



FAST AGB FOUNDATION LEADERSHIP FORUM **FORWARD**

VIRTUAL CONFERENCE • JANUARY 25–27, 2021



PARTICIPANT GUIDE

TABLE OF CONTENTS



QUICK REFERENCE TIPS	PAGE 2
WHAT TO DO BEFORE THE FORUM	PAGE 5
WHAT TO DO DURING THE FORUM	PAGE 8
AGB EXPERIENCE MAP	PAGE 10
SCHEDULE AT A GLANCE	PAGE 11
PARTNER AND SPONSOR PROFILES	PAGE 14-35

Need help? If you have any trouble logging in or accessing sessions, contact the event support team at agbevents@wellingtonexperience.com.

QUICK REFERENCE TIPS



PATHABLE PLATFORM

The AGB Foundation Leadership Forum will use the Pathable online event platform. Once you have activated your profile (see “Claim Your Profile” email that was sent to you) and logged in, we suggest taking a few minutes to explore the platform in advance.

NOTE: Please add Pathable.com to your email safe senders list so that you receive important information about the Forum and the sessions you register to attend.

LOGIN

After you set up your profile, access the Forum site [here](#).

INTERNET

We recommend joining the conference using the most recent version of [Google Chrome](#). While other browsers, including Firefox and Edge, work with the system, Chrome offers the best experience for participants. It is important to have a strong internet connection. The virtual Forum site does not support Internet Explorer.

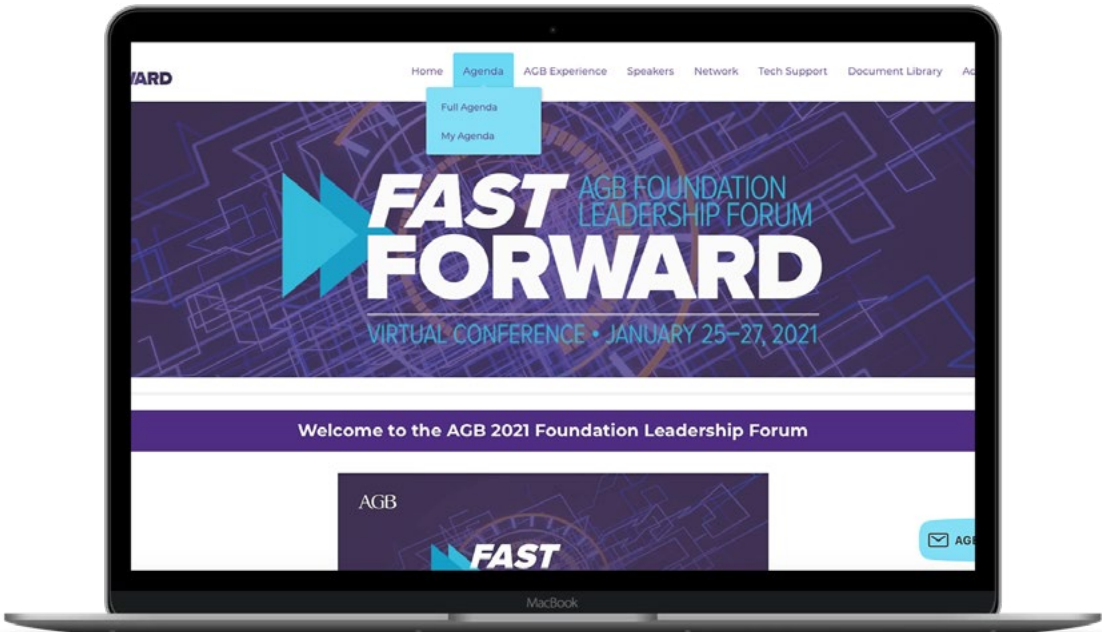
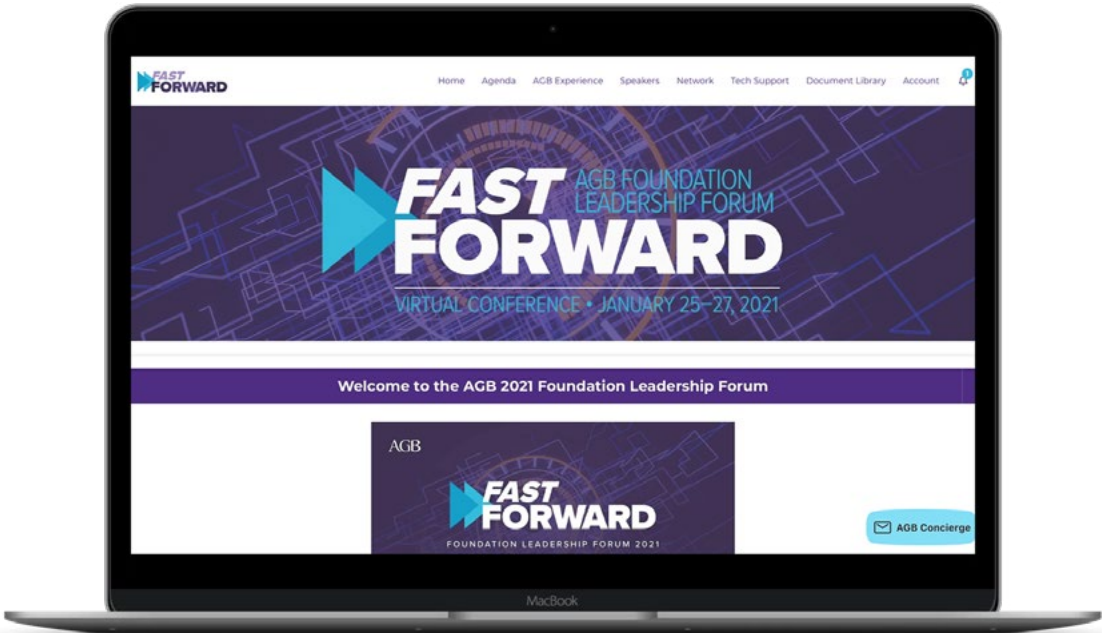
ZOOM

The face-to-face video meetings will run via Zoom. You will not need it to access all sessions, but you will need it for breakout and networking sessions. Download the latest version of [Zoom](#) to participate in those experiences.

ACCOUNT

Here is where you will edit your account profile (update your profile image, title, organization). Log out of your account.

MENU OVERVIEW



QUICK REFERENCE TIPS CONTINUED

SUPPORT

- For technical support, view Tech Support for frequently asked questions or send an email to agbevents@wellingtonexperience.com.
- For other support, contact the AGB concierge via the chat box at the bottom right side of each event webpage, or email concierge@AGB.org.
- For questions about the AGB Experience, visit the AGB Membership Experience booth.

NOTIFICATIONS

The bell icon on the right side of your screen will populate with a number each time you have a new notification. You will also receive emails to remind you when sessions are about to start, or when someone sends you a private message.

PARTICIPATE

Some of the sessions and the networking time are designed specifically for interaction. Upon entering the breakout room, we invite you to turn on your video camera. At times, you will be invited to unmute yourself to participate actively and for question and answer sessions. Make sure your microphone works and your background noise is low.

VIEW

Zoom allows participants to choose their view for interactive sessions. Gallery view looks like a series of tiles showing all participants in a grid. Speaker view highlights the speakers and makes their pictures the largest on your screen. You may select either view in your Zoom window by clicking in the top right corner.

INTERACT

Some presenters will invite you to “raise your hand” in the Zoom breakout rooms if you have questions or comments. This feature can be found by clicking Raise Hand in the bottom middle of the screen.

Other presenters may ask you to put your questions or comments in the chat box located on the platform site.

NETWORK

The [Attendee List](#) can be found under the Network tab, where you can see every registered person. You can schedule a one-on-one meeting by clicking on the participant’s profile and selecting the following:

SCHEDULE MEETING

This will allow you to request a meeting based on that person’s My Agenda.

- Schedule a meeting by clicking on the three dots next to the participant’s name.
- To access schedule meetings, go to the Network tab and select [Schedule Meeting](#).

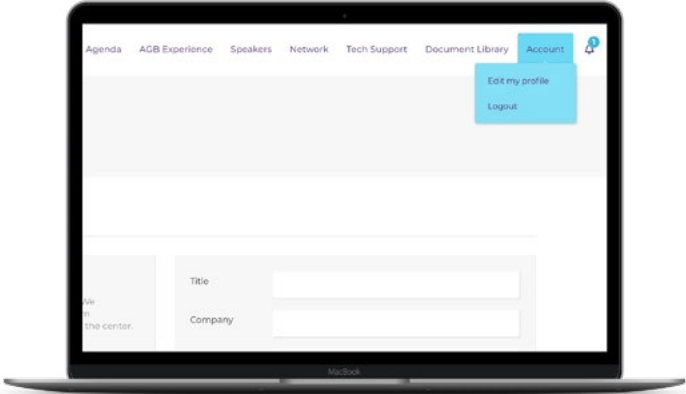
VISIT THE PUBLIC FORUMS PAGE UNDER NETWORK

We will continue discussions from sessions [here](#). You can ask questions or share stories with other participants. Utilize chat and answer any polls that come up during sessions. Click Send. We want to hear from you!

