

# ADV Part 2A: Firm Brochure

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March 30, 2021



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This brochure provides information about the qualification and business practices of RNC Genter Capital Management. If you have any questions about the contents of this brochure, please contact us at 1-310-477-6543, or by email at [adv@rncgenter.com](mailto:adv@rncgenter.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

RNC Genter Capital Management is an investment adviser registered with the Securities and Exchange Commission (“SEC”). Being registered with the SEC does not imply a certain level of skill or training.

Additional information about RNC Genter Capital Management is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

# Material Changes

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## Material Changes since the Last Update

There have been no material changes to RNC Genter Capital Management since the last brochure dated June 30, 2020.

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# Advisory Business

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## Firm Description

RNC Genter Capital Management ("RNC or RNC Genter") was originally founded in 1968 for the express purpose of managing investments using the common stocks of large and medium capitalized corporations, government fixed income, and investment grade corporate and municipal fixed income. The firm is a Registered Investment Adviser under the Investment Advisers Act of 1940 and has been continuously and actively engaged in the investment management business since its inception.

## Principal Owners

RNC Genter is 100% owned by Genter Capital LLC. Mr. Daniel J. Genter is the principal owner of Genter Capital LLC.

## Types of Advisory Services

RNC Genter furnishes "investment supervisory services," defined as the giving of continuous advice to clients about the investment of funds on the basis of each client's individual needs and objectives.

RNC acts as investment adviser to the RNC Genter Dividend Income Fund (GDIIIX).

RNC offers a broad range of portfolio strategies ranging from equity to a variety of fixed income products, to include municipal bonds. These styles are designed to meet the risk profiles of our many clients. Client may impose restrictions on the portfolios managed by RNC; *please refer to the section entitled Investment Discretion for more information.*

RNC has also established arrangements where it acts as a sub-advisor on certain accounts or provides model portfolio recommendations to other investment advisers. Services and fees for these arrangements will be negotiated.

## Wrap Fee Program

RNC participates in certain programs where a client enters into an agreement with RNC and a registered broker/dealer either directly or indirectly through an affiliate. The client is charged a combined fee (referred to as a "wrap fee") based upon a percentage of the market value of the account, which generally covers all services for:

- 1) selection of program;
- 2) the investment advisers' fee to manage the client's portfolio on a fully discretionary basis;
- 3) brokerage commissions and, in some instances, dealer mark-ups or mark-downs for the execution of trades by the designated broker;
- 4) acting as custodian for the assets in the client's portfolio which also includes providing the client with trade confirmations and monthly statements;
- 5) periodic evaluation and comparison of account performance; and
- 6) continuing consultations on investment objectives.

However, there are some programs where some of these fees are not covered, but are charged separately. RNC receives a portion of this “wrap fee” for providing investment supervisory services. In some cases, RNC’s advisory fee is a separate fee.

For Fixed Income accounts, all wrap accounts are traded with non-wrap accounts; *please refer to the section entitled Order Aggregation for information on blocking transactions*. For Equity accounts, wrap accounts are traded on a rotational basis with non-wrap accounts.

## Assets Under Management

As of December 31, 2020, RNC has a total of \$5.0 billion of assets under management, including \$858 million of model portfolio assets not included on the Firm’s ADV Part 1.

# Fees and Compensation

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## Description

Fees are payable annually in advance at the beginning of each annual management period. Fees will be based on the total market value of the account. Net additions during the year will be billed on a pro-rated basis. A nonrecurring, non-refundable one time set up fee of \$250 is payable in advance. RNC Genter has a minimum annual fee of \$4,750 for accounts below the standard minimum. The standard fee schedule for all of RNC Genter’s products is as follows:

<b><u>Accounts under \$3 million</u></b>	<b><u>Fee</u></b>
First \$200,000	2.00%
Next \$200,000	1.50%
Next \$2,600,000	1.00%

  

<b><u>Accounts over \$3 million</u></b>	<b><u>Fee</u></b>
First \$5,000,000	1.00%
Over \$5,000,000	0.75%

  

<b><u>Fixed Income Accounts</u></b>	<b><u>Fee</u></b>
\$1,000,000 minimum account size	0.50%

Fees may be discounted or negotiated at RNC’s discretion. As an example, consideration may be given, in some circumstances, to the combination or related accounts for the purpose of meeting fee break points as well as fee reductions for accounts that are represented by independent professional business managers. RNC occasionally accepts smaller accounts at its discretion, but may require a minimum fee on such accounts. Smaller accounts are more difficult to diversify and often do not have the same number of securities as larger accounts in the same strategies. In addition, the fees as a percentage of assets under management will be higher than other clients. RNC has a customized fee arrangement with an advisory client to which RNC provides certain non-discretionary investment related services. RNC has

older existing client relationships pursuant to prior fee schedules that are no longer in effect. Thus, fees being charged to existing clients may be different than the fees set out in the current fee schedule.

Clients may terminate an investment advisory contract at any time by delivering thirty (30) day, prior written notice to RNC and will receive a pro-rated refund of management fees previously paid to RNC.

## Direct Debit of Fees

RNC has the ability to directly debit fees from client accounts. Currently, the investment management agreement stipulates the direct debit of fees from the client accounts. Clients have the option to have their fees billed separately or at specific periodic intervals, by making prior arrangement with RNC.

## Other Fees

RNC may invest client assets in one or more pooled investment vehicles, such as mutual funds and exchange-traded funds (including mutual funds managed by RNC), if such investments are consistent with the investment objectives and policies of the client accounts involved. If RNC makes such an investment on behalf of its clients, those clients will be responsible, indirectly as investors in the pooled investment vehicles, for a portion of the operating expenses of the pooled investment vehicles in which they are invested, in addition to the advisory fees those clients pay directly to RNC. In effect, those clients would be paying multiple advisory fees. If the mutual fund in which a client is invested is also advised by RNC, and/or RNC receives an asset-based fee for providing certain shareholder services, then the multiple fees will inure directly to RNC's benefit.

