

The Skorina Letter

• Retained Executive Search •

Our clients: visionary families, transformative nonprofits, Wall Street trailblazers

Our vision: build investment preeminence, create opportunity, enrich lives

Our work: provide talent, access, relationships, and insights



OCIO update, Summer 2023: Holding On

The best way to predict the future is to create it. — Unknown

Our summer 2023 Outsourced Chief Investment Officer (OCIO) update features 104 firms, each with a designated contact individual and helpful hints to reach them: name, title, email, and phone number. It's the most comprehensive, accurate, and accessible available.

Our goal is to help families and institutions locate, review, and connect with full-service discretionary outsource investment managers. As Henry Kissinger supposedly [quipped](#) when pondering a question on European leadership, "If you want to speak with Europe who do you call?"

The companies on our list care deeply about their customers. Our directory makes it easy for prospective clients to reach them.

Holding On

For the year ending December 31st, 2022, OCIO providers managed to hold the line against volatile financial markets and investment headwinds, our new era of uncertainty [writes](#) McKinsey.

Despite the Nasdaq losing a third of its value, [33%](#), the Russell 3000 down by [20.48%](#), the S&P 500 off 20%, and the Dow shedding 9%, total outsourced assets on our list dipped a tenable 9.5%, or \$356 billion to \$3.4 trillion.

It's not all *Sturm und Drang*, however, both Cerulli Associates' OCIO [Survey](#) 2022 and Capgemini's Wealth Management [Top Trends](#) 2023 expect healthy demand for OCIO services in the years to come.

According to Capgemini, "The growing complexity of assets, the necessity to adjust to volatile markets and uncertainties, access to experts, and shrinking investment management costs will heighten the profile of OCIOs."

This is a common refrain from clients and contacts. It's expensive to support an institutional grade full-service asset management platform and it will only get worse. Costs are climbing for infrastructure, cybersecurity, regulatory audits and compliance, and access to liquid and alternative products and managers.

Given these challenges, there are only three ways most wealth and institutional money managers will grow — buy, sell, or merge.

This is just as true, by the way, for RIAs, which explains why so many are snuggling up to better resourced competitors. Echelon Partners 2022 RIA M&A Deal [Report](#) tracked 340 announced transactions in 2022 alone, the tenth straight year of record acquisitions.

The Gang of Eight

At year end 2022 eight firms – Mercer, BlackRock, Russell Investments, Goldman Sachs, SEI, AON, SSGA, and WTW – managed about 52% of the total AUM on our list. These eight providers with their size and resources dominate the largest segment, corporate pensions.

But the corporate defined benefit business is a land unto its own, actuarial, regulated, and liability driven, with big-ticket AUM on offer, [\\$1.78](#) trillion among the top 100 US plans. In 2022, for example, BlackRock added \$56 billion worth of new business from just two accounts, the \$14 billion General Dynamics pension and the \$42 billion Teamsters Central States Pension Fund.

Eight largest OCIOs by AUM

Firm	OCIO assets Dec31, 2022	Percent +/-	Dollar +/-	OCIO assets Dec31, 2021
Mercer	\$344.9 bn	-16.9%	-\$70.1 bn	\$415.0 bn
BlackRock	\$307.0 bn	1.99%	\$6.0 bn	\$301.0 bn
Russell Investments	\$236.8 bn	-15.5%	-\$43.4 bn	\$280.2 bn
Goldman Sachs	\$207.6 bn	-13.1%	-\$31.4 bn	\$239.0 bn
SEI Institutional Group	\$203.8 bn	-14.5%	-\$34.7 bn	\$238.5 bn
Willis Towers Watson	\$163.0 bn	-12.7%	-\$23.8 bn	\$186.8 bn
AON Hewitt	\$148.7 bn	-32.6%	-\$72.0 bn	\$220.7 bn
SSGA	\$146.2 bn	-23.8%	-\$45.6 bn	\$191.8 bn
-	\$1,758 Tn	-15.2%	-\$315 bn	\$2.073 Tn

Source: Charles Skorina & Company

Promise-driven Investing

Unlike liability driven corporate plans which focus on funding levels and cost reduction, portfolio allocations in the ultra-high-net-worth and nonprofit segments reflect the goals, aspirations, lifestyle preferences, and time and risk tolerances of individuals and mission-based institutions.