WHAT TO DO BEFORE THE FORUM

#1 SET UP YOUR ATTENDEE PROFILE

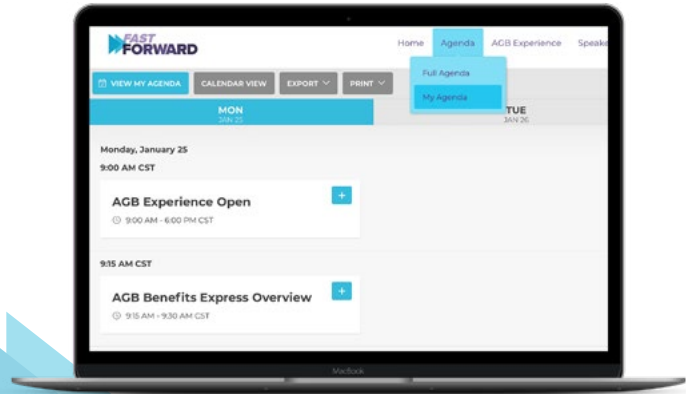
- An email was sent to the address provided during your event registration with an invitation to activate your profile. The link in the email is unique to you and is your access point into the conference. If you don’t see the email, please check your junk folder.
- Click the link in the email to be taken to the conference platform.
- Hover over Account in the Menu.
- Click Edit My Profile.
- Add details to your profile to allow participants to get to know you better.
 - To add a title or role, foundation, and phone number:
 - Click on the white box next to the field and complete.
 - To add a profile image:
 - Click on the Upload Photo icon next to the Profile photo section and upload your image.
 - To save:
 - Save your profile once you have finished filling out each section you wish by clicking on the blue Save button.
 - Contact agbevents@wellingtonexperience.com if you need assistance.



View [Video Tutorial](#) on Setting Up Your Profile. ▶

#2 BUILD YOUR PERSONALIZED AGENDA

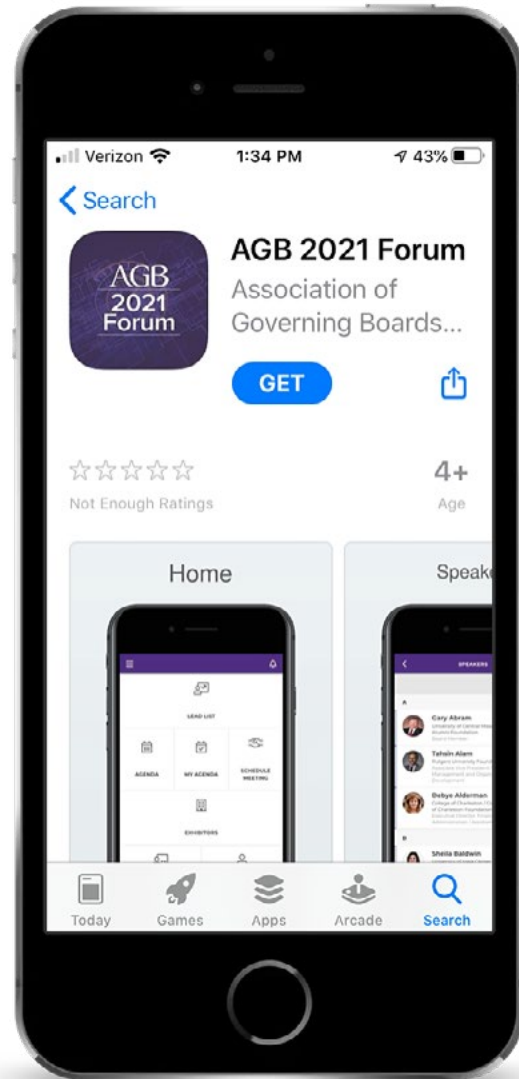
- Access the Full Agenda [here](#). (You will find each day’s sessions here.)
- Add specific sessions to your My Agenda by clicking the “plus” icon next to each session.
- Delete a session from My Agenda by unclicking the check mark next to it.
- Utilize the search function in the top-right corner to find a specific session.
- To learn about session speakers, select the [Speakers tab](#) and scroll through the speakers listed.
- When you are done, export the Full agenda and/or My Agenda and add them to your personal calendar. Prefer paper? You can print them, too.



View [Video Tutorial](#) on Building Your Personalized Agenda. ▶

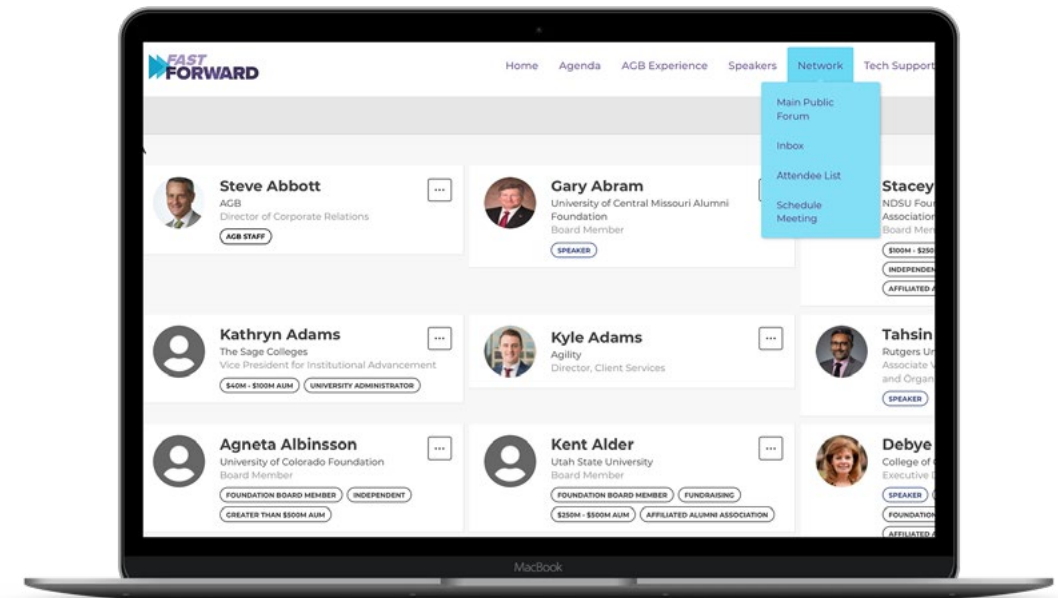


WHAT TO DO BEFORE THE FORUM



#3 DOWNLOAD THE MOBILE APP

- You can enhance your experience by using the mobile app to view the agenda, session and meeting reminders, on-demand content, and more. For the optimal virtual experience, we encourage you to use your desktop to watch live sessions.
- For mobile access, download AGB 2021 Forum from your device's app store.
- Log in with the same credentials as the online platform. You can use the mobile app and the desktop simultaneously.



#4 PREPARE TO NETWORK

- Networking with other foundation leaders is one of the main benefits of the Foundation Leadership Forum. The conference platform allows for robust virtual networking.
- Learn more about fellow attendees by selecting the Network tab and choosing [Attendee List](#).
- Use the Search bar on the right side of the page to find attendees by name, role, location, size of assets, foundation responsibilities, and more.
- Schedule one-on-one meetings by clicking on a participant's profile and selecting [Schedule Meeting](#). This will allow you to request a meeting based on that person's My Agenda.
- You can add multiple participants to your meeting by clicking New Member when scheduling and typing the names of the individuals you want to add to your meeting invitation.
- Access scheduled meetings by selecting the Network tab and then Schedule Meeting.