Clients may incur fees in addition to the management fees paid RNC Genter. This can include brokerage commissions and other custodian fees. *Please refer to the section entitled Brokerage Practices for more information.*

## Performance-Based Fees

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RNC Genter does not receive performance-based fees.



# Types of Clients

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## Description

RNC has many types of clients including but not limited to pension and profit sharing plans, investment companies, foundations, endowments, individuals, trusts, corporations, charitable organizations, and State or local government entities and their respective agencies.

## Account Minimums

RNC has a minimum account size of \$1 million for fixed income accounts. It may negotiate the account size on others and may set separate minimums for sponsored programs *as discussed in the section entitled Fees and Compensation.*

# Methods of Analysis, Investment Strategies and Risk of Loss

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## Methods of Analysis

Both fundamental and quantitative valuation factors are considered in establishing positions in securities and in monitoring their progress. The firm is very interested in the future prospects of the company and the industry in which it competes. The firm is interested in the quality of a company or entity, its financial soundness, and especially its value and relative attractiveness as an investment. RNC is very conscious of the difference between a “good” company and an attractive security and uses various fundamental and valuation tools in the selection of issues and the timing of purchases and sales. The sale of an issue is considered to be as important as its purchase in the total investment process. The fixed income process uses quantitative techniques to control risk including but not limited to duration management and break-even analysis (in conjunction with historical and fundamental data) in identifying the appropriate quality and sector spreads. In addition, return analysis is performed using various interest rate scenarios and time horizon studies along with other relevant considerations. There is no single source of investment ideas. A great deal of research information and reports comes from outside sources. RNC also does its own internal research and evaluation of a company’s prospects. The firm uses outside research as a potential source of investment ideas and as a means of monitoring changing expectations for various industries and companies. The principal sources of information include financial newspapers and magazines, brokerage firm reports, presentations by brokerage firm analysts, presentations by companies, company annual reports and news releases, databases, rating services, financial market information services (FactSet, Bloomberg, etc.), inspections of corporate activities, prospectuses and filings with the Securities and Exchange Commission.

## Investment Strategies

Generally, RNC provides investment advice on both equity and fixed income securities. Equity securities may include (but are not limited to) common stock - both exchange-listed and over-the-counter stock, listed American Depositary Receipts, warrants, convertibles, and investment company securities. Fixed income securities include (but are not limited to) corporate debt securities, internationally issued bonds, commercial paper, bank certificates of deposit, municipal securities, and United States Treasury and government agency securities. The firm generally does not provide investment advice on futures contracts and/or interests in partnerships.

Within the overall investment decision-making process, the Investment Policy Committee sets general strategic guidelines for RNC. The portfolio managers translate these guidelines in a manner appropriate to the risk objectives of the accounts for which they are responsible. RNC seeks to anticipate and capitalize on major market cycles although it is not likely to make abrupt, dramatic changes. However, the prices of individual securities are closely monitored while fundamentals and expectations, etc. are constantly reexamined.

## Risk of Loss

Although RNC Genter makes every effort to preserve each client's capital and achieve real growth of wealth, investing in the stock or bond markets involves risk of loss that each client should be prepared to bear.

Clients entering into a management agreement with RNC Genter should be aware that stock and bond values fluctuate. Generally, their worth is based directly on the performance of the specific company. Individual stock values will also be impacted by the general movement of the stock market. Clients should be aware that when investing in stocks, the risk of significant loss exists. The value of bonds is subject to movements in interest rates, along with the all-important structure and the credit characteristics of the individual securities. Clients investing in bonds should be aware that there is moderate risk of loss. The value of both stocks and bonds are influenced by economic conditions both domestically and globally.

## Disciplinary Information

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### Legal and Disciplinary

RNC Genter has not been subject to any legal or disciplinary events.

## Other Financial Industry Activities and Affiliations

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### Financial Industry Activities

RNC is not engaged in any business or profession other than acting as an investment adviser. It does not offer to sell any type of product, other than investment advice concerning securities to clients.

### Affiliations

RNC Genter Capital Management and Genter Advisors LLC, a registered investment adviser, are both wholly owned subsidiaries of Genter Capital LLC. Under Genter Advisors' separate account management program, Genter Advisors may select RNC Genter Capital Management to manage the assets of certain clients of Genter Advisors. If RNC is selected as the investment adviser, those clients will be responsible for the fees charged by RNC as well as the fees charged by Genter Advisors. Thus Genter Advisors and RNC may directly receive multiple fees for selecting RNC as an investment adviser to manage client assets under the separate account management program.

# Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

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## Code of Ethics and Personal Trading

RNC has adopted a written Code of Ethics designed to address the confidentiality of client transactions, insider trading and potential conflicts of interest that may arise with regard to personal trading.

RNC Code of Ethics requires, among other things, the following:

- Employees should observe maximum confidentiality with respect to the portfolio and research activities of RNC's clients and that all records of client transactions are kept in a secure manner and shall not be released to anyone other than authorized persons;
- Policy prohibiting employees from insider trading;
- Employees may not serve as officer or director of a publicly traded company without prior approval;
- Subject to certain limited exceptions that RNC believes do not create a conflict between interests of its clients and its employees, employees may not purchase or sell any security on the same day that a client is purchasing or selling the same security;
- Access Persons must obtain prior approval before directly or indirectly acquiring any securities in an initial public offering or a limited offering;
- Compliance with applicable provisions of the federal securities laws.

RNC Code of Ethics also requires employees to:

- report personal securities transactions on at least a quarterly basis, and
- provide a detailed summary of certain holdings (both initially upon commencement of employment and annually thereafter) over which the employee has a direct or indirect beneficial interest.

A copy of RNC Code of Ethics shall be provided to any client or prospective client upon request.

