITs</td>
</tr>
<tr>
<td>S&amp;P Devel. ex U.S. BMI Prop.</td>
</tr>
<tr>
<td>BarCap U.S. Intmdt. Govt./Credit</td>
</tr>
<tr>
<td>Total</td>
</tr>
</tbody>
</table>

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KASpICK & COMPANY

A member of the TIAA-CREF group of companies