

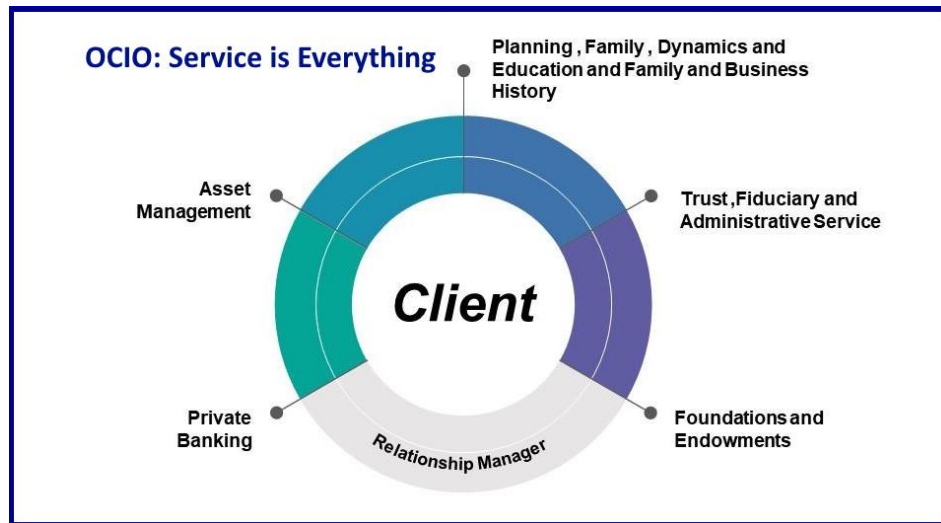
The Skorina Letter

● 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-five 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 (\$666bn) 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 growth. 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)

