

GLOBAL INSTITUTIONAL CONSULTING

The ALR Group



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13321 California Street • Suite 200 • Omaha, NE 68154

Phone: 402.496.5115 • <https://fa.ml.com/ALRGroup>



Global Institutional Consulting

By leveraging rigorous, independent thought leadership and investment advice, Bank of America Global Institutional Consulting offers investment strategies to a wide variety of corporate entities and non-profit organizations. Our broad perspective equips us to work with diverse investment committees, boards, and trustees to address today's complex investment challenges through an integrated, goals-based investment process that helps organizations to redefine success, manage risk and fulfill their missions. We follow best practices in investment consulting, implementation, custody, governance and administration to offer a range of flexible, cost-effective strategies tailored to a client's needs. These strategies cover 1) Institutional Investment Consulting, 2) Investment Advisory Programs & Implementation and 3) Fiduciary Based Fully Discretionary and Outsourced CIO Solutions.

Merrill

Merrill offers a broad range of brokerage, investment advisory and other services, including insurance and investment analytics. Our advisors are available to work closely with clients' other trusted advisors, including accountants, attorneys and tax specialists. We can provide access to trust and estate planning services through Bank of America specialists.

Bank of America is a marketing name used by several Bank of America Corporation ("BoFA Corp.") businesses, including, but not limited to, the Retirement Services business and Global Institutional Consulting, which offers products and services for the benefit of institutional and ultra-high net worth clients.

Global Institutional Consulting is part of the Global Wealth & Investment Management business of BoFA Corp. Institutional Investments & Philanthropic Solutions ("II&PS") is part of Bank of America Private Bank, a division of Bank of America, N.A., Member FDIC and a wholly owned subsidiary of BoFA Corp. Trust and fiduciary services and other banking products are provided by wholly owned banking affiliates of BoFA Corp., including Bank of America, N.A. Global Institutional Consultants mentioned herein are registered representatives with Merrill Lynch, Pierce, Fenner & Smith Incorporated (also referred to as "MLPF&S" or "Merrill") and may assist you with investment products and services. The nature and degree of advice and assistance provided, the fees charged, and clients' rights and Merrill's obligations will differ depending upon the products and services actually provided.

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Investment products, insurance and annuity products:

Are Not FDIC Insured	Are Not Bank Guaranteed	May Lose Value
Are Not Deposits	Are Not Insured by Any Federal Government Agency	Are Not a Condition to Any Banking Service or Activity

Merrill Lynch Life Agency Inc. ("MLLA") is a licensed insurance agency and a wholly owned subsidiary of BoFA Corp.



The ALR Group is dedicated to offering investment guidance to foundations, endowments and qualified retirement plans throughout the Midwest region. The group is a Global Institutional Consulting team, a firm designation bestowed upon teams whose members complete specialized training requirements focused on helping institutional clients meet the investment needs that their unique and often complex situations require.

Jim Ambrose and Matt Rehberg are specially designated as Global Institutional Consultants by Bank of America. They earned this designation by undergoing a rigorous selection process that includes a review of their institutional client experience, a comprehensive professional assessment and advanced professional credentials, such as the Certified Investment Management Analyst[®], the Certified Plan Fiduciary Advisor and CERTIFIED FINANCIAL PLANNER[™] designations.

The ALR Group is an energetic team with fresh ideas and more than 60 years of combined professional and practical experience. Our work with institutional clients, along with personal service on boards and committees, has given us deep insights into the financial challenges facing institutions. Team members are committed to helping nonprofits develop customized strategies based on a thorough understanding of each organization's mission and objectives, investment policy and risk management. In addition to our own considerable experience, we provide clients with access to the specialized resources of Bank of America.

“We are committed to helping institutions define and pursue attainable financial goals, while developing investment strategies designed with the intent to help grow their assets.”

— **James Ambrose, CIMA[®], CAP[®], CFP[®]**
Senior Vice President
Wealth Management Advisor
Global Institutional Consultant



Standing from left to right: Colin Longacre, Matt Swartz. Sitting from left to right: Kelsey Nealon, Matt Rehberg, Michael Lighthart, James Ambrose, Hilda Kreulen.

Who We Serve

The ALR Group serves institutional clients of all types, including many that are classified as tax-exempt charitable organizations under the U.S. Internal Revenue Code:

- Public and private foundations
- College and secondary school endowments
- Defined-contribution plans
- Mission-based social services organizations
- Defined-benefit plans
- Faith-based organizations

“We offer clients personalized attention from a knowledgeable local team, with access to the global resources and banking capabilities of Bank of America.”