Jon Hirtle, executive chairman of Hirtle Callaghan, who pioneered the concept of an independent investment office managing family and institutional money – “the OCIO model” – [describes](#) the stewardship of client wealth as “promise-driven” investing.

When we ask our clients which risk matters most, they almost always place “mission failure” at the top of the list. Serious investors care deeply about keeping their promises.

We promise our families that we will continue to live in a certain way, we promise to support the causes we care for and often we promise to help provide for our children and grandchildren. In an institutional setting, we promise to support current needs as well as the needs of our community’s future.

Those promises can be tallied up to calculate a “required return.” Achieve that required return and we can fulfill our promises; fail to achieve it and we are likely to disappoint the people and causes we love.

The OCIO option, a complete package

As a search-committee chairman remarked to me a while back, there are very few Tom Bradys or Patrick Mahomes to be had among endowment and foundation chief investment officers. The accomplished stars and no-brainer candidates are mostly immovable.

Talent is still available, but you must look deeper and harder and move down to next-generation leaders who don't have the long track-records that reassure nervous, risk-adverse boards.

OCIO firms offer the proven performance of those unobtainable super-stars at a reasonable price. And they can replicate the entire investment office with the process and structure to cope with the complexity of modern portfolios and mounting operational and regulatory burdens.

Investors have had quite a ride the last few years. With Covid and a market crash in 2020, stimulus frenzy and valuation-highs in 2021, a war in Ukraine and skyrocketing rates in 2022, is it any wonder so many families and institutions are looking for full-service professional investment support?

Most nonprofits and families just don't have the time or resources to build competitive and secure internal capabilities, the OCIO option is an effective alternative.

Our latest OCIO Company Directory

OCIO firms manage predominantly, but not exclusively, institutional assets, while RIAs manage mostly high net worth money with some institutional funds in the mix, so we have included a few RIAs.

If you are not on our list and feel you should be, send us a note. We're happy to add you.

[\(download OCIO Directory as PDF\)](#)

Outsource Chief Investment Officer (OCIO) Directory, Summer 2023

Charles Skorina & Company

<http://www.charlesskorina.com> skorina@charlesskorina.com

Office: 520-529-5677

(AUM as of December 31, 2022, unless otherwise noted)

1. **Acansa Investment Management Group**, Tyson's Corner, VA

\$750mm Total

Mary L. Cahill, CEO & CIO

mcahill@acansa-inv.com

(703) 639-1888

2. **Agility**, Denver, CO

\$13.8bn discretionary assets

Chris Bittman, Partner

cbittman@agilitycio.com

(303) 813-7910

3. **Alan Biller and Associates**, Menlo Park, CA

\$72.4bn discretionary assets

\$132.1bn total

Alan D. Biller, Chairman

Jennifer Newell, CEO

info@alanbiller.com

(650) 328-7283

4. **Alesco Advisors**, Pittsford, NY

\$4.3bn discretionary assets

\$5.1bn total

Todd D. Green, Principal, Business Development & Client Service

TGreen@alescoadvisors.com

(585) 749-0357

5. **Angeles Investment Advisors**, Santa Monica, CA

\$6.2bn discretionary assets

\$37.8bn total

Garry Duncan, Managing Director, Head of Client Development
gduncan@angelesinvestments.com
(310) 857-5825

6. **AON**, Chicago, IL
\$148.7bn Global discretionary assets
\$3.79 trillion global advisory
Ed Bardowski, Partner & Registered Principal
ed.bardowski@aon.com
(484) 941-1409

