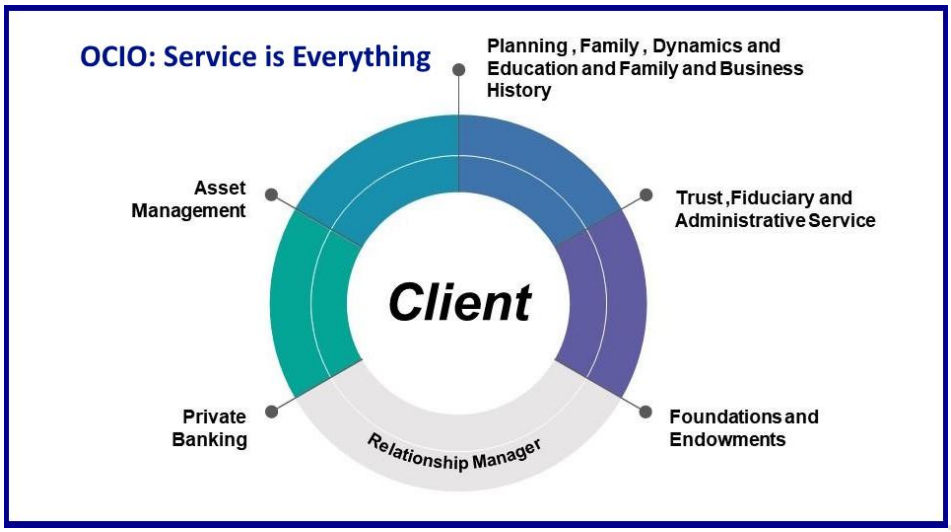
The Skorina Letter

● Retained Executive Search ●

Our clients: visionary families, transformative nonprofits, Wall Street trailblazers
Our vision: build investment preeminence, create opportunity
Our work: recruit, consult, connect



OCIO directory, fall 2026: think service

If you don't take care of your customer, your competitor will. —Bob Hooey, Make ME Feel Special!

Our fall 2026 Outsourced Chief Investment Officer (OCIO) directory features one hundred-six service providers with names, numbers, and emails for each firm.

Our goal is to give new business prospects – pensions, nonprofits, and family offices – an easy, ad-free, no-paywall, no-charge way to find OCIO firms and connect with the right representative.

Relentless growth

AUM topped $6.3 trillion as of June 30, 2026, an 11.8 percent jump ($668bn) from just six months ago. And, as usual, the big got much bigger. Sixteen firms over one

hundred billion manage about seventy-six percent of the assets (mostly pension assets) leaving the remaining trillion-five for independents and boutiques.

*	Asset Manager	OCIO AUM June 30, 2026
1	Marsh	$846,230,000,000
2	Goldman Sachs	$540,700,000,000
3	BlackRock	$445,000,000,000
4	Russell Investments	$418,000,000,000
5	Morgan Stanley	$353,200,000,000
6	CAPTRUST	$320,000,000,000
7	State Street Global Advisors	$264,200,000,000
8	J.P. Morgan Asset & Wealth Management	$242,400,000,000
9	AON	$222,200,000,000
10	Wilshire Associates	$221,000,000,000
11	SEI Institutional Group	$220,620,000,000
12	Willis Towers Watson	$201,000,000,000
13	NEPC	$154,300,000,000
14	Bank of America	$127,200,000,000
15	Cambridge Associates	$116,800,000,000
16	Northern Trust	$102,400,000,000
	Total	**$4,795,250,000,000**

Looking back over the last four decades, the best time to pitch an outsourced OCIO proposition was probably about thirty years ago. Fewer competitors, better margins, plenty of prospects. But there's still runway ahead for the go-getters. Here's a rough estimate of total investable assets for the nonprofit, non-pension market:

$1.786 trillion – private foundations
$0.177 billion – community foundations
$1.000 trillion – endowments
$0.600 billion – hospitals, health systems
$0.300 billion – religious organizations
$0.070 billion – museums
$3.933 trillion

The corporate defined benefit business is a land unto its own, actuarial, regulated, and liability driven, with a focus on funding levels and cost reduction. Better to let Marsh, Goldman, Blackrock, et al., deal with those headaches.

New business for most OCIOs will come from private wealth and related foundations, a booming market. But when it comes to the moneyed class it's all about service.

Speaking of service

A sizable southern foundation called a few weeks ago to discuss their OCIO's poor service. Didn't matter that the 10-year investment performance was excellent – our data put them in the top third. According to the board their OCIO responds late to their requests and pays lip service to their concerns. They were here to talk about a change.

When families are asked what qualities are most important in a client service advisor, trust and responsiveness top the list. And yet, after twenty years working with OCIOs – recruiting, consulting, M&A, this directory – poor service and communication is today's number one complaint.

Maybe it's turnover and the lamentable loss of passion and focus. Once a founder sells it's hard to sustain that intensity and vision. Most OCIO trailblazers have been in business for thirty to forty years, some longer, and many are aging out.