WHAT TO DO DURING THE FORUM

#1 LOGIN AND ACCESS SESSIONS

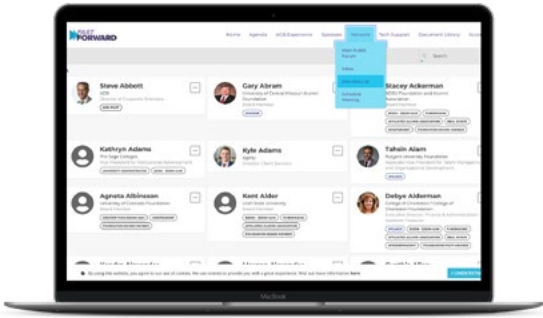
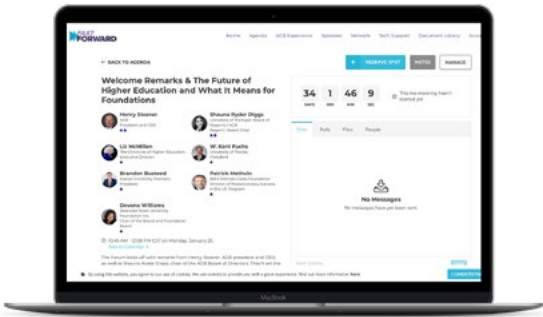
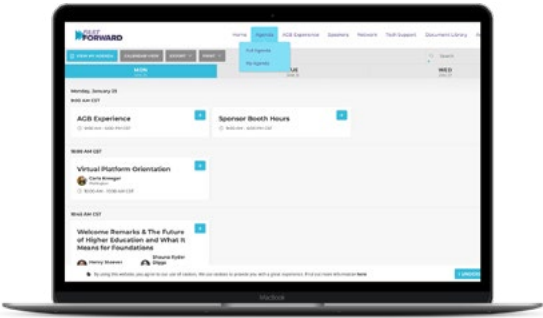
- Participants will be able to access the meeting room one minute prior to the start time.
- [Login](#) and start a session:
 - Go to My Agenda or Full Agenda under the Agenda tab.
 - Click on the desired session.
 - Click the Join Live Meeting button.

#2 PARTICIPATE IN SESSIONS

- Chat with participants or ask presenters questions using the chat feature on the right side of the screen in Agenda view or Theatre mode. Click Send.
- Some sessions will utilize Zoom, and you will chat within Zoom instead. Follow the prompts from the speaker.

#3 NETWORK AND ACCESS SCHEDULED MEETINGS

- Learn more about fellow attendees by selecting the Network tab and choosing [Attendee List](#).
- Use the Search bar on the right side of the page to find attendees by name, role, location, size of assets, foundation responsibilities, and more.
- Schedule one-on-one meetings by clicking on a participant's profile and selecting [Schedule Meeting](#). This will allow you to request a meeting based on that person's My Agenda.
- You can add multiple participants to your meeting by clicking New Member when scheduling and typing the names of the individuals you want to add to your meeting invitation.
- Access scheduled meetings by selecting the Network tab and then Schedule Meeting.
- Start a conversation with other participants. All private messages will be in your inbox.
- Participate in open virtual meeting spaces to connect in a large group with other participants.



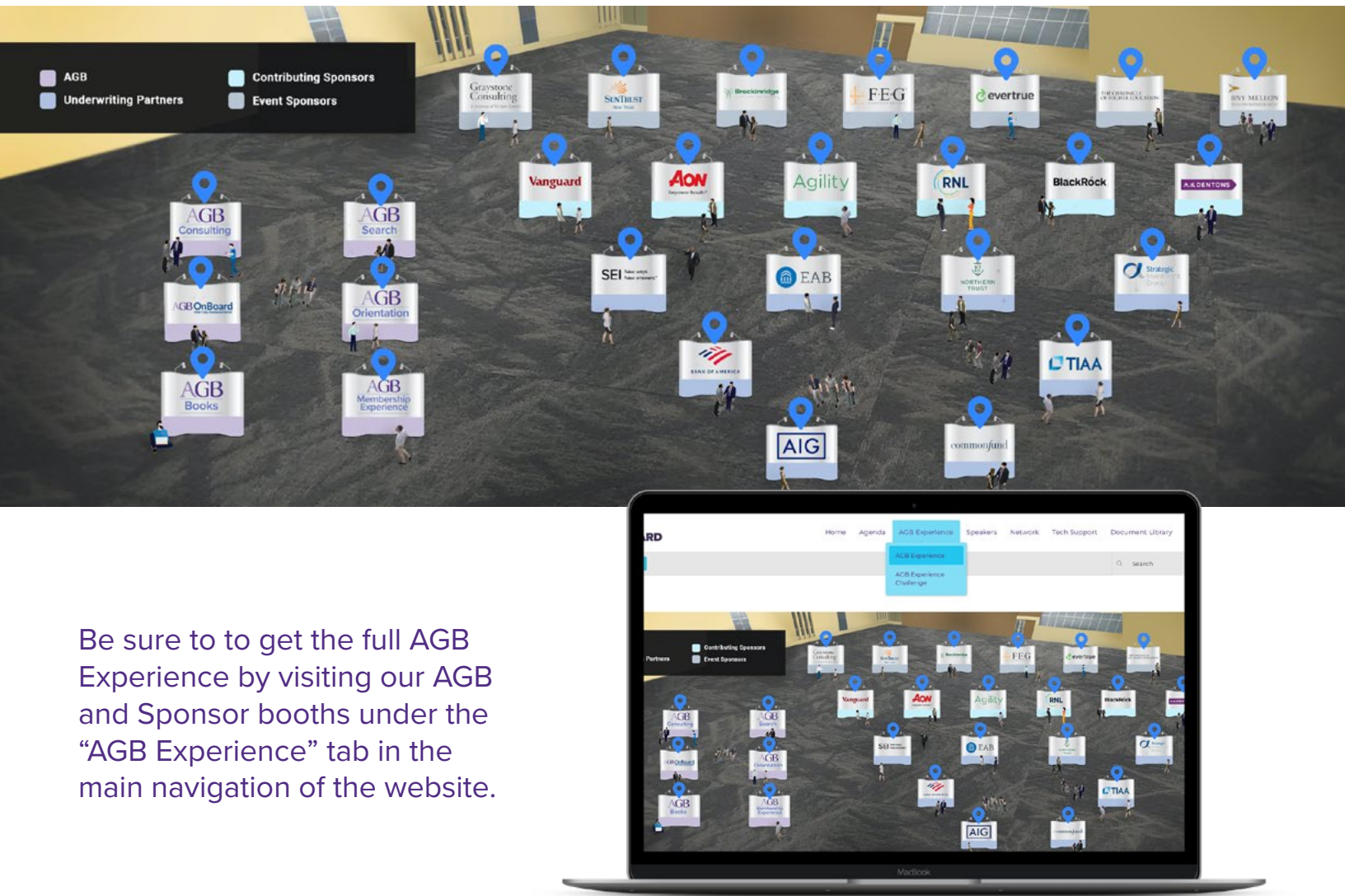
#4 OPTIMIZE YOUR EXPERIENCE

- These tips will assist in optimizing your experience in breakout rooms and connecting sessions.
 - Turn your video camera on so participants can see you, and you can interact face-to-face.
 - Keep your microphone muted, unless speaking.
 - Check your set-up in advance.
 - Place a light behind your computer toward you to illuminate your face.
 - Make sure your device has a microphone and speakers.
 - Minimize background noise. Be in a quiet space.
 - Take Notes: You can take notes directly in the conference platform by using the Notes tab. Since you will have access to the platform for 12 months after the event, you can refer to them as often as you like after the event and share them with your board.
 - Visit the Document Library: All Forum session materials (presentations, handouts, etc.) are available in the Document Library. Materials for the respective sessions are also available under Files. Session recordings will be available one week following the conference. You will have access to the materials for 12 months after the event.

#5 VISIT THE AGB EXPERIENCE AND START THE CHALLENGE

- [AGB Experience](#) is a central hub for discovering the many benefits your membership affords you, viewing demonstrations of digital tools and test-driving them, exploring AGB publications, chatting with governance and search consultants, exploring the wide variety of resources and subject matter experts available from our sponsors, and much more! View [Video Tutorial](#) on the AGB Experience.
- Take the AGB Experience Challenge: Visit the AGB Experience booths during the conference period (January 25-27) and complete activities to earn points. Earn enough points and you'll be entered into a drawing for great prizes. For the official rules and to make sure you are ready to start earning points on January 25, visit the AGB Experience Challenge page by selecting the AGB Experience tab and then [AGB Experience Challenge](#) from the dropdown.
 - Earn at least 2,500 points for a chance to win one of five iPad 10.2-inch.
 - Earn at least 1,500 points for a chance to win one of 10 copies of AGB's new book, The New Realities for Public Higher Education Foundations.
 - Earn at least 500 points for a chance to win one of 15 \$25 Visa gift cards.

AGB EXPERIENCE MAP



Be sure to get the full AGB Experience by visiting our AGB and Sponsor booths under the “AGB Experience” tab in the main navigation of the website.

SCHEDULE AT A GLANCE

All times are in Eastern Standard Time.
All sessions will be recorded and available one week following the conference.