7. **Appomattox Advisory**, New York, NY
\$1.4bn discretionary, non-discretionary & committed capital
Susan Webb, Founder, CEO & CIO
Drianne Benner, Managing Director
dbenner@appomattox.com
(212) 895-3012

8. **Arnerich Massena**, Portland, OR
\$1.1bn discretionary assets
\$2.1bn total
Ryland Moore, Managing Principal, Business Development, Investment Advisor
rmoore@am-a.com
(971) 263-7860 dir
(503) 239-0475 x147

9. **Artemis Wealth Advisors**, New York, NY
\$1.32bn discretionary assets
\$1.6bn total
Peter M. Rup, Founder & CIO
prup@artemiswa.com
Ron Zdrojeski, Director Business Development
(212) 838-9000

10. **Asset Consulting Group**, St. Louis, MO
\$508mm discretionary assets
\$173bn total
George A Tarlas, Senior Managing Director
george.tarlas@acgnet.com
(314) 862-4848

11. **Asset Strategy Consultants**, Baltimore, MD
\$2bn discretionary assets
Andrew W. Conner, CIO
conner@assetstrategyconsultants.com

Juan Buendia, Senior Client Advisor
buendia@assetstrategyconsultants.com
(410) 528-8282

12. Ballentine Partners, Waltham, MA
\$9.8bn discretionary assets (3-31-21)
\$21bn total
Jayson DeAngelis, Partner
jdeangelis@ballentinepartners.com
(781) 314-1316

13. Bank of America, New York, NY
\$71bn Institutional discretionary assets
\$1.4trillion total managed assets
Bernard Reidy, Managing Director, National
Endowment and Foundations Executive
bernard.reidy@bofa.com
(203) 571-5341

14. BBR Partners, New York, NY
\$22bn discretionary assets
\$24bn total
Todd Whitenack, Co-Managing Partner
twhitenack@bbrpartners.com
(212) 313-9875

15. BlackRock, New York, NY
\$307bn Global discretionary asset
Jeff Saef, MD, Head of Americas Portfolio Solutions
within Multi-Asset Strategies & Solutions (MASS)
jeffrey.saef@blackrock.com
(609) 282-8950

16. Blue Edge Capital, Richmond, VA
\$500mm discretionary assets
\$550mm total
Peter H. Bowles, Managing Director
pbowles@blueedgecap.com
(804) 673-7404

17. BNY Mellon Investor Solutions, New York, NY
\$9.5bn discretionary assets
\$27.1bn total
Camille Alexander, Head of Global Sales & Distribution
camille.alexander@bnymellon.com

(202) 624-7962

18. Brockenbrough, Richmond, VA
\$1.5bn OCIO discretionary assets
\$3.8bn total
Wesley Carroccio, Managing Director, Strategic Initiatives
wcarroccio@brockenbroughinc.com
(610) 659-9168

19. Brown Advisory, Baltimore, MD
\$5.5bn OCIO discretionary assets
\$12bn Total discretionary assets AUM
Brigid Peterson, Head Endowment & Foundations
bpeterson@brownadvisory.com
(410) 537-5379

20. Brown Brothers Harriman, New York, NY
\$56.2bn Total discretionary assets
Tom Davis, Managing Director
thomas.davis@bbh.com
(212) 493-8699

21. Callan, San Francisco, CA
\$35bn discretionary assets
\$3.2 trillion advisory
James A. Callahan, President
callahan@callan.com
(415) 974-5060

22. Cambridge Associates, Boston, MA
\$63.7bn discretionary assets
\$548.1bn advisory
Deirdre Nectow, Managing Director
dnectow@cambridgeassociates.com
(617) 457-1781

23. Canterbury Consulting, Newport Beach, CA
\$2.4bn discretionary assets
\$28.6bn advisory
Robinson (Bob) Cluck, Chairman
bcluck@canterburyconsulting.com
(949) 718-2229
Poorvi Parekh, Director OCIO
pparekh@canterburyconsulting.com
(949) 718-2224