Unless an OCIO is family-owned like Hirtle & Co. with succession in place, or that rare private partnership with a two-hundred-year-old history like Brown Brothers Harriman, merging is usually inevitable.

With heady valuations, it's hard to say no to a generous offer. In the last few years, Hall Capital, NEPC, Agility, Truvvo, Ellwood Associates, New Providence, CornerStone, PFM, and Permit Capital, among others, have snuggled up to big money patrons.

Mr. Hirtle, industry doyen and long-standing client, describes the challenge this way:

Over the past decade and more, markets have been so consistently productive that almost everyone is capturing historically strong returns. So, differentiation in our business depends on exceptional professional service.

Daniel Kahneman famously differentiated the perfectly rational humanoid "econs" of the economic textbooks – who only care about performance – from real people with real everyday emotions, pressures, and concerns which he called "humans".

Exemplary service means focusing on our clients' success and well-being, those human elements Professor Kahneman describes. Our mission is to ease their minds and help keep their commitments. We never want to disappoint them. That means both strong performance and great client care.

—Charles Skorina

Looking for an OCIO partner

My client, a regional financial corporation with significant multi-state banking and investment operations, is looking for an OCIO to acquire with management firmly in place and ambition intact.

The goal is to combine the group's financial heft with an OCIO's management expertise and desire for long-term growth.

This is a strategic initiative. No flips, no quick turns. If you're looking for a partner with similar goals, please give me a call.

skorina@charlesskorina.com
520-428-4180

Build or Buy

Reading about the Kirsh family office build out in the WSJ the other day reminded me of all the unhappy CIOs I've interviewed from offices that eventually blew up. Where families are concerned, sometimes it's better to let objective, independent professionals handle the investing.

Family office heads have enough on their plates—estates, foundations, investments, art collections, and organizational issues; implement an accounting and reporting infrastructure; establish generation-skipping trusts; manage personal properties and staff; and navigate the delicate task of educating and mentoring family members. And did we mention taxes, taxes, taxes?

Ron Chernow's definitive biography on John D. Rockefeller, "Titan", should be required reading for all UHNW moguls thinking of reinventing the family office wheel. Mr. Rockefeller essentially created the modern American corporation, warts and all. And his family office and philanthropic endeavors are legendary role-models for modern philanthropists and family wealth managers.

Before you jump, however, think carefully. When a family decides to build an investment office, they are in fact preparing to design, launch, and manage a profitable business, one that is likely quite different from the one that built the wealth in the first place.

Josh Baron and Rob Lachenauer, Is Your Family Office Built for the Future?, highlight five key decisions that govern success. They are:

- Design: How will you own your assets together?
- Decide: How will you structure governance?
- Value: How will you define success?
- Inform: How will you communicate with your family?
- Transfer: How will you transition to the next generation?

There are very few founders like Mr. Nathan Kirsh, a 94 year old indomitable Jewish South-African/American entrepreneur. The firms in our directory have worked with families and institutions – and related private foundations – for decades, some for centuries. They have the institutional structure, scale, and

expertise to meet all challenges. For most UHNW families, an outsourced solution is a safer choice.

(download PDF directory only)
(down PDF newsletter & directory)

Outsourced Chief Investment Officer (OCIO) Directory, Fall 2026

(AUM as of June 30, 2026)

Charles Skorina & Company

http://www.charlesskorina.com skorina@charlesskorina.com
Office: 520-428-4180

1. Alan Biller and Associates, Menlo Park, CA
$69bn discretionary assets
$184bn total
Alan D. Biller, Chairman
Jennifer Newell, CEO
info@alanbiller.com
(650) 328-7283

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2. Alesco Advisors, Pittsford, NY
$5.93bn discretionary assets
$6.89bn total
Todd D. Green, Principal, Business Development & Client Service
tgreen@alescoadvisors.com
(585) 749-0357 cell
(585) 586-0970 office

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3. Angeles Investment Advisors, Santa Monica, CA
$7.79bn discretionary assets
$47bn total
David Brief, Senior MD
dbrief@angelesinvestments.com
(310) 857-5834

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4. AON, Chicago, IL
$222.2bn global discretionary assets

$4.648 trillion global advisory
Rick Berdelle, Director of Business Development
rick.berdelle@aon.com
(312) 381-9713

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5. Asset Consulting Group, St. Louis, MO
$1.3bn discretionary assets
$200bn total
George A. Tarlas, Senior MD
george.tarlas@acgnet.com
(314) 862-4848
(314) 307-8474 George direct

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6. Atlas Capital Advisors, San Francisco, CA
$1.245bn discretionary assets
Ken Frier, Chief Investment Officer
ken@atlasca.com
John Baker, MD
john.baker@atlasca.com
(415) 254-3261

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7. Bank of America, New York, NY
$127.2bn institutional discretionary assets
$2.3 trillion total managed assets
Bernard Reidy, MD, National Endowment & Foundations Executive
bernard.reidy@bofa.com
(203) 571-5341

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8. BBR Partners, New York, NY
$36.1bn discretionary assets
$38.3bn total
Todd Whitenack, Co-Managing Partner
twhitenack@bbrpartners.com
(212) 313-9875