MONDAY, JANUARY 25

- [AGB Experience Open](#)
- [AGB Benefits Express Overview Sessions](#)
- [AGB Forum Virtual Platform Orientation](#)
- [Welcome Remarks](#)
- [Opening Plenary: The Future of Higher Education and What It Means for Foundations](#)
- [AGB Experience and Networking Break](#)
- [Concurrent Sessions](#)
- [Networking: One-on-One or Small Groups](#)
- [Concurrent Sessions](#)
- [Virtual Reception](#)

- 10:00 AM – 7:00 PM
- 10:15 AM – 10:30 AM | 10:45 AM – 11:00 AM
- 11:00 AM – 11:30 AM
- 11:45 AM – 12:00 PM
- 12:00 PM – 1:00 PM
- 1:00 PM – 1:30 PM
- 1:30 PM – 2:30 PM
- 2:30 PM – 4:00 PM
- 4:00 PM – 5:00 PM
- 5:00 PM – 6:00 PM

TUESDAY, JANUARY 26

- [AGB Experience Open](#)
- [AGB Benefits Express Overview Sessions](#)
- [Plenary: Innovative Board Leadership](#)
- [AGB Experience and Networking Break](#)
- [Facilitated Roundtables](#)
- [AGB Experience and Networking Break](#)
- [Concurrent Sessions](#)
- [Networking: One-on-One or Small Groups](#)
- [Concurrent Sessions](#)

- 10:00 AM – 7:00 PM
- 10:00 AM – 10:15 AM | 10:30 AM – 10:45 AM
- 11:00 AM – 12:00 PM
- 12:00 PM – 12:15 PM
- 12:15 PM – 1:15 PM
- 1:15 PM – 1:30 PM
- 1:30 PM – 2:30 PM
- 2:30 PM – 4:00 PM
- 4:00 PM – 5:00 PM

WEDNESDAY, JANUARY 27

- [AGB Experience Open](#)
- [AGB Benefits Express Overview Sessions](#)
- [Plenary: Cultivating the Institution-Foundation Partnership](#)
- [AGB Experience and Networking Break](#)
- [Workshop Group Sessions](#)
- [AGB Experience and Networking Break](#)
- [Concurrent Sessions](#)
- [Networking: One-on-One or Small Groups](#)
- [Concurrent Sessions](#)
- [AGB Experience and Networking Break](#)
- [Closing Plenary: Beyond COVID - The Future of Endowment Management](#)

- 10:00 AM – 7:00 PM
- 10:00 AM – 10:15 AM | 10:30 AM – 10:45 AM
- 11:00 AM – 12:00 PM
- 12:00 PM – 12:15 PM
- 12:15 PM – 1:45 PM
- 1:45 PM – 2:00 PM
- 2:00 PM – 3:00 PM
- 3:00 PM – 3:45 PM
- 3:45 PM – 4:45 PM
- 4:45 PM – 5:00 PM
- 5:00 PM – 6:00 PM

FAST FORWARD

Thank You to Our Event Partners and Sponsors

AGB and the AGB Board of Directors thank our event partners and sponsors for your support of Foundation Leadership Forum 2021. Your support enables foundations to address immediate challenges and look beyond those challenges toward opportunities for long-term growth and innovation.

UNDERWRITING PARTNERS



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SEI New ways.
New answers.®



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[AGB.org/Sponsorship](https://www.agb.org/Sponsorship)

AGB 2021 Foundation Leadership Forum

FAST FORWARD

Thank You To Our Year-Round Partners

AGB and the AGB Board of Directors thank our year-round corporate partners for your support of Foundation Leadership Forum 2021, as well as ongoing efforts to provide resources to guide trustees, presidents, and senior staff in their work. Together, we help them excel as the ultimate stewards of our higher education system.

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[AGB.org/Sponsorship](https://www.agb.org/Sponsorship)

January 25 – 27 | Virtual Conference Participant Guide

AGB

AGB Search

AGB Search focuses exclusively on higher education leadership, conducting executive searches on behalf of colleges, universities, institutionally related foundations, and systems.

Members of our consulting team bring decades of experience as higher education leaders and executive search professionals to the firm. We not only understand the demands of leadership, but also are deeply invested in supporting the next generation of leaders.

Using our extensive networks, diverse perspectives, and depth and breadth of search experiences, AGB Search offers a range of services to meet a variety of search and transition needs.

FULL SEARCH

AGB Search helps your institution capitalize on the strategic opportunities that each leadership search presents. Our specialization in higher education ensures the expertise, currency, and commitment you need to achieve your aspirations. We collaborate with boards, search committees, and administrators to tailor each search to our client’s needs, providing the right assistance at the right time as you cultivate, evaluate, select, and transition successful leaders. AGB member institutions receive a reduction on full search fees.

INTERIM SEARCH

There are times when the right choice is an interim appointment. AGB Interim Search offers a selective pool of qualified candidates—including recent retirees and accomplished late-career executives—for cabinet-level positions, from president to dean. Institutions that engage the firm for a full follow-on search receive cost consideration on full search fees.

COMPENSATION EVALUATION SERVICE (CES)

In partnership with CUPA-HR, CES assists boards and presidents in setting executive compensation at levels that are both justifiable and competitive. CES can examine an individual position, an entire cabinet, or an entire system. Using the most recent industry information, the service creates a defensible peer group—and aspirant group, if desired—and provides comparison analysis on salary and other components of executive compensation.

By combining our proven approach with your aspirations, the outcome of your search and transition can be more than a successful appointment—it can be a renewed vision for the future.



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Agility

AGILITY

- \$11.6 billion assets under management
- 40 clients, comprised primarily of Foundations & Endowments
- 51-person team, led by six partners with over 140 years of collective experience
- Named Institutional Investor’s Outsourced Chief Investment Officer of the Year in 2013, 2014, 2015 and 2017
- Headquartered in Denver, Colorado

ABOUT AGILITY

Agility has provided Outsourced CIO services to a select group of endowments, foundations, and family offices since our inception in 2007. Our business model is built around a singular focus: helping our clients reach their goals. We partner with a limited number of clients to develop and execute customized investment solutions. Our team provides the dedicated resources, expertise, and daily oversight that prudent management of long-term assets demands and we strive to make each client feel as if it has its own in-house investment team.

OUR APPROACH

Our primary objective is to generate attractive risk-adjusted returns across market environments. Our approach to investing is characterized by a long-term, broadly diversified, multi-asset class investment methodology to help fiduciaries manage their obligations. This methodology has been employed by some of the largest U.S. universities to achieve attractive risk-adjusted returns.

We serve as an extension of our clients’ staff and volunteer boards, working with them to create customized investment programs based on the specific needs of their institution, providing daily oversight, and employing rigorous investment and risk management practices. The Agility Investment Team is supported by experienced compliance, risk management, legal, trading, and operational teams. Together, we form strategic partnerships with our clients.

OUR TEAM

Agility is led by Chief Executive Officer and Chief Investment Officer Chris Bittman. Mr. Bittman is the former Chief Investment Officer of the University of Colorado Foundation. He leads a team with a unique understanding of the needs and expectations of endowment stakeholders. Team members have deep experience as former CIOs and senior staff portfolio managers for the University of Colorado Foundation, the University of Texas Investment Management Company, and Baylor University.

As of 12/2/20. The Outsourced CIO of the Year Award (the “Award”) is not indicative of Perella Weinberg Partners Agility’s future performance, nor is it representative of any one client’s experience with Agility. Foundation & Endowment Intelligence, published by Institutional Investor, covers non-profit investment opportunities and the non-profit sector. Perella Weinberg Partners has no affiliation with Institutional Investor magazine, Foundation & Endowment Intelligence, nor any persons who make nominations, vote on nominees or select the winner of the Award. Institutional Investor magazine does not identify any person, including hedge fund managers, who nominate or vote for nominees of the Award. Accordingly, Perella Weinberg Partners has not been made aware that any hedge fund manager to which is has or may allocate assets participates in the process for selecting nominees for the Award, including whether any such managers voted for Perella Weinberg Partners. Perella Weinberg Partners did not pay any fees to be considered for the award. For additional information, please visit hedgefundindustryawards.com/#awardsmethodology.



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ABOUT AIG

AIG member companies provide a wide range of property casualty insurance, life insurance, retirement solutions, and other financial services that help businesses and individuals protect their assets, manage risks and provide for retirement security.

GENERAL INSURANCE

General Insurance is a leading provider of insurance products and services for commercial and personal insurance customers. It includes one of the world’s most far-reaching property casualty networks. General Insurance offers a broad range of products to customers through a diversified, multichannel distribution network. Customers value General Insurance’s strong capital position, extensive risk management and claims experience and its ability to be a market leader in critical lines of the insurance business.

- Product Categories:
- Liability
 - Financial Lines
 - Property
 - Special Risks
 - Personal Lines
 - Accident & Health

LIFE AND RETIREMENT

Life and Retirement is a unique franchise that brings together a broad portfolio of life insurance, retirement and institutional products offered through an extensive, multichannel distribution network. It holds longstanding, leading market positions in many of the markets it serves in the U.S. With its strong capital position, customer-focused service, breadth of product expertise and deep distribution relationships across multiple channels, Life and Retirement is well positioned to serve growing market needs.