24. Capricorn Investment Group, New York, NY

\$5.5bn discretionary assets

\$9bn total

Kunle Apampa, Head of Client Advisory & Partnerships

kapampa@capricornllc.com

(646) 289-3031

25. Captrust, Raleigh, NC

\$126bn discretionary assets

\$620bn advisory

Greg Middleton, Senior Director Marketing

greg.middleton@captrust.com

(919) 278-9814

26. Cerity Partners, W. Conshohocken, PA

\$63bn discretionary assets

Mimi Drake, Partner, Co-Market Leader

mdrake@ceritypartners.com

(610) 834-5873

Bill Curran, Partner

bcurran@ceritypartners.com

(610) 940-5331

27. Clearbrook Global Advisors, New York, NY

\$1.7bn discretionary assets

\$12bn advisory

Elliott Wislar, CEO

ewislar@clrbk.com

Gregg Sibert, Chief Marketing Officer

gsibert@clrbk.com

(212) 683-6686

28. Commonfund, Wilton, CT

\$11.7bn discretionary OCIO assets

\$25.3bn total AUM

Mark Anson, President, CEO & CIO

Tim Yates, President, CEO & OCIO

tim.yates@commonfund.org

(203) 563-5238

29. CornerCap Institutional, Atlanta, GA

\$1.1bn discretionary assets

Derek Tubbs, VP Institutional Development

dtubbs@cornercap.com

(404) 870-0700

30. Cornerstone Advisors AM, Bethlehem, PA

\$3.3bn discretionary assets

\$6.6bn total

J.P. Cavaliere, Senior Consultant

jcavaliere@cornerstone-companies.com

(610) 694-0900 (o)

(484) 941-2685 (c)

31. CornerStone Partners, Charlottesville, VA

\$10.24bn discretionary assets

\$11.6bn total

Mike Pagliaro, Director

mpagliaro@cstonellc.com

(610) 290-6660

32. Crewcial Partners, New York, NY

\$1.1bn discretionary assets (3-31-21)

\$36bn advisory

Charlie Georgalas, Managing Director

cgc@crewcialpartners.com

(212) 218-4900

33. Disciplina, Nashville, TN

\$1.9bn discretionary assets (2-28-23)

Matthew W. Wright, President & CIO

mww@disciplina.com

(615) 490-6002

34. Edgehill Endowment Partners, New Haven, CT

\$2.0bn discretionary assets

Nina F. Scherago, Co-Founder and Managing Partner

n.scherago@edgehillendowment.com

Jason Raiti, Partner

j.raiti@edgehillendowment.com

Christin Sandweiss, Director Client Service

c.sandweiss@edgehillendowment.com

(203) 654-3553

35. Evoke Advisors, Los Angeles, CA

\$10bn discretionary assets

\$25bn advisory

Damien Bisserier, Managing Partner, Co-CIO

dbisserier@evokedadvisors.com

(424) 283-3802

36. FEG Investment Advisors, Cincinnati, OH

\$10.1bn discretionary assets

\$72.5bn advisory

Rebecca (Becky) S. Wood, President & CEO

bwood@feg.com

Devinne Verst, VP Institutional Sales

dverst@feg.com

(513) 827-3204

37. Fidelity Institutional, Boston, MA

\$17bn OCIO Advisory Solutions

Eric Lussen, SVP, Business Development

eric.lussen@fmr.com

O: (312) 343-4408

Danielle M.G. Frissell, SVP, Endowments & Foundations

danielle.frissell@fmr.com

O: (401) 292-3452

38. Fiduciary Trust International, New York, NY

\$8.1bn discretionary assets

\$32bn total

Ronald Sanchez, CIO

rsanchez@ftci.com

Kate Huntington, Head of Advisory Solutions Group

kate.huntington@ftci.com

(877) 384-1111

39. Fiduciary Wealth Partners, Boston, MA

\$1.3bn discretionary assets

\$1.8bn total AUM and AUA

Preston McSwain, Managing Partner

preston@fwp.partners

(617) 602-1901

40. Fiducient Advisors, Chicago, IL

\$16.9bn discretionary assets

\$225.1bn advisory

Robert (Bob) DiMeo, CEO

bdimeo@fiducient.com

Mike Chase, Partner & Head of Endowments, Foundations, OCIO

mchase@fiducient.com

Matt Porter, Partner & Senior Consultant, Endowments, Foundations
Investment Advisors

