

UNIVERSITY ENDOWMENTS

Our experience with universities, colleges & schools

Verus has been successfully serving educational institutions of many different types since the founding of our firm 36 years ago. Today, they are an integral part of our endowment, foundation, and not-for-profit practice, which comprises 30% of our total client base. We have developed deep resources and expertise, with a number of Verus colleagues today putting their valuable experience to work serving on boards and committees of their alma maters. Verus currently serves as an outsourced CIO or general consultant to 11 educational institutions with more than \$5.4 billion in combined assets, with clients ranging in asset size from \$30 million in to \$2.2 billion. We can provide educational institutions with sector-specific services as part of our core advisory solution. These include:

- Discretionary/OCIO and traditional non-discretionary consulting service options
- Consolidated advice on accounts beyond the endowment (reserves, operating, pension plans, etc.)
- Spending policy development and analysis
- Support for donor relations activities
- Board and committee education on governance, regulatory issues and updates
- ESG / SRI portfolio mission-alignment expertise and access
- NACUBO peer updates and analysis
- Annual audit assistance
- Dedicated and integrated teams covering private markets and hedge funds (assistance with program development, pacing, diligence, selection, and monitoring)
- Full firm-wide compliance with the GIPS® standards

Breakdown by client count



■ Non-Profit, 30%

- Taft-Hartley, 38%
- Private Client, 3%
- Public, 16%
- Corporate, 13%

Experienced & client-centric not-for-profit senior consultants

Anne Westreich, CFA*

*Managing Director |
Senior Consultant*



- BS, California State University Fullerton
- 31 years experience
- *Not-for-profit sector lead*

Jason Moss*

*Managing Director |
Senior Consultant*



- BA, University of Washington
- 18 years experience

Shelly Heier, CFA, CAIA*

*President | Senior
Consultant*



- BA, University of Puget Sound
- 24 years experience

Jason Taylor*

*Managing Director |
Senior Consultant*



- BA, Kingston University, UK
- 24 years experience

John Nicolini, CFA*

*Managing Director |
Senior Consultant*



- BS, Auburn University
- 19 years experience

Kiran Malik, CFA

Senior Consultant



- BS, Lahore University of Management Sciences
- 10 years experience

Verus overview

Verus was established in 1986 to provide independent consulting services to institutional investors. With offices in Seattle, Los Angeles, San Francisco and Pittsburgh, our professionals advise over \$665 billion in client assets for 154 clients. The firm is independently owned by 30 employee shareholders and employs 91 people, 79 of whom are investment professionals. Our clients include public & corporate retirement plans, endowments and foundations, healthcare organizations, multi-employer pension & welfare funds and private clients.

Our core competencies follow a clear and consistent approach, and offer research-driven solutions that enable our clients to prudently discharge their fiduciary responsibilities:

- Thoughtful strategic asset allocation based on your enterprise objectives and risk tolerance, viewed through multi-faceted risk and scenario analytics.
- Effective and efficient implementation, combining best-in-class investment managers, low-cost passive exposures, and appropriate operations.
- Comprehensive asset class research coverage across traditional and alternative investments.
- Ability to identify and capture attractive valuation-based market opportunities.
- Application of risk management best practices across the portfolio to maximize risk-adjusted return.
- Customized reporting that ties investment results to selected milestones in order to better represent true progress.
- Proactive communication and educating clients about the economy, markets, and portfolio construction are key components of our service.

Verus mission



We are stewards of the means to a better life.

Success at what we do preserves and elevates the well-being of individuals, families, and communities.

We rely on objective observation, rigorous research, demonstrable facts, and measurable results to help guide our clients.

Yet the true value of our work lies beyond what can be measured – what we do impacts people's lives.