- Product Categories:
- Individual Retirement
 - Group Retirement
 - Life Insurance
 - Institutional Markets

INVESTMENTS

AIG’s investments total more than \$337 billion. Our investment strategies are tailored to the specific business needs of each operating unit by targeting an asset allocation mix that provides diversification from an asset class, sector, issuer, and geographic perspective. The primary objectives are generation of investment income, preservation of capital, liquidity management and growth of surplus. The majority of assets backing our insurance liabilities consist of fixed maturity securities.

Quick Facts

- \$49.7 billion 2019 Total Revenues
- World Class Insurance Franchises :Among the leaders in their geographies and segmentations, providing differentiated service and expertise
- \$525.1 billion 2019 Total Assets
- Breadth of Loyal Customers: Millions of clients and policyholders ranging from multinational Fortune 500 companies to individuals throughout the world
- Broad and Long-Standing Distribution Relationships: With brokers, agents, advisors, banks and other distributors across all lines of business
- Balance Sheet Quality and Strength:
- \$12.1 billion in AIG Parent liquidity sources at December 31, 2019
- Highly-Engaged Global Workforce: 46,000 employees in 80+ countries and jurisdictions



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OUR MISSION

We are driven to empower clients, colleagues and communities around the world. For more than 40 years, we have supported the missions of endowments, foundations, and other non-profit organizations and will continue to evolve our solutions to better meet the needs of our clients.

WHAT WE DO

We are a leading global professional services firm providing a broad range of investment advisory, management, risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by delivering expert insights that reduce volatility and improve performance.

OUR CORE CAPABILITIES

Deep Non-Profit Experience - Having worked with non-profits including higher education foundations and endowments since our founding, we have developed an appreciation of their specific needs, circumstances, the environments within which they operate, and the challenges they face.

Flexible Advisory & Investment Solutions - Aon is one of the leading providers* of investment advisory and OCIO management solutions for institutional investors including endowments, foundations, healthcare organizations, defined benefit and defined contribution plans.

Enterprise Risk Management - Our approach to risk management recognizes the challenges you face on multiple fronts and increasing complexities that surround your mission. Assessing and quantifying risks must include a holistic view of the enterprise, the policies and the implementation strategy.

Governance Diagnostics - Effective governance is paramount to mission success and requires expertise in planning, designing, implementing, and administering comprehensive solutions. We understand the need for fiduciary accountability, transparency, and engagement of key stakeholders to define the strategy priorities to support the mission.

OUR STORY

Higher Education institutions are facing a volatile business and regulatory environment with economic, demographic and geopolitical trends creating new challenges and opportunities. It’s our role to help lead clients to improve their performance with careful attention to risk in an increasingly uncertain and complex world.

OUR SOLUTIONS

Aon provides a broad spectrum of services for the level of engagement that’s right for you—from investment advisory and OCIO solutions for your investment needs, to comprehensive risk and governance diagnostics tools. While accessing global expertise, our customized approach is nuanced to your unique profile, desired governance structure, financial objectives and operating environment. We understand and prioritize good governance practices within the Aon Client Promise framework incorporating partnership, expertise, innovation, excellence and results.

*(Pension & Investments (P&I), 2020 Investment Outsourcing Managers Survey)

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Investment advice and consulting services provided by Aon Investments USA Inc., an Aon company. Aon Investments USA Inc. is a federally registered investment advisor with the U.S. Securities and Exchange Commission. Aon Investments USA Inc. is also registered with the Commodity Futures Trading Commission as a commodity pool operator and a commodity trading advisor and is a member of the National Futures Association.

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Bank of America

Bank of America has been a leading investment advisor to endowments and foundations for over 160 years. With more than \$33.9 billion under management for nonprofit institutions,¹ our dedicated team of over 200 professionals located in offices throughout the United States supports your mission with a comprehensive suite of fiduciary services, including:

- Investment outsourcing, in which we function as an extension of your internal investment staff
- Consulting and advisory support for governance and fundraising activities, including board evaluation, capital campaigns, planned giving and donor stewardship
- Administrative resources such as subfund accounting services, aggregated reporting, grantmaking support and custodial services that can lighten the administrative burden on your finance team
- Expertise in evaluating, managing and disposing of nonfinancial assets such as real estate, farmland and timberland, works of art, and oil and gas royalties that may come to you through investment or gift

Please visit privatebank.bankofamerica.com/Nonprofits to learn more about how we can help your institution.

BANK OF AMERICA



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BlackRock

ABOUT BLACKROCK

BlackRock is a premier provider of asset management, risk management, and advisory services to institutional, intermediary, and individual clients worldwide. As of 30 September 2020, the firm manages US \$7.81 trillion across asset classes in separate accounts, mutual funds, other pooled investment vehicles, and the industry-leading iShares® exchange-traded funds.

ABOUT BLACKROCK’S INSTITUTIONAL CLIENT BUSINESS IN THE U.S. AND CANADA

At BlackRock, the institutions we serve are responsible for helping millions of individuals around the world secure their financial futures. We’re honored to work alongside our institutional clients as we pursue our mission to help more and more people experience financial wellbeing.

HOW BLACKROCK PARTNERS WITH ENDOWMENTS AND FOUNDATIONS TO HELP THEM REACH THEIR GOALS

The team offers institutionally scaled investment services that range from single mandates to multi-asset solutions to OCIO partnerships; tailored portfolio analytics leveraging Aladdin technology and market insights provided through research reports and investment forums.

INVESTMENT STRATEGIES DESIGNED TO HELP ENDOWMENTS AND FOUNDATIONS ACHIEVE THEIR OBJECTIVES

Our dedicated endowments and foundations team leverages the depth and breadth of BlackRock to deliver investment solutions that are aligned with E&F priorities. From re-thinking portfolio construction to optimizing private markets allocations to focusing on sustainability, our E&F clients use BlackRock’s full spectrum of public and private markets strategies to help reach their goals.

OUTSOURCED SOLUTIONS

BlackRock’s endowments and foundations OCIO team manages bespoke investment solutions designed to address the unique challenges of our clients. We combine BlackRock’s research, investment, and analytic capabilities with a deep understanding of our clients’ beliefs and objectives to create customized solutions. Our portfolios blend index, active, factor-based and alternative strategies to take advantage of an evolving financial marketplace.

BlackRock



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¹As of September 30, 2020, GWIM had approximately \$33.9 billion in client assets for institutional nonprofit clients. Client assets consists of the following assets of nonprofit clients held in their GWIM accounts: assets under management (AUM) of GWIM entities, client brokerage assets, assets in custody of GWIM entities, deposits of GWIM clients held at Bank of America, N.A. and affiliated banks and assets in custody included in AUM.

Institutional Investments & Philanthropic Solutions (“II&PS”) is part of Bank of America Private Bank, a division of Bank of America, N.A., Member FDIC and a wholly owned subsidiary of Bank of America Corporation (“BofA Corp.”). Trust and fiduciary services and other banking products are provided by wholly owned banking affiliates of BofA Corp., including Bank of America, N.A. Brokerage services may be performed by wholly owned brokerage affiliates of BofA Corp., including Merrill Lynch, Pierce, Fenner & Smith Incorporated (“MLPF&S”).

Certain Bank of America Private Bank associates are registered representatives with MLPF&S and may assist you with investment products and services provided through MLPF&S and other nonbank investment affiliates. MLPF&S is a registered broker-dealer, Member SIPC and a wholly owned subsidiary of BofA Corp. Investment products: Are Not FDIC Insured, Are Not Bank Guaranteed, May Lose Value.

BNY Mellon

ABOUT BNY MELLON WEALTH MANAGEMENT

For more than two centuries, BNY Mellon Wealth Management has provided services to financially successful individuals and families, their family offices and business enterprises, planned giving programs, and endowments and foundations. It has \$265 billion in total client assets, as of Sept. 30, 2020, and an extensive network of offices in the U.S. and internationally. BNY Mellon Wealth Management, which delivers leading wealth advice across investments, banking, custody, and wealth and estate planning, conducts business through various operating subsidiaries of The Bank of New York Mellon Corporation. For more information, visit www.bnymellonwealth.com or follow us on Twitter @BNYMellonWealth.



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Breckinridge Capital Advisors

WHY FOUNDATIONS AND THEIR ADVISORS CHOOSE TO WORK WITH BRECKINRIDGE

COMMITTED TO OUR INDEPENDENCE AND TO CONTINUITY FOR OUR CLIENTS

Breckinridge Capital Advisors is a Boston-based, independently owned investment advisor with over \$44 billion in assets under management as of December 31, 2020. Specializing in investment grade fixed income portfolio management, we manage customized portfolios across a variety of strategies for a wide range of clients, including foundations and endowments who allocate to fixed income as a counterbalance to riskier assets in their broader portfolio.