mporter@fiducient.com

(800) 260-5445

41. F.L. Putnam Investment Management Company, Wellesley, MA

\$4.5bn discretionary assets

\$6.3bn total

Chris McVey, Director of Business Development

cmcvey@flputnam.com

(781) 591-8265

42. Gallagher Fiduciary Advisors, Washington, DC

\$5.41bn discretionary assets

\$63.85bn advisory

Michael Johnson, President

michael_w_johnson@ajg.com

Phil Fabrizio, Area Director

(202) 898-2270

43. Gerber Taylor, Memphis, TN

\$6.6bn discretionary assets

\$6.0bn advisory

Charles Gerber, President

cgerber@gerbertaylor.com

Matthew Kinnear, Client Development

mkinnear@gerbertaylor.com

(901) 526-9750

44. Glenmede, Philadelphia, PA

\$10.2bn Tax-exempt OCIO assets

\$40.5bn total

Adam M. Conish, Director of Endowment & Foundation Management

adam.conish@glenmede.com

(215) 419-6676

45. Global Endowment Management, Charlotte, NC

\$11bn discretionary assets

Stephanie Lynch, Partner

slynch@globalendowment.com

(704) 333-8282

Matt Bank, Partner

mbank@globalendowment.com

(704) 370-1686

46. Global Strategic Investment Solutions, Scottsdale, AZ

\$1.2bn discretionary assets

Don Callaghan, Managing Partner
dcallaghan@gsisus.com
(215) 919-3116

47. Goldman Sachs, New York, NY
\$207.6bn discretionary assets
\$2.5 trillion total
Timothy Braude, Managing Director
timothy.braude@gs.com
(917) 343-2138

48. Hall Capital Partners, San Francisco, CA
\$15.4bn discretionary assets
\$40.1bn total
Simon Krinsky, Managing Partner
skrinsky@hallcapital.com
(212) 407-0707
Krista Smith, Business Development Associate
ksmith@hallcapital.com
(415) 277-2624

49. Harpswell Capital Advisors, New Gloucester, ME
\$430mm discretionary assets
\$500mm advisory
Jack Moore, CFA. CIO small endowments (\$8-\$80mm)
Vanessa M. Bryant. COO
Jpm@harpswelladvisors.com
Vmb@harpswelladvisors.com
(877) HARP-CAP

50. Highland Associates, Birmingham, AL
\$13.6bn discretionary assets
\$13.bn AUA
\$26.6bn total
Trey Echols, CEO
Courtney Crane, Marketing & Sales Development Partner
[ccrane@harbert.net](mailto:crcrane@harbert.net)
(205) 939-8308

51. Hirtle Callaghan, W. Conshohocken, PA
\$19.6bn discretionary assets
Erica Evans, Head Client Engagement
eevans@hirtlecallaghan.com
(610) 943-4100

52. Holt CIO, Fort Worth, TX
\$375mm Total
Robert M. Holt, Jr., Managing Partner
rholt@holtcap.com
(817) 877-1430

53. ICG Advisors, Los Angeles, CA
\$6.65bn Total assets
J. Jeffrey Assaf, Sr. Managing Director & CIO
jassaf@icgadvisors.com
(424) 270-8900

54. Investure, Charlottesville, VA
\$14bn discretionary assets
\$17bn Total
Bruce Miller, CEO
bmiller@investure.com
Puja Seam, COO
pseam@investure.com
(434) 220-0280

55. Jasper Ridge Partners, Menlo Park, CA
\$32.2bn discretionary assets 9-30-22
Cori Duncan, CEO & Managing Partner
cduncan@jasperridge.com
(650) 494-4831