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9. Beacon Pointe Advisors, Newport Beach, CA
$1.9bn discretionary assets
$63bn total
Michael J. Skillman, MD
mskillman@beaconpointe.com
(949) 259-0956

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10. BlackRock, New York, NY
$445bn global discretionary assets

$15.3 trillion total
John Simpson, MD, Head of OCIO for Americas within Multi-Asset Strategies & Solutions (MASS)
john.simpson@blackrock.com
(212) 810-3683
Ned Rosenman, MD, Co-Head of Client Business, Americas Custom and Outsourced Solutions
Ned.Rosenman@blackrock.com
(212) 810-5077
Cassandra Virgin, MD, Co-Head of Client Business, Americas Custom and Outsourced Solutions
Cassandra.Virgin@blackrock.com
(646) 231-8437

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11. Blue Edge Capital, Richmond, VA
$840mm discretionary assets
Peter H. Bowles, MD
pbowles@blueedgecap.com
(804) 673-7404

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12. BNY, New York, NY
$22.9bn discretionary assets
$207.3bn total
Girish Massand, Institutional Solutions Strategist
girish.massand@bny.com
(516) 528-7625

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13. Bridges Trust, Omaha, NE
$12.54bn discretionary assets
$13.73bn AUA
Nick Wilwerding, CEO
nwilwerding@bridgestrust.com
Jack Holmes, CIO
jholmes@bridgestrust.com
(402) 393-8300

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14. Brockenbrough, Richmond, VA
$2.3bn discretionary OCIO assets
$5.0bn total
Matthew P. Shaia, MD & Director Investment Operations
mshaia@brockenbroughinc.com
(804) 288-0404
(804) 212-7169

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15. Brown Advisory, Baltimore, MD

$7bn discretionary OCIO assets
$189bn total firm client assets
Gordon Wagner, Consultant Relations Director
gordonwagner@brownadvisory.com
(443) 613-4756 cell
(410) 537-5400 main

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16. Brown Brothers Harriman, New York, NY
$65bn discretionary assets
Tom Davis, Partner
thomas.davis@bbh.com
(212) 493-8699

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17. Callan, San Francisco, CA
$58.7bn discretionary assets
$4.7 trillion advisory
Jim Callahan, President
callahan@callan.com
(415) 974-5060
Mark Andersen, SVP Trust Advisory Group
andersen@callan.com
(415) 974-5060
Connie Lee, SVP Investment Consultant
leec@callan.com
(415) 974-5060

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18. Cambridge Associates, Boston, MA
$116.8bn discretionary assets
$571.6bn advisory
Mary Pang, Global Head of Client Solutions
mpang@cambridgeassociates.com
(415) 791-3119

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19. Canterbury Consulting, Newport Beach, CA
$6.3bn discretionary assets
$67.6bn advisory
Poorvi Parekh, Managing Director
pparekh@canterburyconsulting.com
(949) 718-2224
Garrett Jackson, Director of Analytics
gjackson@canterburyconsulting.com
(949) 718-2276

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20. Capricorn Investment Group, New York, NY
$3.2bn full OCIO discretionary assets

$8.0bn partial-discretionary OCIO assets
$32.1bn total
Nick Flores, Partner
nflores@capricornllc.com
(646) 289-3030

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21. CAPTRUST, Raleigh, NC
$320bn discretionary assets
$916bn advisory
Greg Middleton, Senior Director Marketing
greg.middleton@captrust.com
(919) 278-9814

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22. Cerity Partners OCIO, Denver, CO
$23.2bn discretionary assets
Chris Bittman, Partner
cbittman@ceritypartners.com
(303) 813-7910

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23. Citi, New York, NY
$23.8bn multi-asset class discretionary assets
Kerry White, MD, Head of Citi Investment Management
kerry.white@citi.com
(212) 559-8640
Matt Hoehn, MD, Head of Multi-Asset Class Solutions
matt.hoehn@citi.com
(201) 563-2056

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23. Clearbrook Global Advisors, New York, NY
$2.2bn discretionary assets
$13.2bn advisory assets
Elliott Wislar, CEO
ewislar@clrbrk.com
Gregg Sibert, Chief Marketing Officer
gsibert@clrbrk.com
(212) 683-6686

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24. Clearstead Advisors, Cleveland, OH
$11.1bn discretionary assets
Alex Shannon, MD of Business Development
ashannon@clearstead.com
(330) 807-2733

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25. Commonfund, Norwalk, CT
$18.1bn discretionary OCIO assets

$31.5bn total
Mark Anson, President, CEO & CIO, Commonfund
Tim Yates, President, CEO & Commonfund OCIO
tim.yates@commonfund.org
(203) 563-5238

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26. Cornerstone Advisors Asset Management, Bethlehem, PA
$4.8bn discretionary assets
$9.5bn total
J.P. Cavaliere, Director, Institutional Solutions
jcavaliere@cornerstone-companies.com
(610) 694-0900 office
(484) 941-2685 cell