— **Matt Rehberg, CIMA®, CPFA, CFP®**

Vice President
Wealth Management Advisor
Retirement Benefits Consultant
Global Institutional Consultant

“We believe every nonprofit organization should have a clear-cut investment process that aligns with the institution’s values as well as its financial goals. The close working relationships we develop with clients give us deep insights into these underlying values.”

James Ambrose, CIMA®, CAP®, CFP®
Senior Vice President
Wealth Management Advisor
Global Institutional Consultant

Institutional Capabilities Platform

We offer an expansive menu of consulting and advisory services to all types of institutions.

1 Act as liaison to Merrill’s Investment Policy Statement (IPS) service, which can create or modify an IPS based on the client’s investment goals and objectives

2 Asset/liability diagnostics and modeling

Investment strategy implementation

3

- Strategic asset allocation studies, including alternative investments
- Portfolio construction
- Investment manager search and selection
- Due diligence, both quantitative and qualitative
- Performance review
- Manager performance analysis, attribution analysis

4 BofA Global Research, as well as third-party research

- Risk management strategies

The Global Institutional Consulting Five-Step Process

Your Global Institutional Consultant recommends an investment platform based on your objectives through a five-step process:

Understand Your Institution

Assess your organization's goals and objectives through an in depth discovery process



Help Create a Customized Investment Strategy

Develop a goals based investment strategy designed to help you meet those objectives

Develop a customized asset and risk allocation

Help you optimize portfolio construction



Help Keep Your Institution on Track

Periodic review and evaluation and performance reporting

The services are delivered through different products and services and are subject to eligibility requirements.

What We Do

Most nonprofit organizations share common concerns. They wonder what impact an investment strategy will have on the organization's ability to fulfill its mission. How much risk should be taken to pursue investment objectives? Which strategies can help maintain a healthy balance between long-term sustainability and distribution rates to meet present needs?

The ALR Group is knowledgeable about the challenges facing nonprofit organizations as they compete for funding from a limited pool of potential sources. We provide consultative support and hands-on service to help each client pursue the institution's unique financial mission. Drawing on our personal and professional experience, we offer insight and guidance to help boards and committees articulate their vision, set realistic financial goals and reach consensus on investment strategies. We recognize that board and committee members have varying levels of financial knowledge. So we spend the time necessary to educate them about their roles and responsibilities, the continuum of investment choices available to them, and the potential risks and benefits of each.



Accessibility

Insights

Commitment

Accessibility – Through our dedicated service, accessible advice, and some of the most comprehensive offerings in the industry, you can meet your plan needs with one provider, even as your company grows and evolves.

Insights – Whether we're drawing from our extensive research of workplace needs and people's lives, or our relationships with a multitude of companies and individuals, our insights inform the experiences that help make your employees' financial lives better.

Commitment – Your best interest comes first. It's our commitment from day one. From helping develop strategies to manage risk and protecting your privacy to serving the communities where you work and live, your goals are our goals.

When employees live their best financial lives, it shows in the workplace. Our employee benefits programs are designed around the people we serve. With finances connected to all areas of life, we take a holistic approach to integrated benefits and address people wherever they are, so financial benefits are personal and financial wellness actionable. No matter the size of your company or the shifting priorities of your employees, we can help you and your employees meet your goals. As a result, you experience financial benefits as people benefits.

You'll work with a full service financial services firm that understands your business as well as the needs of your employees. We are one of only a few providers that can offer a total benefits offering designed to help make employees' financial lives better and also offer financial solutions for your business, with access to Bank of America commercial banking and Merrill investment consulting. The ALR Group, which includes two experienced, credentialed Global Institutional Consultants supported by a team of Merrill advisors with access to detailed analytics and targeted reports, is dedicated to serving the unique needs of institutions with assets of \$50 million and up, on retirement plans, pension plans, endowments, foundations and nonprofits.

Meet The ALR Group



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James Ambrose, CIMA®, CAP®, CFP®

Senior Vice President
Wealth Management Advisor
Global Institutional Consultant

Jim joined Merrill in 1998 and has been with the firm throughout his career. He is among a select number of Merrill advisors to hold the Global Institutional Consultant title. In this role, he is dedicated to helping institutions articulate their financial goals and develop strategies to pursue them.

Jim holds the CERTIFIED FINANCIAL PLANNER™ certification, awarded by the Certified Financial Planner Board of Standards, Inc., as well as the Certified Investment Management Analyst® designation, awarded by the Investments and Wealth Institute in conjunction with the Wharton School of Business at the University of Pennsylvania. He also holds the Chartered Advisor in Philanthropy® designation, administered by the American College.