56. J.P. Morgan Asset & Wealth Management, New York, NY
\$130.2bn OCIO discretionary assets
\$2.8 trillion total
Monica Issar, Global Head Multi-Asset
& Portfolio Solutions
monica.issar@jpmorgan.com
(212) 464-2852

57. Lazard Family Office Partners, New York, NY
\$8bn Total
Casey D. Whalen, Head and Chief Investment Officer
casey.whelen@lazard.com
(212) 488-5485

58. LCG Associates, Atlanta, GA
\$1.6bn discretionary assets
\$106bn advisory
Ed Johnson, President & CEO

ejohnson@lcgassociates.com
(770) 644-0100

59. Makena, Menlo Park, CA
\$20bn discretionary assets
Joseph Magher, Managing Director
jmagher@makenacap.com
(650) 926-1339

60. Marquette Associates, Chicago, IL
\$14.1bn discretionary assets
\$337.5bn advisory
Brian Wrubel, President & CEO
bwrubel@marquetteassociates.com
Patrick McDowell, SVP, OCIO Services
pmcdowell@marquetteassociates.com
(312) 527-5500

61. Meketa Investment Group, San Diego, CA
\$24bn discretionary assets
\$1.6 trillion advisory
Lisa Rubin, Director Marketing
lrubin@meketa.com
(760) 795-3450

62. Mercer, New York, NY
\$344.9bn global discretionary
\$16.2trillion advisory
Rich Joseph, US Wealth Distribution Leader
rich.joseph@mercer.com
(617) 747-9540

63. Mill Creek Capital Advisors, Conshohocken, PA
\$9.0bn discretionary assets
\$9.5bn total
Josh Gross, CEO
jgross@millcreekcap.com
(610) 941-7714

64. Miller Investment Management, West Conshohocken, PA
\$1.7bn discretionary assets
\$3.4bn non-discretion
\$5.1bn total
Timothy P. Letter, Managing Director, business development
tletter@millerinv.com