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27. CornerStone Partners, Charlottesville, VA
$31bn discretionary assets
Mike Pagliaro, Director
mpagliaro@cstonellc.com
(610) 290-6660

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28. Cornerstone Portfolio Research, Chester Springs, PA
$500mm discretionary assets
$6.8bn total
Thomas Balis, Principal and CIO
thomas@cornerstoneportfolioresearch.com
(484) 631-3684

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29. Crewcial Partners, New York, NY
$2.0bn discretionary assets
$28.2bn advisory
Charlie Georgalas, MD
ccg@crewcialpartners.com
(212) 218-4900

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30. Cynosure Capital Management, Salt Lake City, UT
$4.868bn OCIO assets
$9.924bn total (Cynosure Group)
Mark Siddoway, President
mark.siddoway@cynosuregroup.com
(801) 888-9576

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31. Disciplina Group, Nashville, TN
$3.2bn discretionary assets
Matthew W. Wright, President & CIO
ir@disciplina.com

(615) 490-6007

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32. Ehrenkranz Partners, New York, NY
$7.0bn discretionary assets
$20bn advisory
John B. Ehrenkranz, Partner
john.ehrenkranz@eplp.com
(212) 801-2301

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33. FEG Investment Advisors, Cincinnati, OH
$16.7bn discretionary assets
$83.7bn advisory
Alan Lenahan, CEO
Wes McKeown, Vice President Institutional Client Development
wmckeown@feg.com
(513) 977-4400

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34. Ferguson Wellman Capital Management, Portland, OR
$11.6bn discretionary assets
Jim Coats, Executive Vice President
Jim.coats@fergwell.com
Nate Putnam, Senior Vice President
Nathan.putnam@fergwell.com
Danielle Hart, Vice President
Danielle.hart@fergwell.com
(503) 226-1444

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35. Fidelity Institutional, Boston, MA
$27.87bn OCIO advisory solutions
Eric Lussen, SVP, Endowments & Foundations
eric.lussen@fmr.com
(312) 343-4408 Office
Danielle M.G. Frissell, SVP, Endowments & Foundations
danielle.frissell@fmr.com
(401) 292-3452 Office

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36. Fiduciary Wealth Partners, Boston, MA
$1.5bn discretionary assets
$2.5bn total
Preston McSwain, Managing Partner
preston@fwp.partners
(617) 602-1901

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37. F.L. Putnam IMC, Lynnfield, MA
$11.1bn discretionary assets

$15.6bn total
Chris McVey, Director of Business Development
cmcvey@flputnam.com
(781) 591-8265

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38. Franklin Templeton, New York, NY
$40.7bn discretionary assets
$1.8 trillion total AUM
Rich Nuzum, Head of OCIO
rich.nuzum@franklintempleton.com
(917) 230-8294

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39. Gallagher Fiduciary Advisors, Washington, D.C.
$13.56bn discretionary assets
$203.11bn advisory
Michael Johnson, Area President
michael_w_johnson@ajg.com
Phil Fabrizio, Area Senior Vice President and Area Director
phil_fabrizio@ajg.com
(202) 898-2270

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40. Gerber Taylor, Memphis, TN
$7.6bn discretionary assets
$7.2bn AUA
Matthew Kinnear, Client Development
mkinnear@gerbertaylor.com
(901) 526-9750

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41. Glenmede, Philadelphia, PA
$12.5bn tax-exempt OCIO assets
$53bn total
Brigid Peterson, Director of Endowment & Foundation Business
brigid.peterson@glenmede.com
(215) 419-6136
Jerrol Charles, VP & Business Development Director
jerrol.charles@glenmede.com
(917) 501-0241

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42. Global Endowment Management (GEM), Charlotte, NC
$13.4bn discretionary assets
Stephanie Lynch, Managing Partner
slynch@geminvestments.com
Alex Kocher, MD
akocher@geminvestments.com
(704) 370-1706

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43. **Global Strategic Investment Solutions**, Scottsdale, AZ
$1.7bn discretionary assets
Curt Thompson, Managing Partner
cthompson@gsisus.com
(480) 216-9788

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44. **Goldman Sachs**, New York, NY
$540.7bn discretionary assets
$4.0 trillion total
Jared Dickow, MD
jared.dickow@gs.com
(212) 902-8835

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45. **Guardian Capital Group Ltd.,** Toronto, ON
& Desjardins Global Asset Management
$6.2bn US discretionary assets
$221.1bn US total
Anthony Messina, Head of Private Wealth
amessina@guardiancapital.com
(647) 980-6989

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46. **GuideStone Investment Services,** Dallas, TX
$3.17bn discretionary assets
$738 mm non-discretion
Bret Curlee, MD, Investment Services
Bret.curlee@guidestone.org
(214) 720-1198

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47. **Harpswell Capital Advisors**, Yarmouth, ME
$711mm discretionary assets (Serving small endowments, $3-$60mm)
Jack Moore, Managing Partner & CIO
Vanessa M. Bryant, COO
jpm@harpswelladvisors.com
vmb@harpswelladvisors.com
(877) 427-7227