## Participation or Interest in Client Transactions

RNC officers, directors and employees (and their immediate family members) are permitted to buy and sell securities for their own personal investment accounts provided they comply with the Code of Ethics' procedures and reporting requirements which are designed to prevent any potential conflict of interest with client transactions. RNC believes that these procedures are adequate to prevent any intentional or inadvertent conflict of interest. However, it is possible that, from time to time, RNC may recommend to clients, or purchase for or sell from clients' portfolios, securities that are also held in the personal investment portfolios of RNC officers, directors and employees.

RNC officers, directors and employees (and their immediate family members) are permitted to open managed investment accounts with RNC. Such accounts are managed in accordance with policies and procedures for RNC client accounts.

Thus, RNC portfolio managers have discretionary authority to make determinations regarding which securities are to be bought or sold; the total amount of the securities to be bought or sold; through which broker securities are to be bought or sold; and the commission rates at which securities transactions are effected. Such accounts may be included in block trades (aggregate orders for several or more clients). If such accounts participate in a block trade, they will receive the average share price and a pro rata portion of the transaction costs on the trade. *See additional information on RNC's Brokerage Practices below.* RNC believes that its procedures and reporting requirements for officers, directors and employees are adequate to prevent such accounts from being favored over any other client account.

## Brokerage Practices

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### Selecting Brokerage Firms

RNC considers the full range and quality of the broker's services in selecting/approving brokers to meet best execution obligations which include:

1. Ability to provide anonymity
2. Promptness of execution
3. Access to inventory in case of fixed income, or access to multiple centers and alternative networks in case of equity
4. Best available price; competitive bids/offers
5. Trader has adequate backup
6. Financial stability/business reputation
7. Fairness in resolving errors
8. Overall responsiveness, communication, etc.
9. Other factors

### Best Execution

RNC has the obligation to seek "best execution" when it places trades with broker-dealers. Best execution entails the efficient placement of orders, clearance, settlement and the overall quality of execution as well as the cost of the transaction.

RNC monitors transaction results as orders are executed to evaluate the quality of execution provided by the various brokers and dealers it uses, to determine that compensation rates are competitive and otherwise to evaluate the reasonableness of the compensation paid to those brokers and dealers in light of all the factors described above.

### Soft Dollars

RNC generally pays higher commission rates for equity transactions to obtain research services and products. This practice of using client brokerage to generate "soft dollar" credits which benefit RNC in providing advisory services creates a conflict of interest. For this reason, RNC carefully evaluates the value of the products and services it receives on a "soft dollar" basis to ensure that RNC is receiving good value in relation to the higher commissions paid and to ensure that the products and services are

useful to RNC in performing its advisory duties to the benefit of its clients. RNC does not believe that the quality of executions or prices obtained are adversely affected by this practice.

Research services and products include tangible research products, (publications or writings as to the value of securities, the suitability of securities, recommendation of purchase or sale of securities, analysis and reports concerning issuers, industries, economic factors and trends, portfolio strategy, client objectives, and the performance of accounts) as well as direct access to analysts and traders. In addition, a broker may provide RNC with products such as software products and programming that can be used to perform research activities.

Research services and products frequently benefit many clients' accounts. It is impractical to allocate the benefits among clients. Thus, research services and products may be used in servicing all the firm's clients, and not all such services may be used by RNC in connection with the client(s) who paid commission to the broker providing such services.

Over-the-counter ("OTC") equity transactions are occasionally effected on a principal basis directly with market maker firms. These market maker firms are compensated through the principal "spread," and may also charge related transaction fees. However, in order to obtain additional research and brokerage services on a "soft dollar" basis, and in order to obtain other qualitative execution services that RNC believes are important to best execution, RNC places over-the-counter ("OTC") equity transactions with specialized broker-dealers with which RNC has a "soft dollar" credit arrangement, and that execute such transactions on an agency basis ("an OTC broker"). When RNC uses OTC brokers to execute OTC equity transactions on an agency basis, RNC will take steps intended to ensure that the prices obtained in such transactions are competitive with the prices that could have been obtained had the transactions been conducted on a principal basis (i.e., directly with market maker firms). However, the total cost (i.e., price plus/minus commission) of executing an OTC equity transaction through an OTC broker on an agency basis will generally be less favorable than that of executing the same transaction directly with a market maker firm on a principal basis because the OTC broker will receive a commission for its services including for the provision of research products, services or credits. RNC will take steps intended to ensure that these commissions paid are reasonable in relation to, among other things: (i) the value of all the brokerage and research products and services provided by that OTC broker and (ii) the quality of execution provided by that OTC broker. Accordingly, RNC uses OTC brokers to effect OTC equity transactions for its clients where the total cost is, in RNC's opinion, reasonable, but not necessarily the lowest total cost available.

## Directed Brokerage

The client should be aware that directing brokerage may result in the client not being able to participate in an allocation of share/par value of a stock, convertible or bond if such issue is being offered by another broker or dealer. Subject to the foregoing, the client's designation of a broker and the negotiated rate of commission agreed upon between the two parties will generally be honored.

In cases where commission rates are not negotiated because of a client instruction, the client should also be aware of and should take into consideration the following:

- 1) a conflict of interest may exist to the extent RNC receives or may receive referrals from the broker or dealer;

- 2) the client may pay higher commission rates due to RNC's inability to fully negotiate the commission rate and/or obtain volume discount when the client's transaction is combined with those of other clients and traded as a "block";
- 3) execution of all trades for the client by one broker or dealer could result in failure to receive the best execution in some transactions; and/or
- 4) the clients' instructions may restrict RNC's ability to allocate brokerage to receive research-related products and services which may be of benefit to the client's account and to other accounts.

## Brokerage for Client Referrals

RNC receives client referrals from Charles Schwab & Co., Inc. ("Schwab") through RNC's participation in Schwab Advisor Network ("the Service"). The Service is designed to help investors find an independent investment advisor. Schwab is a broker-dealer independent of and unaffiliated with RNC. Schwab does not supervise Advisor and has no responsibility for RNC's management of clients' portfolios or Advisor's other advice or services. RNC pays Schwab fees to receive client referrals through the Service. RNC's participation in the Service may raise potential conflicts of interest described below.