(610) 834-9820 x136

65. Morgan Creek Capital Management, Chapel Hill, NC

\$2.3bn discretionary assets

Mark Yusko, CEO & CIO

myusko@morgancreekcap.com

(919) 933-4004

pclark@morgancreekcap.com

66. Morgan Stanley OCIO/Graystone Consulting, New York, NY

\$66.7bn OCIO discretionary assets

General OCIO Inquiries

msocio@morganstanley.com

(212) 296-7735

Tom Williams, Managing Director, Head of OCIO Investments

tom.williams@morganstanley.com

(212) 296-6960

Robert Mandel, Managing Director, Head of Graystone

Business & Team Development

robert.j.mandel@morganstanley.com

(914) 225-5420

67. Multilateral Endowment Management Co.,

“MEMCO,” Edmond, OK

\$1.2bn discretionary assets

\$2.5 total

Ryan Harms, CIO

rharms@memco-invest.com

(405) 334-6588

Ashley Roche COO & General Counsel

aroche@memco-invest.com

405-714-7827

68. Natixis Investment Managers Solutions, Boston, MA

\$5.17bn OCIO discretionary assets

\$1.1 trillion total firm AUM

Devin Griffin, VP Consultant Relations

devin.griffin@natixis.com

(617) 449-2633

69. NEPC, Boston, MA

\$59.8bn discretionary assets

\$1.3 trillion total

Steve F. Charlton, Director Consulting Services

scharlton@nepc.com

(617) 374-1300

70. Northern Trust, Chicago, IL

\$87.3bn OCIO discretionary assets

\$46.7bn advisory

\$1.2 total managed assets

Lyndsay Ferencak, Director Senior OCIO Specialist

LRF4@ntrs.com

(312) 444-3297

Darius Gill, National Practice Director

DAG9@ntrs.com

(312) 444-7153

71. Pacific Portfolio Consulting, Seattle, WA

\$4.5bn Total

Larry Hood, Founder & CEO

larry@pacific-portfolio.com

Kevin O'Connor, Partner, Senior Retirement Program Advisor

koconnor@pacific-portfolio.com

(206) 623-6641 phone

72. Partners Capital Investment Group, Boston & London

\$48bn Total

Leslie (Ahlstrand) Fitzgerald, Managing Director

leslie.ahlstrand@partners-cap.com

(617) 778-7046

Cathleen Lawless, Business Development Senior Associate

cathleen.lawless@partners-cap.com

(617) 292-1936

73. Permanens Capital, New York, NY

\$4.2bn discretionary assets

John Regan, Founding Partner

jr@permcap.com

(212) 993-7466

Connor Carew, Partner

connor@permcap.com

(212) 993-7449

74. PFM Asset Management, Philadelphia, PA

\$16.9bn discretionary assets

\$202.4bn Total

Jim Link, Managing Director

linkj@pfmam.com

John Spagnola, Managing Director

spagnolaj@pfmam.com
(215) 557-1222

75. Pivotal Advisors, New York, NY
\$400mm discretionary assets
Tiffany McGhee, CEO & CIO
tiffany@pivotal-advisors.com
(646) 535-1097

76. PNC Bank, Philadelphia, PA
\$67.7bn discretionary assets
Chris McGoldrick, Managing Director OCIO
& Retirement Solutions
chris.mcgoldrick@pnc.com
(215) 585-1244

77. Prime Buchholz & Associates, Portsmouth, NH
\$3.5bn discretionary assets
\$65bn advisory
William F. McCarron, President
bmc@primebuchholz.com
(603) 433-1143

78. Principal Asset Management, Des Moines, IA
\$23.1bn OCIO discretionary assets
\$465bn total AUM
Dan Oldani, Managing Director, OCIO
oldani.daniel@principal.com
(210) 365-3906

79. Prodigy Asset Management, Omaha, NE
\$3.4bn discretionary assets
Arnaldo Ovalles, Partner
arnaldo.ovalles@prodigyllc.com
(402) 502-3231

80. Regions Asset Management, Birmingham, AL
\$49.8.4bn discretionary assets
S. Alan McKnight, Jr., CIO
alan.mcknight@regions.com
(917) 822-3412

81. RiskBridge Advisors, New Canaan, CT
\$450mm discretionary assets
\$50bn advisory

Christopher A. Reynolds, Director Institutional Sales
creynolds@riskbridgeadvisors.com
(770) 299-3832

82. RockCreek, Washington, D.C.
\$3.6bn discretionary assets
\$16bn total
Afsaneh Beschloss, President and CEO
Alifia Doriwala, Co-CIO for OCIO
clientservices@therockcreekgroup.com
(202) 331-3400

83. Russell Investments, Seattle, WA
\$236.8bn discretionary assets
Charlie Shaffer, Global Head of Distribution
chsaffer@russellinvestments.com
(646) 334-9492
Rob Cittadini, Global COO of Distribution
rcittadini@russellinvestments.com
(206) 505-2876

84. SEI Institutional Group, Oaks, PA
\$203.8bn discretionary assets
Michael Cagnina, SVP, Managing Director
mcagnina@seic.com
(610) 676-1496

85. Sellwood Consulting, Portland, OR
\$1.1mm discretionary assets 9-30-22
\$7.5bn total
Ashlee Moehring, Consultant, Principal
ashleemoehring@sellwoodconsulting.com
(503) 596-2880

86. Seven Bridges Advisors, New York, NY
\$5.5bn Total
Ram Lee, Partner & CIO
ramlee@sevenbridgesadvisors.com
(212) 490-6320

87. Silvercrest Asset Management, New York, NY
\$20.9bn discretionary assets
\$28.9bn total
Chris Long, Director Endowment & Foundation Investment Solutions
clong@silvercrestgroup.com