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48. **HighGround Advisors**, Dallas, TX
$1.8bn discretionary assets
$3.6bn advisory
Jordan Lovelady, Vice President for Client Investment Solutions
jordan.lovelady@highgroundadvisors.org
(214) 978-3314

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49. **Highland Associates**, Birmingham, AL

$8.3bn discretionary assets
$19bn total
Paige Daniel, President
pdaniel@highlandassoc.com
(205) 939-8308

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50. **Hi-Line Capital Management**, Watertown, SD
$800mm discretionary assets
$1.15bn advisory assets
Michael Anderson, President & CIO
michael.anderson@hi-linecapital.com
(605) 878-0897

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51. **Hirtle & Co.**, W. Conshohocken, PA
$25.7bn discretionary assets
Garrett Wilson, MD (Institutions)
gwilson@hirtle.com
Susan McEvoy, MD (Families)
smcevoy@hirtle.com
(610) 943-4100

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52. **Holt CIO**, Fort Worth, TX
$493mm total
Robert M. Holt, Jr., Managing Partner
rholt@holtcap.com
(817) 877-1430

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53. **ICG Advisors**, Los Angeles, CA
$2.2bn discretionary assets
$8.0bn total
J. Jeffrey Assaf, Sr., MD & CIO
jassaf@icgadvisors.com
(424) 270-8900 main

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54. **Inatai Investment Management**, Seattle, WA
$3.0bn discretionary assets
Peng Wang, CIO
w@inatai.partners
(206) 962-2754

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55. **Investure**, Charlottesville, VA
$21bn discretionary assets
$24bn total assets
Bruce Miller, CEO
bmiller@investure.com

Puja Seam, COO
pseam@investure.com
(434) 220-0280

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56. Jasper Ridge Partners, Menlo Park, CA
$42bn discretionary assets 12-31-25
Aaron Abrahms, Partner
aabrahms@jasperridge.com
(650) 494-4829 office
(646) 506-1426 cell

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57. J.P. Morgan Asset & Wealth Management, New York, NY
$242.4bn discretionary OCIO assets
$5.1 trillion total
Christopher Fletcher, Global Head, Institutional Investment Solutions
christopher.d.fletcher@jpmorgan.com
(212) 464-1362

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58. Lazard Wealth, New York, NY
$9.2bn total
Jerome Antenen, MD, Head & CIO
jerome.antenen@lazard.com
(212) 287-2969

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59. LCG Associates, Atlanta, GA
$2.36bn discretionary assets
$115.12bn advisory
Christopher Philips, OCIO Practice Leader
cphilips@lcgassociates.com
(770) 644-0100

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60. Makena, Menlo Park, CA
$23bn discretionary assets
Joseph Magher, MD
jmagher@makenacap.com
(650) 926-1339

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61. Marquette Associates, Chicago, IL
$34bn discretionary assets
$435bn advisory assets
Nat Kellogg, President
nkellogg@marquetteassociates.com
Jessica Noviskis, Portfolio Strategist, OCIO Services
jnoviskis@marquetteassociates.com
(312) 527-5500

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62. Marsh, New York, NY
$846.23bn global discretionary assets
$365.135bn US discretionary assets
$17.2 trillion advisory
Sylvia Diez, Sales Leader, Marsh Investments and Retirement, US
sylvia.diez@mercer.com
(412) 515-7738

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63. McMorgan & Company, San Francisco, CA
$7.7bn regulatory AUM
$10.9bn total
Don Palmer, Partner, Senior MD
dpalmer@mcmorgan.com
(312) 720-0718
Michael Sweeney, Vice President
msweeney@mcmorgan.com
(312) 758-3470

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64. Meketa Investment Group, San Diego, CA
$29.2bn discretionary assets
$2.8 trillion advisory
Lisa Rubin, Director of Marketing
lrubin@meketa.com
(760) 795-3450

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65. Miller Investment Management, West Conshohocken, PA
$1.776bn discretionary assets
$5.329bn non-discretion
Timothy P. Letter, MD, business development
tletter@millerinv.com
(610) 834-9820 x136
(804) 517-1284 cell

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66. Morgan Creek Capital Management, Chapel Hill, NC
$2.5bn discretionary assets
Mark Yusko, CEO & CIO
myusko@morgancreekcap.com
Michael Hennessy, MD
mhennessy@morgancreekcap.com
(919) 933-4004

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67. Morgan Stanley, New York, NY
$353.2bn discretionary OCIO assets
General OCIO Inquiries

msocio@morganstanley.com
(212) 296-7735
Sona Menon, MD, Head of OCIO
Sona.menon@morganstanley.com
(212) 762-0264
Lisa Shalett, MD, CIO & Chair, Global Investment Committee
lisa.shalett@morganstanley.com
(212) 296-0335

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68. Multilateral Endowment Management Co., "MEMCO," Edmond, OK
$1.9bn discretionary assets
$4.0bn total
Ryan Harms, CIO
rharms@memco-invest.com
(405) 334-6588
Ashley Roche, COO & General Counsel
aroche@memco-invest.com
405-714-7827