RNC pays Schwab a Participation Fee on all referred clients' accounts that are maintained in custody at Schwab and a Non-Schwab Custody Fee on all accounts that are maintained at, or transferred to, another custodian. The Participation Fee paid by RNC is a percentage of the fees the client owes to RNC or a percentage of the value of the assets in the client's account, subject to a minimum Participation Fee. RNC pays Schwab the Participation Fee for so long as the referred client's account remains in custody at Schwab. The Participation Fee is billed to RNC quarterly and may be increased, decreased or waived by Schwab from time to time. The Participation Fee is paid by RNC and not by the client. RNC has agreed not to charge clients referred through the Service fees or costs greater than the fees or costs RNC charges clients with similar portfolios who were not referred through the Service. RNC generally pays Schwab a Non-Schwab Custody Fee if custody of a referred client's account is not maintained by, or assets in the account are transferred from Schwab. This Fee does not apply if the client was solely responsible for the decision not to maintain custody at Schwab. The Non-Schwab Custody Fee is a onetime payment equal to a percentage of the assets placed with a custodian other than Schwab. The Non-Schwab Custody Fee is higher than the Participation Fees RNC generally would pay in a single year. Thus, RNC will have an incentive to recommend that client accounts be held in custody at Schwab. The Participation and Non-Schwab Custody Fees will be based on assets in accounts of RNC's clients who were referred by Schwab and those referred clients' family members living in the same household. Thus, RNC will have incentives to encourage household members of clients referred through the Service to maintain custody of their accounts and execute transactions at Schwab and to instruct Schwab to debit RNC's fees directly from the accounts.

For accounts of RNC's clients maintained in custody at Schwab, Schwab will not charge the client separately for custody but will receive compensation from RNC's clients in the form of commissions or other transaction-related compensation on securities trades executed through Schwab. Schwab also will receive a fee (generally lower than the applicable commission on trades it executes) for clearance and settlement of trades executed through broker-dealers other than Schwab. Schwab's fees for trades executed at other broker-dealers are in addition to the other broker-dealer's fees. Thus, RNC may have an incentive to cause trades to be executed through Schwab rather than another broker-dealer. RNC nevertheless, acknowledges its duty to seek best execution of trades for client accounts. Trades for client accounts held in custody at Schwab may be executed through a different broker-dealer than

trades for RNC's other clients. Thus, trades for accounts custodied at Schwab may be executed at different times and different prices than trades for other accounts that are executed with other broker-dealers.

RNC may recommend that clients establish brokerage accounts with the Schwab Institutional Division of Charles Schwab & Co. (Schwab), a registered broker-dealer, Member SIPC, to maintain custody of clients' assets and to effect trades for their accounts. Schwab provides RNC with access to its institutional trading and operations services, which are typically not available to Schwab retail investors. These services generally are available to independent investment advisors on an unsolicited basis, at no charge to them so long as a total of at least \$10 million of the advisor's clients' assets is maintained in accounts at Schwab Institutional and is not otherwise contingent upon Advisor committing to Schwab Institutional any specific amount of business (assets in custody or trading). Schwab's services include brokerage, custody, and access to mutual funds and other investments that are otherwise generally available only to institutional investors or would require a significantly higher minimum initial investment.

Schwab Institutional also makes available to RNC other products and services that benefit RNC but may not necessarily benefit its clients' accounts. Some of these other products and services assist RNC in managing and administering clients' accounts. These include software and other technology that provide access to client account data (such as trade confirmations and account statements), facilitate trade execution (and allocation of aggregated trade orders for multiple client accounts), pricing information and other market data, facilitate payment of RNC's fees from its clients' accounts, and assist with back-office support, recordkeeping and client reporting. Many of these services generally may be used to service all or a substantial number of RNC's accounts, including accounts not maintained at Schwab Institutional. Schwab Institutional may also provide RNC with other services intended to help RNC manage and further develop its business enterprise. These services may include consulting, publications, conferences and presentations on practice management, information technology, business succession, regulatory compliance, and marketing. In addition, Schwab may make available, arrange and/or pay for these types of services to RNC by independent third parties. Schwab Institutional may discount or waive fees it would otherwise charge for some of these services or pay all or a part of the fees of a third-party providing these services to RNC. While as a fiduciary, RNC endeavors to act in its clients' best interests, and its recommendation that clients maintain their assets in accounts at Schwab may be based in part on the benefit to RNC of the availability of some of the foregoing products and services and not solely on the nature, cost or quality of custody and brokerage services provided by Schwab, which may create a potential conflict of interest.

RNC participates in the TD Ameritrade Institutional program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc. ("TD Ameritrade") member FINRA/SIPC. TD Ameritrade is an unaffiliated SEC registered broker-dealer and FINRA member. TD Ameritrade offers to independent investment advisors services which include custody of securities, trade execution, clearance and settlement of transactions. RNC receives some benefits from TD Ameritrade through its participation in the program.

Under the TD Ameritrade's Institutional program, RNC may recommend TD Ameritrade to clients for custody and brokerage services. There is no direct link between RNC's participation in the program and the investment advice it gives to clients, although it receives economic benefits through its participation in the program that are typically not available to TD Ameritrade retail investors. These benefits include the following products and services (provided without cost or at a discount): receipt of duplicate client statements and confirmations; access to a trading desk serving advisor participants; access to block



trading (which provides the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, and practice management products or services provided to RNC or its related persons by third party vendors. Some of the products and services made available by TD Ameritrade through the program may benefit RNC but may not benefit its client accounts. These products or services assist RNC in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help RNC manage and further develop its business enterprise. Additionally, RNC may receive discounts, through the participation in this program, on compliance, marketing, technology, and practice management products or services provided by third party vendors. These benefits do not depend on the amount of brokerage transactions directed to TD Ameritrade. The receipt of such economic benefits creates a potential conflict of interest; however, RNC endeavors at all times to put the interests of its clients first, in fulfillment of its fiduciary responsibilities.