We are a Benefit Corporation, and a B Corp. Sustainability is tightly woven within the fabric of our organization. These commitments keep us properly focused on our clients, employees, communities, and other stakeholders.

BRECKINRIDGE CAPITAL ADVISORS IS FOCUSED ON THE LONG TERM

Most of us are long-term investors, but we tend to evaluate our investment results in the short term. Short-term concerns sometimes overwhelm rational, long-term thinking. We believe that a source of reliable income and capital preservation can help investors to better cope with volatility and persevere in times of distress. Simply put, our goal is to help investors remain focused over the long term.

ESG INTEGRATION AND CUSTOMIZABLE BOND PORTFOLIOS

At Breckinridge, environmental, social and governance (ESG) integration is more than a product offering: It is an investment philosophy that aligns with our tradition of in-depth research and our long-term perspective. Breckinridge was an early adopter of and is one of the thought leaders in ESG analysis in fixed income investing. Our long-term focus drives our forward-looking research, continuously striving to discover and prioritize those risks and opportunities that will matter most over time.

INVESTING IN TECHNOLOGY FOR CUSTOMIZED BOND PORTFOLIOS

Our commitment to our clients' success pushes us to innovate technologically. Our software engineers have built integrated systems that allow us to accommodate a wide range of customizations while keeping portfolios aligned with their investment strategy. We can customize portfolios by benchmark, duration target, credit quality, sector weightings, tax status, state specification and values-based screens. This allows us to help align our foundation client's portfolios with their mission and priorities.

To learn more, call Tim Coffin at 617.443.1120 or visit our website: breckinridge.com



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The Chronicle of Higher Education

ABOUT

The Chronicle of Higher Education is the unrivaled leader in higher-ed journalism, delivering indispensable real-time news and deep insights, plus the essential conversations, professional opportunities, and knowledge higher ed professionals need to succeed in a rapidly changing world.

Our award-winning journalism is well-known at colleges and universities: More than 5 million people visit our website every month, 1,650 organizations across the country make our journalism available to every one of their employees and students, and The Chronicle hosts over 20 virtual discussions a month on the critical issues facing higher ed. Our newsroom is home to top experts in higher education who contribute to the ongoing conversation on the issues that matter.

The Chronicle, a privately owned, independent news and information organization, was founded in 1966 and originally owned by a nonprofit, Editorial Projects in Education. EPE sold The Chronicle in 1978 and The Chronicle of Higher Education Inc. was formed. The Chronicle of Higher Education Inc. publishes The Chronicle of Higher Education, The Chronicle of Philanthropy, Arts & Letters Daily, and The Chronicle Review.

THE CHRONICLE OF HIGHER EDUCATION

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Commonfund

Commonfund is an asset management firm founded in 1971. As one of the pioneers of investing long-term portfolios for nonprofits and other institutions, we've been helping investors achieve their goals for five decades. Our two-part mission is to enhance the financial resources of our clients and to help them improve their investment management practices. As a nonprofit organization ourselves, we're able to align our interests with our clients and provide institutional quality investment programs and services that are uniquely designed to fit their needs.

How we execute our mission is the key difference that sets us apart, with three mutually supportive components grounded in a strong financial foundation. We deliver higher value through the performance, service, and insight that underpin our two complementary investment platforms for institutional investors: Outsourced CIO (OCIO) through Commonfund Asset Management and Private Capital solutions through Commonfund Capital.

OUTSOURCED CIO SERVICES

As a leader in outsourced CIO (OCIO) services specifically for nonprofit organizations, Commonfund Asset Management offers a range of approaches and resources based on individual client needs. With this singular focus, we'll provide you advice and insight into every facet of managing your institution's finances.

PRIVATE EQUITY SOLUTIONS

Commonfund Capital invests with global partners into small- and mid-size companies in growth markets and industries focused on technology, services, real assets and sustainability, as well as industries in transition. Partnering with many of the world's leading private investment firms, we create focused, strategic-specific portfolios to match your needs. Programs include:

Global private equity | Venture capital | Real assets and sustainability | Co-investments | Secondaries

RESPONSIBLE INVESTING

Our investment solutions are designed to enhance your financial resources while taking into account the potential effects of environmental, social, and governance (ESG) factors.

OUR CLIENTS

We are mission-based investors, which means we work with clients who are serving a higher purpose and goal. While we were initially founded to serve nonprofits, we've evolved and expanded to serve other institutions with similar long-term goals, including public pensions, insurance companies, family offices, and trusts.

We know you want to build a sufficient return on your investment to ensure your institution stands the test of time—and we're here to help. Our institutional asset management services are designed specifically to help your organization achieve outstanding results.

References in this brochure to "Commonfund", "we" or "our" are to The Common Fund for Nonprofit Organizations, Commonfund Asset Management Company, Inc., Commonfund Capital, Inc., Commonfund Securities, Inc. and/or one or more affiliates thereof, as the context requires.

The information provided is for general information purposes only and is not an offer to sell or a solicitation of an offer to buy any securities, options, futures, or other derivatives related to securities in any jurisdiction. It is also not an offer or solicitation to participate in any particular trading strategy. All Commonfund investment funds are offered only by means of detailed offering memoranda and related disclosure materials. Potential investors should read all such materials with care prior to investing. Certain Commonfund funds impose various eligibility requirements (see www.commonfund.org). Securities are distributed by Commonfund Securities, Inc., a member of FINRA. Advisory services are provided by Commonfund Asset Management Company, Inc. and Commonfund Capital, Inc.

commonfund

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Dentons

DENTONS US LLP NONPROFITS PRACTICE

Dentons’ lawyers provide counsel to nonprofit organizations on governance, regulatory, and transactional matters, including working with nonprofit governing boards and board committees to address such issues as legal compliance; fiduciary duty; conflicts of interest; bylaws and policy development and revision; senior management compensation and benefits; CEO transition; president employment agreements; succession planning; fundraising; lobbying and political campaign activity; board development; board assessments; membership matters; chapter and affiliate matters; policy development; corporate restructuring; and mergers and joint ventures.

We have particular experience and expertise in the representation of public and private higher education institutions, institutionally-related foundations, and associations, and public and private health care institutions and associations, including academic medical centers. We are proud to serve as general counsel to the Association of Governing Boards of Universities and Colleges [AGB].

OUR TEAM

Our nonprofits team includes legal experts, consultants, policy professionals, authors, former state attorneys general, former legislators and staffers, nonprofit board members and officers, nonprofit executives. former federal and state regulators, and tax litigators. Our team leadership has been recognized for its excellence in nonprofit law in such leading publications as Chambers USA: America’s Leading Lawyers for Business, US News Best Lawyers, the Washington Post. and Bloomberg BNA

ABOUT DENTONS

Dentons is the world’s largest polycentric global law firm, connected to the communities where its clients want to do business, offering legal counsel from over 10,000 lawyers in more than 193 locations spanning 77 countries.



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EAB

THE EAB STORY

EAB’s mission is to make education smarter and our communities stronger. We help schools support students from enrollment to graduation and beyond. Every day, our experts harness the collective power of 1,900+ schools, colleges, and universities to uncover proven solutions and transformative insights. And since complex problems require multifaceted solutions, we work with each school differently to apply these insights through a customized blend of research, technology, and services.

EAB’S ADVANCEMENT FORUM

The Advancement Forum focuses on the full range of strategic and operational issues facing development and alumni relations executives and their teams. We serve all aspects of the chief advancement officer’s purview: fundraising, campaign strategy, alumni and volunteer engagement, and talent management. The Advancement Forum’s best practice research, implementation toolkits, and benchmarking services allow CAOs and their teams to reach their annual fundraising goals, engage more alumni, and build consensus among stakeholders across campus.

EAB’S ADVANCEMENT MARKETING SERVICES

Advancement officers face immense pressure to close revenue gaps, but often must do so without increased resources. Advancement Marketing Services deliver the analytics, multichannel campaigns, and performance data leaders need to cultivate more alumni donors, increase levels of giving, and engage supporters throughout their donor lifecycle—all without placing additional work on your team.



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EverTrue

EVERTRUE - THE #1 ADVANCEMENT SOLUTION

EverTrue delivers data, software, and strategy so you can personalize the experience for every donor. Let's reach more donors, grow that base, and bring in more major gifts.

Today more than half of the top 100 colleges use EverTrue's modern, mobile-first platform to engage more alumni, discover prospects, and manage gift officer portfolios.