Jim volunteers with Siena/Francis House, the largest homeless shelter in Nebraska. He currently serves on the board of the New Cassel Retirement Center Foundation and has been active for a decade with the Christian Urban Education Service (CUES), to provide assistance to innercity parochial schools. He is an adjunct professor in the Heider College of Business at Creighton University. Jim is also a member of Alpha Sigma Nu, the Jesuit Honor Society.

Jim graduated from Loyola University Chicago with a bachelor's degree in finance and earned a law degree from the same university. He practiced law at Lamson, Dugan, and Murry in Omaha from 1993 to 1998, prior to joining Merrill. (He does not provide legal advice in his role at Merrill.) Jim and his wife, Jean, live in Omaha with their four children.



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Matt Rehberg, CIMA®, CPFA, CFP®

Vice President
Wealth Management Advisor
Retirement Benefits Consultant
Global Institutional Consultant

Matt joined Merrill in 1999 and has been with the firm throughout his career. As one of the select advisors to hold the Global Institutional Consultant title and the designation of Retirement Benefits Consultant, he works with endowments, foundations and qualified retirement plans to help them develop and implement investment strategies customized to their needs. He particularly enjoys helping simplify and clarify complex issues and educating boards and committees about the potential impact of financial decisions on their organization's long-range goals. The services he can provide include asset allocation modeling, investment manager search and selection, and customized performance reporting. He can act as a liaison to Merrill's Investment Policy Statement service for investment policy development and review.

Matt holds the CERTIFIED FINANCIAL PLANNER™ certification, awarded by the Certified Financial Planner Board of Standards, Inc; the Certified Investment Management Analyst® designation, administered by the Investments and Wealth Institute in conjunction with the Wharton School of Business at the University of Pennsylvania; and the Certified Plan Fiduciary Advisor designation issued by the National Association of Plan Advisors.

He graduated from Iowa State University with a bachelor's degree in finance. He is an adjunct professor in the Heider College of Business at Creighton University. He also serves on the board of the Millard Public Schools Foundation. In his spare time, Matt enjoys coaching his children's sports teams and playing golf. Matt and his wife, Kay, live in Omaha with their three children.

Meet The ALR Group



Michael Lighthart, CRPC®

Senior Vice President
Senior Financial Advisor

Mike has been with Merrill since the beginning of his financial career in 1999. He works with his colleagues on The ALR Group to provide institutional clients with a range of services, from investment manager search and selection to helping clients develop customized asset allocation strategies. His prior experience as a board member serving on the investment and program committees of the Boys and Girls Clubs of the Midlands has helped give him insights into the needs of nonprofit organizations.

Mike holds the Chartered Retirement Planning CounselorSM designation. He graduated from Wayne State College with a bachelor's degree in business administration. In his leisure time, Mike enjoys coaching youth sports. He lives in Omaha with his wife, Kathleen, and their four children.

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“Every member of The ALR Group is passionate about the work we do to help institutions pursue their financial objectives as they seek to fulfill their missions.”

— **Michael Lighthart, CRPC®**

Senior Vice President
Senior Financial Advisor



Why Work with Us?

Many financial organizations offer institutional consulting capabilities. Why, then, should you consider The ALR Group? We believe that if you understand why we do what we do, you will have the answer.

Our guidance goes beyond the portfolio. We understand the key issues facing your organization, and we approach these issues from the investment, governance and balance sheet perspectives. We draw on our own experience as board and committee members to help you facilitate decision-making.

We take a team approach. We leverage our own experience and access to the global capabilities of Bank of America banking and Merrill investing to support institutions in an environment where the demands on nonprofit organizations have never been greater.

We find our work rewarding. Many of the institutions we work with are committed to improving the lives of others, and we are honored that these organizations have selected us to work with them. Our mission is to help them pursue their mission.

We are committed to education. Educating clients about their financial responsibilities is an important part of the work we do.

We are involved in the community. Serving on boards and committees of local nonprofit organizations provides our team members with practical experience and insights that we share with clients.

We value candor. We strive to create an open and honest dialog and to tell clients what we believe they need to hear. Just as we provide you with our candid perspective, we openly ask for your sincere thoughts about your mission and outlook and the role this team can play.

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Investing involves risk. There is always the potential of losing money when you invest in securities.

Asset allocation and diversification do not ensure a profit or protect against a loss in declining markets.

Merrill, its affiliates, and financial advisors do not provide legal, tax or accounting advice. You should consult your legal and/or tax advisors before making any financial decisions.

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