RNC may receive client referrals from TD Ameritrade, Inc. ("TD Ameritrade") member FINRA/SIPC, through its participation in TD Ameritrade AdvisorDirect (the "referral program"). In addition to meeting the minimum eligibility criteria for participation in AdvisorDirect, RNC may have been selected to participate based on the amount and profitability of the assets, and trades placed for, client accounts maintained with TD Ameritrade. TD Ameritrade is a discount broker-dealer independent of and unaffiliated with RNC and there is no employee or agency relationship between them. TD Ameritrade has established the referral program as a means of referring its brokerage customers and other investors seeking fee-based personal investment management services or financial planning services to independent investment advisors. TD Ameritrade does not supervise nor does it have the responsibility for RNC's management of client portfolios or other services. RNC pays TD Ameritrade an on-going fee for each successful client referral. This fee is usually a percentage (not to exceed 25%) of the advisory fee that the client pays to RNC or a standard tiered basis points structure based on the average business day value of a client's account ("Solicitation Fee"). RNC will also pay TD Ameritrade the Solicitation Fee on any advisory fees received by RNC from any of a referred client's family members, including a spouse, child or any other immediate family member who resides with referred client and hired RNC on the recommendation of such referred client. RNC will not charge clients referred through AdvisorDirect any fees or costs higher than its standard fee schedule offered to its clients or otherwise pass Solicitation Fees paid to TD Ameritrade to its clients. For information regarding additional or other fees paid directly or indirectly to TD Ameritrade, please refer to the TD Ameritrade AdvisorDirect Disclosure and Acknowledgement Form. Advisor participation in the program raises potential conflicts of interest. TD Ameritrade will most likely refer clients through AdvisorDirect to investment advisors that encourage their clients to custody their assets at TD Ameritrade and whose client accounts are profitable to TD Ameritrade. Thus, RNC may have an incentive to recommend that client assets be held in custody and to place transactions for client accounts with TD Ameritrade. In addition, RNC has agreed not to solicit clients referred to it through AdvisorDirect to transfer their accounts or establish brokerage or custody accounts at other custodians, except when its fiduciary duties require doing so. Participation in AdvisorDirect does not diminish RNC's duty to seek best execution of trades for client accounts.

Advisor serves on the Schwab Advisor Services Technology, Operations and Service Advisory Board (the "TOS Advisory Board"). The TOS Advisory Board consists of representatives of independent investment advisory firms who have been invited by Schwab management to participate in meetings and discussions of Schwab Advisor Services' services for independent investment advisory firms and their

clients. TOS Advisory Board members enter nondisclosure agreements with Schwab under which they agree not to disclose confidential information shared with them. This information generally does not include material nonpublic information about the Charles Schwab Corporation, whose common stock is listed for public trading on the New York Stock Exchange (symbol SCHW). The TOS Advisory Board meets in person or virtually approximately twice per year and has periodic conference calls scheduled as needed. TOS Advisory Board members are not compensated by Schwab for their service, but Schwab does pay for or reimburse TOS Advisory Board members' travel, lodging, meals and other incidental expenses incurred in attending Board meetings.

## Order Aggregation

As part of its effort to obtain best execution, RNC may aggregate orders for several or more clients (a practice known as block trading). Each client that participates in a block trade will receive the average share price and a pro rata portion of the transaction costs on the trade. When recommending or effecting a transaction in a particular investment for more than one client, RNC may be required to allocate such recommendations or transactions because of market conditions or limited supply and demand. Limited opportunities will be allocated among clients on such basis as RNC deems equitable. In addition, unless transactions for multiple clients are aggregated, transactions in specific investments may not be recommended or effected at the same time or at the same price for all client accounts for which such transactions might be appropriate. RNC will seek to ensure that no client account will be favored consistently over any other client account.

## Cross Transactions

Subject to any applicable restrictions or requirements under ERISA or the Investment Company Act of 1940, RNC may seek to adjust or rebalance client investment accounts periodically by effecting cross-trades between or among client investment accounts (i.e., causing one or more client accounts to sell securities to one or more other client accounts). In effecting these cross-trades, RNC seeks to reduce the transaction costs to its clients of the account adjustments. All cross-trades will be consistent with the investment objectives and policies of each client account involved in the trades and will be effected at the current independent market price of the securities involved in the trades. The cross-trades will be effected through broker-dealers not affiliated with RNC, and the client accounts involved in the cross-trades will not pay any brokerage commissions or other transactions costs in connection with the trades, but the accounts will pay customary transfer fees (e.g., ticket charges) that are assessed by the broker-dealers through which RNC effects the cross-trades. RNC limits cross transactions to municipal bonds only, in order to retain positions that are deemed to be of benefit to its clients.

## Trade Errors

As a fiduciary, RNC has the responsibility to effect orders correctly, promptly and in the best interests of our clients. In the event an error occurs in the handling of any client transactions due to RNC's actions, or inaction, or actions of others, RNC's policy is to seek to identify and correct any errors as promptly as possible without disadvantaging the client. If the error is the responsibility of RNC, any client transaction will be corrected and RNC will be responsible for reimbursing the client for any loss resulting from an inaccurate or erroneous order. If the broker-dealer is responsible for the error, RNC will take necessary steps under the circumstances to see that the appropriate correction is made by the broker-dealer. RNC may establish error accounts with the broker-dealer in its name for purposes of correcting its own errors. Any profit generated by errors is transferred to the error account and used together with any

necessary funds contributed by the firm to compensate clients for any loss resulting from trade errors, or donated to charity.

However, some broker-dealers may have differing error correction practices. For instance, Schwab's practice is as follows: If an investment gain results from correcting the trade, the gain will remain in the client's account unless the same error involved other client account(s) that should have received the gain, or it is not permissible for the client to retain the gain, or we confer with client and client decides to forego the gain (e.g., due to tax reasons). If the gain does not remain in the client's account, Schwab will donate the amount of any gain \$100 and over to charity. If a loss occurs greater than \$100, Advisor will pay for the loss. Schwab will retain the loss or gain (if such gain is not retained in client's account) if it is under \$100 to minimize and offset its administrative time and expense. Generally, if related trade errors result in both gains and losses in the client's account, they may be netted by Schwab.