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69. NEPC, Boston, MA
$154.3bn discretionary assets
$1.93 trillion total
Rick Ciccione, Partner
rciccione@nepc.com
(312) 585-9689

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70. Newport Capital Group, Red Bank, NJ
$3.2bn discretionary assets
$23bn total
Domenic DiPiero, President
ddipiero@newportcapitalgroup.com
(732) 741-8400

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71. Northern Trust, Chicago, IL
$102.4bn discretionary OCIO assets
$34.3bn AUA OCIO advisory
$1.6 trillion total NTAM
Lyndsay Ferencak, Director, Senior OCIO Specialist
LRF4@ntrs.com
(312) 444-3297

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72. Northside Capital Management, Hood River, OR
$2.14bn discretionary assets
$7.25bn total

Alex McCulloch, Director of Client Strategy
mcculloch@northsidecap.com
(310) 779-8824

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73. Partners Capital Investment Group, Boston & London
$84bn total
Leslie (Ahlstrand) Fitzgerald, Partner
leslie.fitzgerald@partners-cap.com
(617) 778-7046
Cathleen Proctor, Principal, Business Development
cathleen.proctor@partners-cap.com
(617) 292-1936

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74. Pathstone, Englewood, NJ
$81.4bn discretionary assets
$124.4bn total
Krista Stickel, Director
kstickel@pathstone.com
(415) 277-2624

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75. PermCap Investment Office, Charleston, SC
$1.8bn discretionary assets
$4.0bn total
John Regan, Founding Partner & CIO
jr@permcap.com
(843) 882-7955
Connor Carew, Managing Partner
connor@permcap.com
(212) 993-7449

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76. Pivotal Advisors, New York, NY
$1bn discretionary assets
Tiffany McGhee, CEO & CIO
tiffany@pivotal-advisors.com
(646) 535-1097

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77. PNC Institutional Asset Management, Washington, DC
$58.52bn OCIO discretionary assets
$100.38bn institutional discretionary assets
Stacey Herndon, Director of Investments and OCIO Solutions
stacey.herndon@pnc.com
(202) 835-6757

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78. Point Olema Capital Partners, San Francisco, CA
$735mm discretionary assets

$4.2bn total
Nancy Turner, President
nancy@pointolema.com
(415) 851-0411
John O'Connor, Founder & Co-CIO
Brian Koh, Investment Director
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79. **Prime Buchholz & Associates**, **Portsmouth, NH**
$7bn discretionary assets
$79.0bn advisory
William F. McCarron, President
bmc@primebuchholz.com
(617) 633-8704 direct
Adam Leech, Head of business development
Adam.leech@primebuchhloz.com
(207) 216-7483
(603) 433-1143 main
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80. **Principal Asset Management**, **Des Moines, IA**
$22.3bn discretionary OCIO assets
$555.82bn total
Owais Rana, MD, Investment Solutions
rana.owais@principal.com
(212) 603-3611
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81. **Prodigy Asset Management**, **Omaha, NE**
$2.8bn discretionary assets
Arnie Ovalles, Partner
arnaldo.ovalles@prodigyllc.com
(402) 502-3231
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82. **Regions Asset Management**, **Birmingham, AL**
$75bn discretionary assets
S. Alan McKnight, Jr., CIO
alan.mcknight@regions.com
(917) 822-3412
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83. **RiskBridge Advisors**, **Norwalk, CT**
$1.0bn discretionary assets
$63bn advisory
William Kennedy, CEO and CIO
bkennedy@riskbridgeadvisors.com
(203) 658-6055
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84. **RockCreek**, **Washington, D.C.**

$14.4bn discretionary OCIO assets
$19.4bn total
Afsaneh Beschloss, President and CEO
clientservices@therockcreekgroup.com
(202) 331-3400

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85. Russell Investments, Seattle, WA
$418bn OCIO AUM
$964bn advisory AUA
Lindy Freeman, MD, Global Head of Institutional
lfreeman@russellinvestments.com
(212) 702-7955
Bikram Chadha, Senior Director, Head of Middle Market Institutional Sales & Consultant Relations
bchadha@russellinvestments.com
(212) 702-7888

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86. SEI Institutional Group, Oaks, PA
$220.62bn discretionary assets
Kevin Matthews, Head of North America Institutional Asset Management
kmatthews@seic.com
(610) 676-2631

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87. Sellwood Investment Partners, Portland, OR
(a Wealthspire Company)
$2.3bn discretionary assets
$11.1bn total
Ashlee Moehring, Principal
ashleemoehring@sellwoodip.com
(503) 596-2880

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88. Silvercrest Asset Management, New York, NY
$24.0bn discretionary assets
$37.0bn total
Allen Gray, Global Head of Institutional Business
agray@silvercrestgroup.com
(212) 649-0765

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89. Spider Management Company, Richmond, VA
$8.1bn discretionary assets
Rebecca Fender, MD, Investor Relations
rfender@richmond.edu
(804) 200-6902

