

# 2020 Update from the President & CEO

As 2020 gets underway, we would like to reflect on the past year and provide some updates on our firm. Last year was certainly profitable for investors as traditional and alternative asset classes delivered positive returns and our vigilant focus on client service and performance helped our clients outperform expectations. With three decades in business, our vision is not to be the largest investment consultant — it is to be the leader in client service and risk-adjusted performance. We are dedicated to fostering a diverse, approachable, and trustworthy environment for you and our employees alike and as an independently-owned firm, our accountability is only to our clients and each other. Thank you for your continued confidence in our people and our firm to be your trusted advisor.

20<sup>th</sup>  
largest investment  
consulting firm<sup>1</sup>

19  
full-time partners

34<sup>th</sup>  
year in business

## Growing from Within

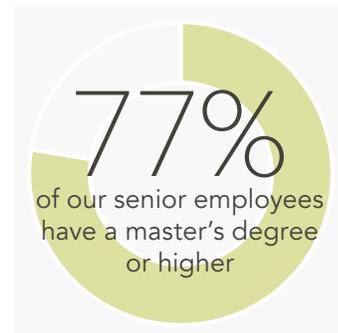
As our firm continues to add clients, we strive to maintain our industry leading service. We currently have an 11:1 client to consultant ratio and are especially proud of our longstanding 99% client retention rate.<sup>2</sup>

We welcomed a new class of consultants in late 2019, promoting Samantha T. Grant, CFA, CAIA; Ryan Marks, CFA, CAIA; Jesus Jimenez; Luis Sierra, CFA, and William Torre, Jr. CFA, CAIA. These promotions have helped us expand conscientiously, ensuring that our clients continue to experience the care and attention that sets us apart.

We remain dedicated to helping our employees continue their education and further their careers in order to keep providing thoughtful advice and impeccable service. We are incredibly proud to have had six professionals earn their CFA charter and one earn their CAIA charter in 2019. An additional 18 employees are currently in progress studying for the exams above.



6  
new consultants  
added last year



## Sustainability

We have extensive experience working with socially responsible investment issues and have been guiding our clients' investments in this sector for over 20 years. Our clients currently have over \$2.8 billion invested in SRI/ESG/Impact assets. As a firm we have established several recent initiatives to improve our impact including introducing composting to our kitchen space, reducing our plastic and paper supplies, and utilizing MWBDE vendors for catering needs.

## Workplace Diversity Update

In 2018 we formalized our commitment to hiring strong, diverse candidates by publishing our firm's [diversity initiatives](#). We are proud to champion a more diverse and inclusive workplace for the betterment of our firm and employees and strive to increase representation each year. As our firm continues to grow, we are dedicated to expanding the backgrounds, experience, and perspectives our employees bring to clients.

107  
employees

30%  
women

21%  
minority

## Research

Our research is based on decades of experience working with clients to address the uncertainties within every market cycle and respond to the questions and challenges presented by the current economy. We re-invest thoughtfully in our research, growing our team and reach. Our goal is to offer clients meaningful insight and guidance in a constantly changing market environment.

This year, we added a new research analyst, Brett Graffy, CAIA, to our alternatives team in addition to promoting Brandon Von Feldt, CFA to Research Analyst and Jacob Fondrk to Research Associate. Our team works closely with our consultants to develop coverage on the topics important to you — we hope you reach out any time you have a question or topic you'd like to know more about.

As part of our commitment to industry diversity beyond our walls, our research team adopted the "Rooney Rule" for our manager search process: we include at least one diverse candidate that meets client investment objectives in all traditional equity and fixed income manager searches in an effort to promote added diversity within our client portfolios. Additionally, every search we perform includes the ownership structure of each manager candidate and specifically details ownership by diverse individuals. Marquette also works with MWBDE managers that do not to meet our criteria, providing constructive feedback around areas for improvement and industry best practices. We strive to be a good partner to MWBDE firms, helping them grow their business and meet the needs of our mutual clients.

If you haven't yet, check out [our YouTube channel](#), which we launched in mid-2019. We recently published our [2020 Market Preview](#), and will continue to build out a video library for investors of all levels to reference in the future. The team also published a variety of newsletters last year ranging in topic from [Brexit](#) market reaction to [Fed rate cuts](#) to [legislative updates](#), plus our regular Chart of the Week features and several position papers.

Thank you for your ongoing trust — we look forward to meeting your needs in the year ahead. Keep an eye out next week for an email with our brief client service survey. Your participation is greatly appreciated.

Brian Wrubel  
President & CEO

Firm and client statistics as of December 31, 2019. <sup>1</sup>As of June 30, 2019 per P&I Daily 2019 Investment Management Consultants Survey ranked by worldwide institutional assets under advisement. <sup>2</sup>Client retention rate calculated from 2010-2019

## Private Client Consulting

In 2019 the private client consulting group continued to grow; our firm now advises over \$7.5 billion in private assets. We added additional resources to reflect our growth by hiring consultant Aimee O'Connor, CFP® at the start of the year and Trent Smith as a dedicated private client analyst. Besides expanding the group, we also deepened our already robust reporting package for clients and rounded out our offering by updating our financial planning software. The upgrades to our reporting software and expansion of our staff allow us to continue to offer high touch, holistic consulting services to individuals, families, and family offices.

We also continued to craft strong partnerships with Registered Investment Advisors (RIAs) from across the country. Marquette engages with RIAs to enhance their research capabilities through asset allocation, manager due diligence, and private investments. These services are a natural expansion of our private client consulting efforts and allow us to leverage our institutional model to allow RIAs of all sizes to scale and grow their business.

# 2020 Investment Symposium

**Save the Date – September 25<sup>th</sup>**

We'll be hosting our ninth annual investment symposium this year in downtown Chicago. Additional information including our keynote speaker will be announced soon. We invite all of our clients for a day of education, insight, and connection.