RNC's policy and practice is to regularly monitor and reconcile all trading activity, identify and resolve any trade errors promptly, document each trade error with appropriate supervisory approval and maintain a trade error file.

## Review of Accounts

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### Periodic Reviews

The individual portfolio managers continuously monitor the accounts they manage. In addition, the Director of Equity Portfolio Management and Director of Fixed Income review these portfolios on a weekly basis and review individual trades more frequently. The portfolio managers have detailed client status reports as well as master summaries of security positions cross referenced by account. When a security acquisition is contemplated, accounts are reviewed to determine whether the particular security is appropriate when taking into account such factors as diversification, risk, and return. When a security position is to be sold, the affected accounts are also reviewed. The accounts are reviewed frequently to assess the total portfolio taking into account such factors as diversification, risk, return and relative performance.

### Regular Reports

Clients receive a written quarterly summary of their portfolio which includes portfolio characteristics, sector diversification, security description, percent of each security, quantity, original unit cost, total cost, market price, market value, annual interest/dividend rate, annual income, and percent yield. This summary also shows the management fees paid by the client. These reports are in addition to the confirmations and/or reports the client may receive directly from the brokerage firm, trustee or custodian.

# Client Referrals and Other Compensation

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## Incoming Referrals

RNC may from time to time compensate non-employees for referrals. Pursuant to Rule 206(4)-3 of the Investment Advisers Act of 1940, RNC is required to have written agreement with such parties with respect to solicitation activities and referral fees, and clients referred pursuant to such arrangements must receive a disclosure document describing the arrangement and must provide written acknowledgement of receipt of such disclosure document. RNC compensates such parties for referrals out of management fees received on referred accounts for a specified or indefinite period of time. This does not increase the management fee incurred by the client.

When a broker refers a client to the firm, RNC may direct brokerage business to that broker usually at rates which the firm determines are competitive based on current circumstances. However, RNC generally does not negotiate commission rates where a client and a broker have separately negotiated a mutually acceptable commission rate or the client has entered into a wrap fee agreement as outlined in the following section. Similarly, certain of the referral relationships described above may involve prearranged or directed brokerage arrangements, and it is possible that clients in such arrangements will pay higher commission rates and/or receive different execution prices than the fees paid and/or prices received by other RNC clients. *Please refer to the section entitled Brokerage Practices for additional information.*

## Custody

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### Account Statements

Client's funds and securities will be maintained with a "qualified custodian" as required under SEC Rule 206(4)-2, and RNC will not act as custodian of any client's funds or securities. However, due to its ability to deduct fees directly from client accounts and also to direct the "qualified custodian" to transfer clients' funds to designated third parties as authorized by the client, RNC is considered to have custody of client funds and securities under Rule 206(4)-2. RNC will follow the requirement of this Rule for any client for which it has custody. Each client will receive, at least quarterly, an account statement directly from the custodian. Clients of RNC are urged to compare the reports provided by RNC (*as discussed within the section entitled Review of Accounts*) to the reports provided by the qualified custodian.

## Investment Discretion

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### Discretionary Authority for Trading

RNC has discretionary authority to make the following determinations without obtaining the consent of the client before the transactions are effected:

- (A) Which securities are to be bought or sold;

- (B) The total amount of the securities to be bought or sold;
- (C) Through which broker securities are to be bought or sold; and
- (D) The commission rates at which securities transactions for client accounts are effected.

However, RNC's authority may be subject to conditions imposed by the client, examples of which may include: 1) the client restricts or prohibits transactions in securities of a specific industry, and/or 2) the client directs that transactions be effected through specific brokers and dealers. The latter restriction may be conditioned by the client on the broker or dealer being competitive as to price and execution for each transaction, or offering a specified level of commission discount or may be subject to varying degrees of restrictions such as an instruction to utilize a particular broker or dealer: a) whether or not competitive, and b) where the specified levels of commission discounts are less favorable than might otherwise be obtained by RNC.

# Voting Client Securities

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## Proxy Votes

RNC has adopted and implemented written policies and procedures that we believe are reasonably designed to ensure that proxies are voted in the best interest of our clients, in accordance with our fiduciary duties and Rule 206(4)-6 under the Investment Advisers Act of 1940.

We treat seriously our responsibility to exercise voting authority over securities that are held in our clients' portfolios. Proxy statements often contain controversial issues involving, among other things, shareholder rights and corporate governance, which deserve careful review and consideration.

RNC's policy is to review each proxy statement on an individual basis and to establish its voting decision exclusively on its judgment of what will best serve the interests of the beneficial owners of the security. However, RNC will have no responsibility for voting client proxies with respect to certain types of assets held in the portfolio at client's own direction or as a result of such direction, including securities with restrictions not to sell, securities that are held in the same account with the broker or custodian but not for RNC management, etc. Proxies are generally considered by the securities analyst responsible for monitoring the security being voted. That person will cast his or her votes in accordance with RNC's Proxy Voting Policies and Procedures. RNC has also adopted procedures to address circumstances where a proxy proposal creates a material conflict of interest between RNC and a client. Generally, any non-routine matters or matters that may create conflicts of interest between RNC and its clients are referred to a Senior Investment Officer for consideration. RNC maintains certain records relating to its proxy voting policies, including copies of the Proxy Voting Policy and Procedures, a record of all votes cast by RNC, and client communications related to proxy voting. Any client may receive a record of how proxies with respect to securities held in his or her portfolio were voted by submitting a written request to RNC. Additionally, any client may receive a copy of RNC's Proxy Voting Policies and Procedures by submitting a written request to RNC, or by calling RNC's toll free number: 800.877.7624. Please direct all Proxy Request Fulfillments to the RNC Operations Department - Proxy.

