



NEWS RELEASE

CALLAN ASSOCIATES EXPANDS RESEARCH EFFORTS DUE TO INCREASED CLIENT DEMAND

SAN FRANCISCO, May 4, 2010 – Callan Associates today announced it has launched a new initiative specifically to enhance its coverage of emerging manager and minority, woman and disabled-owned firms (MWDO). The new program, Callan Connects, is designed to bolster the firm’s manager research and outreach efforts and strengthens its commitment to inclusivity in order to find the best managers for clients.

“Although we’ve had an open door policy and our consultants meet with a spectrum of investment managers throughout each year, we are always looking for ways to get a better grasp of the ever-changing investment manager landscape,” said Janet Becker-Wold, senior vice president in Callan’s Fund Sponsor Consulting group in Denver. “However, with Callan Connects, our goal is to identify the most talented asset managers at smaller investment management firms that have the potential to generate superior performance and add value to clients’ portfolios.”

Under the Callan Connects program, led by Lauren Etcheverry, an investment consultant in Callan’s Global Manager Research Group (GMR), research professionals from GMR will reserve one day each quarter to meet with emerging managers with either public or private market products that have total assets under management between \$10 million and \$3 billion, and MWDO firms with assets under management between \$10 million and \$10 billion. Managers will have 30 minutes to make a presentation on their firm or its products and are encouraged to complete Callan’s annual questionnaire as part of this process.

“Many pension plans are limited in the percentage of assets they can allocate to emerging or MWDO managers, but they are increasingly interested in utilizing their services due to recent legislative changes and the perception of the increased market flexibility associated with firms that have smaller asset bases,” said Becker-Wold.

The first Callan Connects quarterly meeting will be held on May 21, 2010 in Callan's San Francisco office. Space is limited and appointments are made on a first-come, first-served basis. Future quarterly meetings will be scheduled to rotate between Callan's four regional offices located in Atlanta, Chicago, Denver and New Jersey, and its San Francisco headquarters.

Managers interested in participating in Callan Connects can register for the May 21 meeting via Callan's Web site at www.callan.com beginning May 7 at 9:00 a.m. Pacific time. For more information, contact Lauren Etcheverry at etcheverry@callan.com.

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About Callan Associates

Founded in 1973, Callan Associates is one of the largest independently-owned investment consulting firms in the country. Headquartered in San Francisco, Calif., the firm provides research, education, decision support and advice to a broad array of institutional investors through five distinct lines of business: Fund Sponsor Consulting, Independent Adviser Group, Institutional Consulting Group, Callan Investments Institute and the Trust Advisory Group. Callan employs more than 160 people and maintains four regional offices located in Denver, Chicago, Atlanta and Florham Park, NJ. For more information, visit www.callan.com.

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