Learn more [here](#)

CUSTOMER TESTIMONIALS

"When I think about EverTrue, the word that comes to mind is innovation. It's pushing us forward. It's an outside perspective that can allow us to dream in a different way and look at our work with a different lens."

—John Morris
SVP of Development
Kansas State University Foundation

"As an industry, we need to look creatively at what we're trying to accomplish and find new ways to get there. We were on a paved road, but now we've made a right turn and we're on a dirt road. It's unpaved, uncharted, but at least we have a Jeep. In many ways, the Jeep has been EverTrue."

—Josh Newton
SVP for Advancement and Alumni Engagement
Emory University

"We needed to provide mobile intelligence for our frontline. EverTrue brings actionable information to our fundraisers in a user-friendly way. We see Evertrue as a dependable partner for future fundraising aspirations at UVA."

—Julie Featherstone
Associate Vice President for Advancement Operations
University of Virginia

"EverTrue offers one of the most promising products I have ever seen. The results for Boston University have exceeded our expectations so fully that we are committed to making it available to everyone in our advancement organization."

—Scott Nichols
Former SVP for Development and Alumni Relations
Boston University

"It's more cost-effective to have EverTrue help with data-driven prospect discovery and managing the DXO program rather than to try and hire and staff those programs from scratch. It would take us two years to get up and running if we did it ourselves. Instead, we are live and rolling in less than six months."

—Amanda Trabue
Vice President, Philanthropy & Alumni Engagement
Western Kentucky University



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FEG Investment Advisors

FEG is dedicated to the belief that investment programs, managed in-house or fully outsourced, can provide greater outcomes for their institutions when they have trusted partners that consistently focus on providing meaningful investment opportunities.

FEG provides investment advisory and OCIO services that are aimed at creating better outcomes for our clients. Proactive in our approach, we seek out new ideas and investment opportunities, and look to innovate within the client experience and portfolio. The anchor of our service is trust - earned from our clients as a dedicated and valued partner.

This approach is beneficial and important for the clarity it provides—helping us to focus with greater precision and intention on serving higher education clients, investing for their futures, and ensuring our efforts are positively changing their outcomes.

CLIENTS

We want to work with clients that are working towards a greater good. That's why we have always partnered with institutions and foundations in higher education. Accomplishing their mission is critical for the success of future generations around the world. As volunteers or leaders within the institutions you serve, our goal is to provide a valued client service experience and the resources you need, advice or investment return, to continue the mission of higher education.

SERVICES

Consulting – FEG has partnered with institutional clients to develop robust investment programs for over 30 years. As advisors, we lead and support client decision making with our insight, resources, and skill for advancing intergenerational investment programs.

FEG OCIO – As a committed partner, we serve as a seamless extension of internal resources, and focus on generating greater outcomes. Each institution we serve is led by a dedicated team that creates and manages a customized investment program that is constructed to advance the mission of each individual institution.

LEARN MORE

If you are interested in hearing more about our services, send us an email or give us a call, we would be happy to share more about the work we do with our 50+ higher education clients.

ABOUT US

FEG has more than 132 employees, headquartered in Cincinnati with locations in Dallas and Indianapolis.

'As of September 30, 2020. Total employees include part-time employees and interns.



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Neither the information nor any opinion expressed in this report constitutes an offer, or an invitation to make an offer, to buy or sell any securities

Graystone Consulting

Graystone Consulting, a business of Morgan Stanley that advises over \$9 billion in higher education assets where we currently have relationships with over 130 higher education institutions, is proud to be a sponsor of the 2021 AGB Foundation Leadership Virtual Forum.

At Graystone Consulting, our priority is to understand and respond to your specific needs and we take a strategist approach, helping you drive outcomes, not just seek performance.

For over 40 years, we have been serving the specialized needs of educational institutions and our work includes public and private universities, foundations and endowments, college preparatory, research institutes and theological seminaries. Our consulting professionals understand the challenges many colleges and universities face in balancing return objectives with spending and liquidity needs. Our exposure to a diverse range of clients informs our guidance, enabling us to bring fresh, strategic ideas that challenge conventional solutions.

THE STRENGTH OF MORGAN STANLEY

We are able to leverage Morgan Stanley’s unique perspective as a leader in the capital markets and draw upon our deep understanding of the investment needs of the landscape for educational institutions, to surround clients with comprehensive advice that seeks to deliver the type of results that are needed in this more challenging environment for higher education. In addition, Graystone Consulting has access to Morgan Stanley’s Global Investment Office and OCIO Services.

Across the board, we see our clients looking more closely at how they are viewed in terms of their sustainability efforts and impact on the environment. We are leaders in the impact investing arena and are recognized for our impact investing platform. This unique insight – coupled with the deep resources of a global financial powerhouse – is delivered through a dedicated team of local investment professionals, who focus on working with educational institutions like yours.

WHAT SETS US APART

With boots on the ground, we bring a personalized approach that can help drive more returns to the bottom line. Our ability to extend our role beyond investment consulting, to provide implementation and ongoing management, sets us apart from traditional consulting-only firms.



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Northern Trust

University and college administrators face ever-greater challenges in maintaining financial sustainability, balancing available resources, and demonstrating accountability and transparency. To meet these challenges in today’s economic environment, the selection of a financial partner has never been more critical.

The goal of Northern Trust’s Foundation & Institutional Advisors national practice is to support nonprofits in achieving the organization’s long-term objectives. Northern Trust provides world-class investment-consulting solutions, leveraging our institutional resources with our considerable experience serving endowments and foundations.

Northern Trust can serve as a dedicated investment advisor, offering recommendations regarding asset allocation and manager selection or as a fully outsourced CIO, where a financial advisor works with your board of directors and investment committee to set and implement investment policy. Within these pre-determined parameters, the financial advisor makes investment strategy recommendations and facilitates manager selection, asset allocation, and portfolio construction, as well as risk management, administrative services, and comprehensive reporting on your behalf.

Strategic alliances with third-party managers allow Northern Trust to offer qualified institutional investors direct access to a unique and exclusive endowment-style investment model. The endowment model, founded on diversification, manager selection, and risk management-with an emphasis on alternative investments-seeks to deliver superior risk-adjusted returns based on the investment approach pioneered by the largest university endowments. Designed for long-term investments, the endowment strategy can be accessed as a cornerstone in an integrated Investment program, ranging across a spectrum of less liquid “perpetual capital” solutions that include generous allocations to less liquid alternatives and private-asset exposures.

For over 130 years, Northern Trust has been serving individuals, corporations, institutions, and nonprofits worldwide. Northern Trust offers a unique value proposition to nonprofit organizations, combining the expertise and perspective gained through generations of service to successful families with the investment management and custody infrastructure required by large institutional clients.

We applaud your organization’s commitment to its mission, constituency, and community, and are available to assist your organization in achieving its goals-both philanthropic and financial.



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RNL

ABOUT RNL

Increased fundraising pressure and new challenges in enrollment require colleges and universities to adapt to meet goals, drive growth, and improve student outcomes. As the higher education landscape evolves, RNL is leading innovation to meet the needs of institutions and the students and alumni they serve.

INTELLIGENT SOLUTIONS

RNL fuels higher education enrollment management, student success, and fundraising innovation for more than 1,900 colleges and universities. Our solutions are powered by advanced analytics, personalized engagement, and industry-leading insights to assure students find the right college or university, graduate on time, secure their first job in their chosen field, and give back to support the next generation.

RNL COMPLETE FUNDRAISING

RNL Complete Fundraising delivers more intelligent campaigns that reach the right donors at the right time with the right message through the right set of channels. RNL is reinventing fundraising in higher education, engaging and developing donors at each stage in their philanthropic journey—and meeting the needs of colleges and universities through connected, scalable solutions that are proven to increase results for annual giving programs, digital fundraising campaigns, major gifts, and planned giving. Visit RuffaloNL.com/CompleteFundraising

RNL COMPLETE ENROLLMENT

RNL Complete Enrollment provides every crucial component for transforming your institution’s strategic enrollment, retention, and student outcomes. We deliver the right data and insights to attract the right students, optimize your class, cultivate applicants, and ensure student success. Visit RuffaloNL.com/CompleteEnrollment.

EXPERTISE & INSIGHT

Our team of passionate experts provides unparalleled experience in data analysis, fundraising, enrollment management, creative services, strategic consulting, and marketing technology. Our industry-leading research is designed to help you meet your objectives and thrive in a complex environment.



