



# Callan Associates Inc.

## FACT SHEET

### Five Distinct Lines of Business:

#### Fund Sponsor Consulting

Provides consulting services to sponsors of defined benefit plans, defined contribution plans, endowments, foundations, nuclear decommissioning trusts, and other large institutional asset pools. Supported by a deep team of research professionals, Callan's Fund Sponsor Consulting Division is organized to provide customized solutions to meet the needs of the country's most sophisticated institutional investment programs. Services include strategic planning, plan implementation, monitoring and evaluation, and continuing education.

#### The Independent Adviser Group (IAG)

Provides consulting resources and services to a select group of independent consulting firms and financial intermediaries. Through their unique relationship with Callan Associates, IAG clients provide fiduciaries, trustees, and high net worth individuals with objective and professional investment consulting solutions that have been traditionally available to only the largest of institutions.

#### The Institutional Consulting Group (ICG)

Provides middle office support, market research, and a full range of consulting services to help investment managers better understand the market, and more effectively manage and grow their businesses. Services include performance reporting, performance evaluation software, database support, market surveys, business development advice, and product evaluation and analysis.

#### The Callan Investments Institute (CII)

Is the educational division of Callan Associates providing research and continuing education through position papers, market and statistical surveys, and a series of regional and national conferences. CII clients include sponsors of corporate and public funds, endowments, foundations, multi-employer funds, independent consulting firms, financial intermediaries and investment management firms.

#### Trust Advisory Group (TAG)

Is the asset management division of Callan that specializes in the design, implementation and on-going management of multi-manager portfolios for institutional investors. TAG applies a process-driven approach to building efficient, low cost portfolios with clearly articulated goals and objectives. Currently TAG serves as the sponsor and advisor to a multi-manager small cap equity fund and as the non-discretionary advisor to a series of Target Maturity Funds known as the Callan GlidePath® Funds.

Founded in 1973 and headquartered in San Francisco, California, Callan Associates is one of the largest independently-owned consulting firms in the country—providing, research, education, decision support and advice to a broad array of institutional investors through five distinct lines of business.



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## People:

- ▶ Executive leaders:
    - Ronald D. Peyton, Chairman and CEO
    - Gregory C. Allen, President and Director of Research
  - ▶ Employs approximately 150 people, including 31 general consultants and 50 dedicated research specialists;
  - ▶ Has a highly educated workforce which includes accredited actuaries, economists, accountants, and finance professionals. Callan employs over 30 professionals that hold the Chartered Financial Analyst® designation
  - ▶ Professional staff averages 16 years experience in the industry and over 10 years tenure with the Company;
  - ▶ Callan is privately held by 65 employee-shareholders.
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## Clients:

- ▶ Approximately 225 fund sponsor clients with combined assets totaling more than \$810 billion;
  - ▶ Over 166 investment manager clients;
  - ▶ Over 30 middle market consulting firms and financial intermediaries.
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## Locations:

- ▶ San Francisco, California
- ▶ Atlanta, Georgia
- ▶ Denver, Colorado
- ▶ Chicago, Illinois
- ▶ Florham Park, New Jersey

### Corporate Headquarters

101 California Street  
Suite 3500  
San Francisco, CA 94111  
1.800.227.3288  
1.415.974.5060

### Regional Consulting Offices

#### Atlanta

300 Galleria Parkway  
Suite 950  
Atlanta, GA 30339  
1.800.522.9782  
1.770.618.2140

#### Chicago

120 N. LaSalle Street  
Suite 2100  
Chicago, IL 60602  
1.800.999.3536  
1.312.346.3536

#### Denver

1660 Wynkoop Street  
Suite 950  
Denver, CO 80202  
1.303.861.1900

#### New Jersey

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Suite 230  
Florham Park, NJ 07932  
1.800.274.5878  
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[www.callan.com](http://www.callan.com)