(212) 649-0697

88. Spider Management Company, Richmond, VA

\$5.8bn discretionary assets

William H. McLean, President and CIO

wmclean2@richmond.edu

Rebecca Fender, Director of Investor Relations

rfender@richmond.edu

(804) 289-6902

89. State Street Global Advisors, Boston, MA

\$146.2bn discretionary assets

Jack Serhant, VP, Investment Solutions Group

Jack_Serhant@ssga.com

(617) 664-4599

Robert_Spencer@ssga.com, Head of portfolio solutions

(617)664-9489

90. Strategic Investment Group, Arlington, VA

\$25.5bn discretionary assets

\$25.9bn total AUM

Nikki Kraus, President & Chief Client Officer

nkraus@strategicgroup.com

(703) 243-4433

91. Summit Rock Advisors, New York, NY

\$18.6bn discretionary assets (avg. client \$400MM+)

David Dechman, CEO & co-Founder

david.dechman@summit-rock.com

(212) 993-7150

92. Syntrinsic Investment Counsel, Denver, CO

\$1.6bn discretionary assets

\$2.2bn total

Jim Brauer, Managing Director

jim.brauer@syntrinsic.com

(303) 518-6370

93. The Colony Group, New York, NY

\$2.2bn discretionary assets

\$19.4 total

Andrew W. Vogelstein, President, Institutional Advisory Practice

Sarah Withers, Associate Director

swithers@thecolonygroup.com

(646) 292-1272

94. The Family Office at Synovus, Columbus, GA

\$7.5bn discretionary assets

\$10 AUA

Katherine Dunlevie, President & CEO

katherinedunlevie@synovus.com

(706) 641-3997

Mike Sluder, CIO

michaelsluder@synovus.com

(706) 644-2063

95. TIFF Investment Management, Radnor, PA

\$8bn discretionary assets

Kane Brenan, CEO

Rob Zion, COO

Jerrold Charles, Director of Business Development

jcharles@tiff.org

(917) 501-0241

96. Truist Bank, Atlanta, GA

\$14bn discretionary assets

Stephen Yarbrough, Foundations & Endowments Specialty Practice

Stephen.yarbrough@truist.com

404-788-4401

97. UBS AG, Chicago, IL

\$16.1bn OCIO discretionary assets

Mohammad Ahmad, Head, Business Development

mohammad.ahmad@ubs.com

41 79 629 48 29

Waiting for a post-merger update

98. Vanguard, Malvern, PA

\$59bn discretionary assets

Daniel W. Newhall, Principal, Institutional Investor Group

daniel_w_newhall@vanguard.com

(610) 669-1596

99. VELA Investment Management, New Albany, OH

\$346mm discretionary assets

Ric Dillon, Co-Founder & CEO

rdillon@vela-im.com

(614) 323-6916

100. Verger Capital Management, Winston-Salem, NC

\$2.4bn discretionary assets
Patrick Decker, Managing Director
pdecker@vergercapital.com
Michael Collins, Managing Director
mcollins@vergercapital.com
(336) 934-4145

101. Verus Advisory, Seattle, WA
\$4bn discretionary assets
\$655bn advisory
Shelly J. Heier, President & Senior consultant
sheier@verusinvestments.com
(206) 622-3700

102. Wespeth Institutional, Glenview, IL
\$4.4bn discretionary assets
T. Joseph Halwax, Managing Director Institutional Services
jhalwax@wespeth.org
(847) 866-4307

103. Willis Towers Watson, Chicago, IL
\$163bn discretionary assets
Nimisha Srivastava, Head of Investments, North America
nimisha.srivastava@wtwco.com
(704) 806-1652
Mark Calnan, Head of Investments, Europe
mark.calnan@wtwco.com
44 (0) 207 170 2819

104. Wilshire Advisors, Santa Monica, CA
\$21.4bn discretionary OCIO assets
\$1.3 trillion advisory
Nancy Arias, Sr. Associate, Business Development
narias@wilshire.com
(310) 260-6712 cell

104 Firms - \$3.4 Trillion AUM