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SEI

As one of the first and largest providers of outsourced investment management services, SEI has a nearly 30-year track record delivering custom investment solutions that help our clients achieve their goals. College and university foundations are often challenged with finding a balance between risk and return within the portfolio to support their core mission. That’s why many organizations are moving to the OCIO model to help achieve a better balance. SEI’s OCIO program includes investment management, strategic advice, risk management, and overall committee support. The program is designed to deliver:

- Solid long-term investment performance
- Reduced costs through economies of scale
- A committee process focused on strategic decisions
- An established investment program with experienced resources
- A clear governance process to ensure investment decisions are properly vetted

We offer flexible options for discretionary investment management based on your preferred governance structure.

SERVING NONPROFITS FOR MORE THAN 25 YEARS

Higher education clients have unique needs and our dedicated team understands those needs when building flexible, dynamic strategies that include:

- Custom asset allocation that integrates spending policy, liquidity and hurdle rates
- Investment policy development that aligns with your mission
- Modeling and scenario testing to improve the stability and predictability of the investment portfolio
- Educating staff and new committee members on industry and investment topics

We have a team of professionals dedicated to serving the needs of our 170+ nonprofit clients. We manage assets for university and education endowment funds, private and community foundations, museums and religious organizations. SEI is a sustaining champion of AGB and also sponsors the Nonprofit Management Research Panel, which regularly publishes research focused on the needs, challenges and trends affecting nonprofit organizations.

A TIME-TESTED INVESTMENT PROGRAM

As a firm, we invest more than \$10 million annually in research tools and technology. By leveraging our \$330 billion in assets under management, we can create investment vehicles managed by some of the leading institutional asset managers.

A CUSTOM SOLUTION TO MEET GOALS

We have a team of more than 300 experts in strategic advice and investment management working to create a strategy and asset allocation tailored to your financial goals, risk tolerance and liquidity needs.

ABOUT SEI’S INSTITUTIONAL GROUP

SEI’s Institutional Group is one of the first and largest global providers of OCIO services. The company began offering these services in 1992 and today acts as an OCIO for more than 460 institutional clients. Through a flexible model designed to help our clients achieve financial goals, we provide asset allocation advice and modeling; investment-management risk monitoring and stress testing; active liability-focused investing; and integrated goals-based reporting.

As of September 30, 2020

SEI

New ways.
New answers.®



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Strategic Investment Group

Strategic was founded 33 years ago as a purpose-built Outsourced Chief Investment Office (OCIO).

Strategic partners with clients to provide sophisticated, customized investment solutions, traditionally only available to multi-billion dollar investors. Our mission has always been to provide the same type of comprehensive customized fiduciary investment solutions to organizations that do not choose to, or do not have the ability to, build this capability internally. This frees clients from the day-to-day business of managing investment portfolios so that they can focus on their core mission. Click [here](#) to learn more about the Roles and Responsibilities in an OCIO Relationship.

WHY OUTSOURCE?

To obtain a broad range of experienced resources and strengthen investment governance.

An OCIO can help fiduciaries fulfill their wide-ranging and complex responsibilities. The key is to partner with a co-fiduciary dedicated to helping design and implement investment policies tailored to your particular objectives, mission, willingness to bear risk, and changing circumstances, yet one that makes sure all clients benefit from the firm's best ideas. The ideal OCIO relationship is a seamless extension of an institution's fiduciary bodies and internal staff, complementing them with the additional resources needed to steward investments effectively.

WHAT STRATEGIC'S OCIO SOLUTIONS DELIVER

We believe these distinguishing features make Strategic a compelling value-added partner:

- **Experience:** Providing OCIO solutions since 1987.
- **Comprehensive Investment Process:** We manage total portfolio exposures within an integrated risk budgeting framework.
- **Performance:** While past performance is not a guarantee of future results, we have delivered compelling added value, net-of-fees for over 31 years.
- **Commitment:** Outsourcing is our only business. We are compensated solely by our clients, and, unlike many competitors, do not face potential conflicts related to other lines of business.
- **Access:** We believe our open-architecture platform allows us to source top-tier managers.
- **Customization:** We craft unique solutions for unique needs.
- **Accountability:** Our deep, experienced, stable team serves as a co-fiduciary.

QUICK FACTS

- Pioneer in dedicated OCIO model since 1987
- Conflict-free business model
- 102 employees
- SEC-registered investment adviser
- 27 discretionary OCIO relationships representing \$27.1 billion in assets under management
- Seasoned team of 42 person investment professionals
- Average tenure of senior investment team leaders is 20 years at Strategic and 31 years in industry

Our mission is to empower investors through experience, innovation, and excellence.

®A registered service mark of Strategic Investment Management, LLC.

Client count, AUM, and Performance are as of September 30, 2020. Staff count is as of November 1, 2020.



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SunTrust

Formalized in 1985, SunTrust's Foundations and Endowments Specialty Practice works exclusively with not-for-profit organizations, offering comprehensive fiduciary investment advisory services for our clients. Today we manage over \$15 billion, close to 20% of our asset base on behalf of educational institutions. Our differentiating characteristic lies in our ability to marry comprehensive administrative capabilities with world class investment solutions. Decades ago, we realized that not-for-profit organizations require more from their investment provider than investment management. We have since developed a partnership proposition that touches many facets of an organization. Our customized model allows us to meet our clients where they are in their life cycle through:

- Superior risk-adjusted returns – we understand that many colleges and universities rely on their endowment/foundation to support scholarships, initiatives, and projects. We design customized portfolios with the highest probability of achieving superior risk-adjusted returns.
- Planned Giving Administrative Solutions – As your institution's donor relations has evolved to include complex giving vehicles, we can evolve with you. We provide robust planned giving administrative support for vehicles such as charitable gift annuities, charitable trusts, and pooled income funds.
- Fund Accounting – Bifurcation of restricted and unrestricted funds is extremely important for not-for-profit organizations. We can help with the necessary accounting and reporting to remove that burden from your staff.

OUR PHILOSOPHY

Your organization is unique, so too should be your investment program. Grounded in an understanding of your goals and a strong fiduciary ethic, our investment philosophy takes advantage of near-term market inefficiencies while achieving long-term sustainable results. It is a philosophy built upon four fundamental investing pillars: We invest with a purpose, adhere to a disciplined process, mitigate portfolio risk, and lastly select investment strategies wisely. Our process is collaborative and keeps the end goal in mind.

QUICK FACTS:

- Dedicated not for profit specialty practice since 1985
- \$2.7B AUM of educational clients
- Conflict-free business model
- 112 teammates
- Seasoned team of 27 investment professionals
- Average tenure of client facing team is 15 years with SunTrust and 20 years in the industry



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suntrust.com/foundationsandendowments

TIAA

TIAA is a Fortune 100 financial services organization dedicated to helping our clients pursue financial well-being.

We were founded nearly a century ago as the vision of one of history’s great philanthropists, Andrew Carnegie, to make a difference in the lives of teachers. Since then, we have helped millions at academic, medical, research and cultural organizations — the people whose work makes the world a better place — retire with financial security.

Today, we are a global asset manager with \$1.2 Trillion in assets under management. Our investment model and long-term approach aim to benefit the five million people and more than 15,000 institutions we serve.

As we pursue powerful performance that can help drive better outcomes for our clients, we are committed to growing, innovating, continually improving and building on our proud history of diversity and inclusion. For more information, please visit tiaa.org.



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Vanguard

Vanguard is one of the world’s largest investment management companies, with \$6.1 trillion in global assets under management.* Vanguard is also the second-largest investment manager to endowments and foundations.** With \$104.8 billion in nonprofit assets under management,† our dedicated nonprofit teams strive to help clients select the best investments and services for their needs. All of our investments, methodologies, and services are supported by ongoing research on the issues most important to institutional investment professionals.

Vanguard’s ownership structure†† places our clients at the core of everything we do. We understand that each organization has different needs and objectives, and Vanguard is built to serve nonprofit clients and their missions.

The benefits our clients enjoy include:

- A disciplined, customized approach based on our clients’ mission-driven goals.
- Dedication to creating real value in client portfolios.
- Diverse investment management capabilities and scale.
- Fiduciary confidence that affords nonprofit organizations greater peace of mind.

Vanguard Institutional Advisory Services® (VIAS), an independent, specialized business unit of Vanguard, has been providing asset allocation guidance and portfolio advisory services to nonprofit organizations since 1997. VIAS offers insightful recommendations that, when coupled with our diverse portfolio offerings, can help create a sound investment strategy.

With headquarters in Valley Forge, Pennsylvania, Vanguard employs about 17,800 people worldwide.† More information is available at <http://institutional.vanguard.com/nonprofits>



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* As of September 30, 2020.
** Source: Pensions & Investments, May 2019.
† As of June 30, 2020.
†† Vanguard is client-owned. As client-owners, shareholders own the funds that own Vanguard.

IMPORTANT INFORMATION

Advice services offered through VIAS are provided by Vanguard Advisers, Inc., a registered investment advisor.

All investing is subject to risk, including the possible loss of the money you invest.



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