Clients may restrict RNC from voting their proxies by written authorization. When RNC does not vote any proxies for client account, the custodian and/or broker will provide their proxies. In these situations, Clients may contact RNC to solicit advice on their proxies.

# Financial Information

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RNC has had its balance sheet audited by Tait, Weller & Baker, CPAs, a copy of which is attached as required.

**RNC GENTER CAPITAL MANAGEMENT**  
(A Wholly Owned Subsidiary of Genter Capital LLC)

***BALANCE SHEET  
AND REPORT OF  
INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS***

**DECEMBER 31, 2020**



**RNC GENTER CAPITAL MANAGEMENT**  
**(A Wholly Owned Subsidiary of Genter Capital LLC)**

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**REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS**

**The Management Committee and Member  
RNC Genter Capital Management**

We have audited the accompanying balance sheet of RNC Genter Capital Management (a wholly owned subsidiary of Genter Capital LLC) as of December 31, 2020. The balance sheet is the responsibility of the Company's management. Our responsibility is to express an opinion on this balance sheet based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the balance sheet is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the balance sheet referred to above presents fairly, in all material respects, the financial position of RNC Genter Capital Management at December 31, 2020, in conformity with accounting principles generally accepted in the United States.

*Tait Weller & Baker LLP*  
TAIT, WELLER & BAKER LLP

Philadelphia, Pennsylvania  
March 29, 2021

**RNC GENTER CAPITAL MANAGEMENT  
(A Wholly Owned Subsidiary of Genter Capital LLC)**

***BALANCE SHEET***

**December 31, 2020**

---

**ASSETS**

**CURRENT ASSETS**

Cash and cash equivalents	\$2,691,585
Marketable securities	32,048,102
Management fee and other receivables	259,813
Prepaid expenses and other current assets	<u>445,180</u>

**Total current assets** 35,444,680

Furniture and equipment, at cost, less accumulated depreciation	286,134
Goodwill, net of accumulated amortization	2,634,948
Other assets	<u>53,436</u>

**Total assets** \$38,419,198

**LIABILITIES AND MEMBER'S EQUITY**

**CURRENT LIABILITIES**

Bank loans payable	\$16,041,865
Accounts payable and accrued liabilities	3,693,488
Deferred management fees	<u>3,793,873</u>

**Total current liabilities** 23,529,226

**OTHER LIABILITIES**

Other non-current liabilities	<u>11,881</u>
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**Total liabilities** 23,541,107

**MEMBER'S EQUITY**

14,878,091

**Total liabilities and member's equity** \$38,419,198

**RNC GENTER CAPITAL MANAGEMENT**  
**(A Wholly Owned Subsidiary of Genter Capital LLC)**

**NOTES TO BALANCE SHEET**

**December 31, 2020**

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**(1) ORGANIZATION**

RNC Genter Capital Management (the “**Company**”) was organized on November 20, 1997, and commenced operations on April 1, 1998. The Company is registered under the California Limited Liability Company Act and as an investment advisor under the Investment Advisers Act of 1940. The Company will continue until December 31, 2047, unless terminated earlier as provided for in the Company’s Operating Agreement. The legal name of RNC Genter Capital Management is RNC Capital Management LLC.

**(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**CASH AND CASH EQUIVALENTS**

The Company considers all highly liquid investments with a maturity of 90 days or less when purchased to be cash equivalents.

**MARKETABLE SECURITIES**

Marketable securities consist of mutual funds, fixed-income securities and common stock. Marketable securities are stated at market value as determined by the most recently traded price of each security at the balance sheet date. The difference between cost and market value is reflected as unrealized gain (loss). The cost of investments sold is determined on the specific-identification or the first-in, first-out method.

Financial Accounting Standards Board Accounting Standards Codification (“**ASC**”) 820 established a three-tier hierarchy of inputs to establish classification of fair value measurements for disclosure purposes.

The three-tier hierarchy of inputs is summarized as follows:

Level 1 - Quoted prices in active markets for identical securities.

Level 2 - Other significant observable inputs (including quoted prices for similar securities, interest rates, prepayment speeds, credit risk, etc.)

Level 3 - Significant unobservable inputs (including the Company’s own assumptions in determining the fair value of investments)

The following is a summary of the inputs used as of December 31, 2020 in valuing the Company’s investments in securities carried at value:

<b>Valuation Inputs</b>	<b>2020</b>
Level 1 – Quoted Prices	\$ 30,092,126
Level 2 – Other Significant Observable Inputs	1,955,976
Level 3 – Significant Unobservable Inputs	-
Total	<u>\$ 32,048,102</u>

**RNC GENTER CAPITAL MANAGEMENT**  
**(A Wholly Owned Subsidiary of Genter Capital LLC)**

**NOTES TO BALANCE SHEET**

**December 31, 2020**

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**CONCENTRATION OF CREDIT RISK**

Financial instruments that potentially subject the Company to credit risk consist principally of cash in excess of federally insured limits. The Company is an investment advisor for clients in multiple states with diversified investment portfolios. The Company transfers excess funds to a money market mutual fund. The mutual fund is not insured by the Federal Deposit Insurance Corporation (“**FDIC**”) and is not an obligation of, or guaranteed by, the Company’s bank. The money market mutual fund seeks to maintain a stable net asset value; however, there is no assurance that the fund will meet this objective.

**DEFERRED MANAGEMENT FEES**

The Company bills management fees to customers in advance of services being performed and recognizes the related income over the period of such services. The Company prepays commissions to its marketing representatives when collections are received from its customers. Prepaid commissions of \$667,268 at December 31, 2020 are offset against deferred management fees and amortized over the period earned.

**FURNITURE AND EQUIPMENT**

Furniture and equipment are depreciated using the straight-line method over the estimated useful lives of the assets, which range from three to ten years.

**GOODWILL AND INTANGIBLE ASSETS**

Under ASC 350, “**Goodwill and Other Intangible Assets**,” goodwill is not subject to periodic amortization. It will, however, be reviewed on a periodic basis for impairment. Unamortized goodwill at December 31, 2020 equals \$2,634,948.