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90. State Street Investment Management, Boston, MA

$264.2bn discretionary assets
Jack Serhant, Head of Solutions Distribution
Jack_Serhant@statestreet.com
(617) 664-4599
Maddy Adams, Business Development
madeleine_adams_1@statestreet.com
(917) 672-2320

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91. **Strategic Investment Group**, **Arlington, VA**
$36.32bn discretionary assets
Nikki Kraus, CEO
Valentina Glaviano, Co-Head of Global Client Development
vglaviano@strategicgroup.com
Tel: (703) 236-1790 / Cell: (415) 672-4051
Patrick A. Torrey, Co-Head of Global Client Development
ptorrey@strategicgroup.com
Tel: (703) 236-1757 / Cell: (610) 724-3926

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92. **Summit Rock Advisors**, **New York, NY**
$28.8bn discretionary assets (avg. client $550mm)
David Dechman, CEO & co-Founder
david.dechman@summit-rock.com
(212) 993-7160

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93. **Syntrinsic**, **an IMA Company, Denver, CO**
$2.41bn discretionary assets
$3.3bn total
Jim Brauer, MD, Investor Relations and Consulting
jim.brauer@syntrinsic.com
(303) 518-6370

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94. **The Family Office at Synovus**, **Columbus, GA**
$9.5bn discretionary assets
$12.0bn AUA
Walt Deriso, Chief Executive Officer
waltderiso@synovus.com
Mike Sluder, CIO
michaelsluder@synovus.com
(706) 644-2063

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95. **The Haverford Trust Company**, **Radnor, PA**
$3.5bn discretionary assets
$16.9bn total
Timothy Hoyle, CIO
thoyle@haverfordquality.com

Maxine Cuffe, Director of Global Strategies
mcuffe@haverfordquality.com
(610) 995-8700

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96. **Third Lake Partners**, **Tampa, FL**
$6.0bn discretionary assets
Case Fell, CIO
cfell@thirdlake.com
Mercer Borden, Senior MD OCIO team
mborden@thirdlake.com
(813) 497-3300

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97. **TIFF Investment Management**, **Radnor, PA**
$9.3bn discretionary assets
$11.9 total
Kane Brenan, CEO
kbrenan@tiff.org
Jessica Portis, Chief Client Officer
jportis@tiff.org
(610) 684-8200

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98. **Torreyana Capital**, **La Jolla, CA**
$1bn discretionary assets
Kris Ostrander, CEO
kostrander@torreyanacapital.com
(510) 410-1230

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99. **U.S. Bancorp Asset Management, Inc.**, **Philadelphia, PA**
$33.1bn discretionary assets
$445.4bn total discretionary assets
Jim Link, Head of Institutional OCIO and Liquidity Services
valentine.link@usbank.com
Michael Murray, MD
michael.murray3@usbank.com
(224) 633-8309

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100. **Verger Capital Management**, **Winston-Salem, NC**
$3.6bn discretionary assets
Michael Collins, MD
mcollins@vergercapital.com
(336) 934-4101

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101. **Wealthspire Institutional**, **New York, NY**
(Fiducient Advisors Rebrand Oct 2026)
$83.6bn discretionary assets

$466.4bn advisory
Mike Chase, Head of Endowments, Foundations, OCIO
mike.chase@wealthspire.com
Chris Coleman, Managing Director, Enterprise Growth
chris.coleman@wealthspire.com
(800) 260-5445

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102. Wespath Institutional, Glenview, IL
$6.3bn discretionary assets
T. Joseph Halwax, MD Institutional Services
jhalwax@wespath.org
(847) 866-4307

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103. Willis Towers Watson, Chicago, IL
$201bn 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

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104. Wilmington Trust, Wilmington, DE
$99.9bn discretionary assets
Patrick Decker, Head of Institutional OCIO
pdecker1@wilmingtontrust.com
(610) 773-6120
(610) 977-4079 Direct
(610) 773-6120 Cell

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105. Wilshire Advisors, Santa Monica, CA
$221bn total AUM
$1.6 trillion advisory
Leah Emkin, Chief Client Officer
lemkin@wilshire.com
(310) 260-6689

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105 Firms - $6.3 trillion OCIO AUM

Appendix

Companies grouped by OCIO AUM

(as of June 30, 2026)

Over $100bn (16)

$846,230,000,000 – Marsh
$540,700,000,000 – Goldman Sachs
$445,000,000,000 – BlackRock
$418,000,000,000 – Russell Investments
$353,200,000,000 – Morgan Stanley
$320,000,000,000 – CAPTRUST
$264,200,000,000 – State Street Global Advisors
$242,400,000,000 – J.P. Morgan Asset & Wealth Management
$222,200,000,000 – AON
$221,000,000,000 – Wilshire Associates
$220,620,000,000 – SEI Institutional Group
$201,000,000,000 – Willis Towers Watson
$154,300,000,000 – NEPC
$127,200,000,000 – Bank of America
$116,800,000,000 – Cambridge Associates
$102,400,000,000 – Northern Trust
$4,795,250,000,000

