

# KASPICK & COMPANY

## OVERVIEW

MARCH 31, 2017

## ABOUT THE FIRM

### A SUMMARY

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With approximately \$6.3 billion in assets under management as of March 31, 2017, 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 group of companies. TIAA, a national financial services organization managing approximately \$938 billion in assets as of March 31 2017, is the leading provider of retirement services to individuals and institutions in the academic, research, medical, philanthropic, and cultural fields. ■

# INVESTMENT PHILOSOPHY

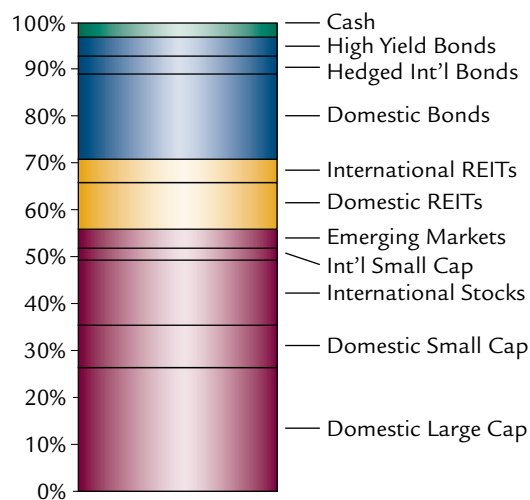
## A SOPHISTICATED ASSET MANAGEMENT APPROACH

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

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### **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.

### **Joseph Gerharz**

*Chief Financial Officer*

Prior to joining Kaspick & Company in 2009 as Senior Business Analyst, Mr. Gerharz worked as a finance partner with sales, customer service, and human relations in a variety of business planning and analysis roles in the nonprofit, social service, automotive, pharmaceutical and medical device, telecommunications, and financial industries. He has an AB in Sociology from the University of Chicago, an MS in Accounting from the University of Illinois-Chicago, and he earned a CPA and CGMA.

### **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  
 Carnegie Mellon University  
 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  
 North Carolina State University Foundation, Inc.  
 University of North Dakota Alumni Assoc. & Foundation  
 Northwestern University  
 Oberlin College  
 Occidental College  
 The Ohio University Foundation  
 The Ohio State University Foundation  
 Oklahoma State University Foundation  
 The Oregon Community Foundation  
 University of Oregon Foundation  
 Oregon State University Foundation  
 University of the Pacific  
 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.