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

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

3. Angeles Investment Advisors, Santa Monica, CA

\$7.79bn discretionary assets

\$47bn total

David Brief, Senior MD

dbrief@angelesinvestments.com

(310) 857-5834

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

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

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

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

8. BBR Partners, New York, NY

\$36.1bn discretionary assets

\$38.3bn total

Todd Whitenack, Co-Managing Partner

twhitenack@bbrpartners.com

(212) 313-9875

9. Beacon Pointe Advisors, Newport Beach, CA

\$1.9bn discretionary assets

\$63bn total

Michael J. Skillman, MD

mskillman@beaconpointe.com

(949) 259-0956

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

11. Blue Edge Capital, Richmond, VA

\$840mm discretionary assets

Peter H. Bowles, MD

pbowles@blueedgecap.com

(804) 673-7404

12. BNY, New York, NY

\$22.9bn discretionary assets

\$207.3bn total

Girish Massand, Institutional Solutions Strategist

girish.massand@bny.com

(516) 528-7625

13. Bridges Trust, Omaha, NE

\$22.54bn discretionary assets

\$13.73bn AUA

Nick Wilwerding, CEO

nwilwerding@bridgestrust.com

Jack Holmes, CIO

jholmes@bridgestrust.com

(402) 393-8300

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

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

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

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

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

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

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

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

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

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

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

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

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

27. CornerStone Partners, Charlottesville, VA

\$31bn discretionary assets

Mike Pagliaro, Director

mpagliaro@cstonellc.com

(610) 290-6660

28. Cornerstone Portfolio Research, Chester Springs, PA

\$500mm discretionary assets

\$6.8bn total

Thomas Balis, Principal and CIO

thomas@cornerstoneportfolioresearch.com

(484) 631-3684

29. Crewcial Partners, New York, NY

\$2.0bn discretionary assets

\$28.2bn advisory

Charlie Georgalas, MD

ccg@crewcialpartners.com

(212) 218-4900

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

31. Disciplina Group, Nashville, TN

\$3.2bn discretionary assets

Matthew W. Wright, President & CIO

ir@disciplina.com

(615) 490-6007

32. Ehrenkranz Partners, New York, NY

\$7.0bn discretionary assets

\$20bn advisory

John B. Ehrenkranz, Partner

john.ehrenkranz@eplp.com

(212) 801-2301

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

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

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

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

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

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

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

40. Gerber Taylor, Memphis, TN

\$7.6bn discretionary assets

\$7.2bn AUA

Matthew Kinnear, Client Development

mkinnear@gerbertaylor.com

(901) 526-9750

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

Jerrold Charles, VP & Business Development Director

jerrol.charles@glenmede.com

(917) 501-0241

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

43. Global Strategic Investment Solutions, Scottsdale, AZ

\$1.7bn discretionary assets

Curt Thompson, Managing Partner

cthompson@gsisus.com

(480) 216-9788

44. Goldman Sachs, New York, NY

\$540.7bn discretionary assets

\$4.0 trillion total

Jared Dickow, MD

jared.dickow@gs.com

(212) 902-8835

**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

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

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

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

49. Highland Associates, Birmingham, AL

\$8.3bn discretionary assets

\$19bn total

Paige Daniel, President

pdaniel@highlandassoc.com

(205) 939-8308

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

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

52. Holt CIO, Fort Worth, TX

\$493mm total

Robert M. Holt, Jr., Managing Partner

rholt@holtcap.com

(817) 877-1430

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

54. Inatai Investment Management, Seattle, WA

\$3.0bn discretionary assets

Peng Wang, CIO

w@inatai.partners

(206) 962-2754

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

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

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

58. Lazard Wealth, New York, NY

\$9.2bn total

Jerome Antenen, MD, Head & CIO

jerome.antenen@lazard.com

(212) 287-2969

59. LCG Associates, Atlanta, GA

\$2.36bn discretionary assets

\$115.12bn advisory

Christopher Philips, OCIO Practice Leader

cphilips@lcgassociates.com

(770) 644-0100

60. Makena, Menlo Park, CA

\$23bn discretionary assets

Joseph Magher, MD

jmagher@makenacap.com

(650) 926-1339

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

62. Marsh, New York, NY

\$846.23bn global discretionary assets

\$365.135bn US discretionary assets

\$16.2 trillion advisory

Sylvia Diez, Sales Leader, Marsh Investments and Retirement, US

sylvia.diez@mercero.com

(412) 515-7738

63. Morgan & 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

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

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

66. Morgan Creek Capital Management, Chapel Hill, NC

\$2.5bn discretionary assets

Mark Yusko, CEO & CIO

myusko@morgancreekap.com

Michael Hennessy, MD

mhennessy@morgancreekap.com

(919) 933-4004

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

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

69. **NEPC**, Boston, MA

\$154.3bn discretionary assets

\$1.93 trillion total

Rick Ciccione, Partner

rciccione@nepc.com

(312) 585-9689

70. **Newport Capital Group**, Red Bank, NJ

\$3.2bn discretionary assets

\$23bn total

Domenic DiPiero, President

ddipiero@newportcapitalgroup.com

(732) 741-8400

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

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

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

74. Pathstone, Englewood, NJ

\$81.4bn discretionary assets

\$124.4bn total

Krista Stickel, Director

kstickel@pathstone.com

(415) 277-2624

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

76. Pivotal Advisors, New York, NY

\$1bn discretionary assets

Tiffany McGhee, CEO & CIO

tiffany@pivotal-advisors.com

(646) 535-1097

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

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

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

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

81. Prodigy Asset Management, Omaha, NE
\$2.8bn discretionary assets
Arnie Ovalles, Partner
arnaldo.ovalles@prodigyllc.com
(402) 502-3231

82. Regions Asset Management, Birmingham, AL
\$75bn discretionary assets
S. Alan McKnight, Jr., CIO
alan.mcknight@regions.com
(917) 822-3412

83. RiskBridge Advisors, Norwalk, CT
\$1.0bn discretionary assets
\$63bn advisory
William Kennedy, CEO and CIO
bkennedy@riskbridgeadvisors.com
(203) 658-6055

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

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

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

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

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

89. Spider Management Company, Richmond, VA

\$8.1bn discretionary assets

Rebecca Fender, MD, Investor Relations

rfender@richmond.edu

(804) 200-6902

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

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

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

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

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

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

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

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

98. Torreyana Capital, La Jolla, CA

\$1bn discretionary assets

Kris Ostrander, CEO

kostrander@torreyanacapital.com

(510) 410-1230

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

100. Verger Capital Management, Winston-Salem, NC

\$3.6bn discretionary assets

Michael Collins, MD

mcollins@vergercapital.com

(336) 934-4101

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

102. Wespath Institutional, Glenview, IL

\$6.3bn discretionary assets

T. Joseph Halwax, MD Institutional Services

jhalwax@wespath.org

(847) 866-4307

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

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

105. Wilshire Advisors, Santa Monica, CA

\$221bn total AUM

\$1.6 trillion advisory

Leah Emkin, Chief Client Officer

lemkin@wilshire.com

(310) 260-6689

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 (17)

\$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
\$23,200,000,000 – 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
\$501,190,000,000

\$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
\$12,536,000,000 – 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
\$134,996,000,000

\$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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\$6,303,521,000,000 – Total