$50bn – $99.9bn (9)

$99,900,000,000 – Wilmington Trust
$84,000,000,000 – Partners Capital Investment Group
$83,600,000,000 – Wealthspire Institutional
$81,400,000,000 – Pathstone
$75,000,000,000 – Regions Asset Management
$69,000,000,000 – Alan Biller and Associates
$65,000,000,000 – Brown Brothers Harriman
$58,700,000,000 – Callan
$58,520,000,000 – PNC Bank
$675,120,000,000

$20bn – $49.9bn (18)
$42,000,000,000 – Jasper Ridge Partners
$40,700,000,000 – Franklin Templeton
$36,320,000,000 – Strategic Investment Group
$36,100,000,000 – BBR Partners
$34,000,000,000 – Marquette Associates
$33,100,000,000 – U.S. Bancorp Asset Management
$31,000,000,000 – CornerStone Partners
$29,200,000,000 – Meketa Fiduciary Management
$28,800,000,000 – Summit Rock Advisors
$27,870,000,000 – Fidelity Institutional
$25,700,000,000 – Hirtle & Co.
$24,000,000,000 – Silvercrest Asset Management
$23,800,000,000 – Citi
$23,200,000,000 – Cerity Partners OCIO
$23,000,000,000 – Makena
$22,900,000,000 – BNY Advisors
$22,300,000,000 – Principal Asset Management
$21,000,000,000 – Investure
$524,990,000,000

$10bn – $19.9bn (10)
$18,100,000,000 – Commonfund
$16,700,000,000 – FEG Investment Advisors
$14,400,000,000 – RockCreek (Brown Advisory 2026)
$13,560,000,000 – Gallagher Fiduciary Advisors
$13,400,000,000 – Global Endowment Management
$12,524,000,000 – Bridges Trust
$12,500,000,000 – Glenmede
$11,600,000,000 – Ferguson Wellman CM
$11,100,000,000 – Clearstead Advisors
$11,100,000,000 – F.L. Putnam IMC
$134,984,000,000

$5bn – $9.9bn (16)

$9,500,000,000 – The Family Office at Synovus
$9,300,000,000 – TIFF Investment Management
$9,200,000,000 – Lazard Family Office Partners
$8,300,000,000 – Highland Associates
$8,100,000,000 – Spider Management Company
$7,787,000,000 – Angeles Investment Advisors
$7,700,000,000 – McMorgan & Company
$7,600,000,000 – Gerber Taylor
$7,000,000,000 – Brown Advisory
$7,000,000,000 – Ehrenkranz Partners
$7,000,000,000 – Prime Buchholz
$6,300,000,000 – Canterbury Consulting
$6,300,000,000 – Wespath Institutional
$6,200,000,000 – Guardian Partners
$6,000,000,000 – Third Lake Partners
$5,930,000,000 – Alesco Advisors
$119,217,000,000

$1bn – $4.99bn (31)

$4,868,000,000 – Cynosure Capital Management
$4,800,000,000 – Cornerstone Advisors
$3,600,000,000 – Verger Capital Management
$3,500,000,000 – The Haverford Trust Company
$3,200,000,000 – Capricorn Investment Group
$3,200,000,000 – Disciplina
$3,200,000,000 – Newport Capital Group
$3,170,000,000 – GuideStone Investment Services
$3,000,000,000 – Inatai Investment Management
$2,800,000,000 – Prodigy Asset Management
$2,500,000,000 – Morgan Creek Capital Management
$2,410,000,000 – Syntrinsic Investment Counsel
$2,360,000,000 – LCG Associates

$2,300,000,000 – Brockenbrough
$2,300,000,000 – Sellwood Consulting (a Wealthspire Company)
$2,200,000,000 – Clearbrook Global Advisors
$2,200,000,000 – ICG Advisors
$2,140,000,000 – Northside Capital Management
$2,000,000,000 – Crewcial Partners
$1,900,000,000 – Beacon Pointe
$1,900,000,000 – Multilateral Endowment Mgmt Co. (MEMCO)
$1,800,000,000 – HighGround Advisors
$1,800,000,000 – PermCap Investment Office
$1,776,000,000 – Miller Investment Management
$1,700,000,000 – Global Strategic Investment Solutions
$1,500,000,000 – Fiduciary Wealth Partners
$1,300,000,000 – Asset Consulting Group
$1,245,000,000 – Atlas Capital Advisors
$1,000,000,000 – Pivotal Advisors
$1,000,000,000 – RiskBridge Advisors
$1,000,000,000 – Torreyana Capital
$73,669,000,000

Under $1bn (6)
$840,000,000 – Blue Edge Capital
$800,000,000 – Hi-Line Capital Management
$735,000,000 – Point Olema Capital Partners
$711,000,000 – Harpswell Capital Advisors
$500,000,000 – Cornerstone Portfolio Research
$493,000,000 – Holt CIO
$4,079,000,000
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$6,327,309,000,000 – Total