Under ASC 350, intangible assets without indefinite lives will continue to be amortized. The Company had no intangibles at December 31, 2020.

**INCOME TAXES**

The Company is generally not subject to federal or state income taxes and, accordingly, no provision for income taxes has been made in the accompanying financial statements. The Members are required to report their proportional share of gains, losses, credits or deductions on their own income tax returns.

**FAIR VALUE OF FINANCIAL INSTRUMENTS**

The fair values of the Company’s cash, current assets and liabilities approximate the carrying values because of the short-term maturities of these instruments.

**LONG-LIVED ASSETS**

In accordance with ASC 360, “**Property, Plant and Equipment**” the Company periodically reviews the impairment of long-lived assets and certain identifiable intangibles whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Under ASC 360, an impairment loss would be recognized when estimated future cash flows expected to result from the use of the asset and its eventual disposition are less than its carrying amount. No such impairment losses have been identified by the Company.

**RNC GENTER CAPITAL MANAGEMENT**  
**(A Wholly Owned Subsidiary of Genter Capital LLC)**

**NOTES TO BALANCE SHEET**

**December 31, 2020**

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***USE OF ESTIMATES***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the amounts reported in the financial statements and the accompanying notes. Actual results could differ from those estimates and such differences may be material to the financial statements.

**(3) TRANSACTIONS WITH AFFILIATES**

The Parent charges the Company for management expenses, including rent expense and general and administrative expenses.

**(4) MEMBER'S EQUITY**

Members in the Company own membership interest based on their relative capital contributions to the Company. Each Member is entitled to one vote on all actions in accordance with his or her percentage membership interest. Each Member's liability with respect to the Company is limited to the amount of his or her respective investment.

**(5) SAVINGS AND INVESTMENT PLAN**

The Company has a defined contribution savings and investment plan (the "**Plan**") that covers substantially all employees.

## Additional Information: Privacy Policy

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At RNC Genter Capital Management ("RNC Genter") we realize that our most valuable asset is our relationship with you. You have trusted us to manage your assets and in turn we will do everything in our capabilities to preserve your trust. RNC Genter collects nonpublic personal information about you from the following sources:

- **Account Applications and Forms** - In order to effectively manage your account, it is necessary for us to collect and maintain personal information about our clients. This information may include names, addresses, phone numbers, social security numbers, account numbers, e-mail addresses, tax information and other relevant information needed to open and manage your account.
- **Transaction Information** - Once you have set up an account with RNC Genter, to administer your account, we collect and maintain personal information about you in order to process transactions. This may include account balances, security positions, your trade history, and cost basis information.
- **Verbal Information** - At times information may be given to us verbally. This information may either come from you or a third party source such as a custodian company, broker, or investment advisor working with RNC Genter. This information may include information necessary for account applications or transactions.
- **Website Usage** - RNC Genter may collect information from our Web site users ([www.rncgenter.com](http://www.rncgenter.com)) through their direct input on the Web site. In such cases you have chosen to identify yourself. This information may include such things as names, addresses, phone numbers, e-mail addresses, and Web pages.

At RNC Genter, we do not disclose any nonpublic personal information about our clients or former clients, except as required by law or in response to inquiries by governmental authorities. We may, however, disclose information to unaffiliated third parties (such as brokers or custodians) as permitted by law. This information is disclosed as needed to help us process transactions for your account (i.e. trade execution at an exchange) or provide the agreed services to you.

Your personal and account information is restricted to those employees who are required to access your information in order to provide products and services to you. We maintain physical, electronic, and procedural safeguards to protect your nonpublic personal information.

# ADV Part 2B: Brochure Supplement

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March 30, 2021



**RNC Genter Capital Management**  
**11601 Wilshire Boulevard, 25<sup>th</sup> Floor**  
**Los Angeles, CA 90025**  
**310-477-6543**  
**[www.rncgenter.com](http://www.rncgenter.com)**

This brochure supplement provides information about individuals identified within the table of contents that supplements RNC Genter Capital Management's brochure. You should have received a copy of that brochure. Please contact us at 1-310-477-6543, or by email at [adv@rncgenter.com](mailto:adv@rncgenter.com) if you did not receive the brochure or if you have any questions about the contents of this supplement.

Additional information about the individual identified in the table of contents is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).



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# Daniel J. Genter

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## Education and Business Experience

Born in 1957, Daniel received his BS in Economics and Finance at the University of Southern California in 1979. He joined RNC Genter in 1979 and became Vice President in 1983, Senior Vice President in 1985 and President and Chief Executive Officer of RNC Genter in 1992. Mr. Genter is also Chairman of RNC's Investment Policy and Executive Management Committees.

## Disciplinary Information

Mr. Genter is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Genter is not involved in other industry business activities.

## Additional Compensation

Mr. Genter does not receive additional compensation other than his regular salary and bonus.

## Supervision

Daniel Genter is the President and CIO of the firm and is not under the direct supervision of any one individual.

# James L. (Rocky) Barber, CFA

---

## Education and Business Experience

Born in 1951, James received his BA in Political Science and MS in Engineering in 1973, and his MBA in Business in 1975 all at Stanford University. He joined RNC Genter in 2005 as Senior Vice President and Director of Equity. He is also a member of RNC's Equity Strategy group, Investment Policy Committee and Executive Management Committee.

Prior to RNC Genter, he joined Alliance Capital Management in 1977 where he spent 8 years as a Vice President and Portfolio Manager in both the equity and fixed income departments. In 1986, he joined William Blair & Co., and served as Principal, Portfolio Manager of the Large Cap Equity product and Head of Investment Management.

## Chartered Financial Analyst (CFA)

Mr. Barber became a CFA charter holder in 1981. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Barber is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Barber is not involved in other industry business activities.

## Additional Compensation

Mr. Barber does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Daniel J. Genter, President and CEO, is responsible for the supervision of Mr. Barber, including monitoring the advice provided to clients. Mr. Genter can be reached at 1-310-477-6543.

# Timothy J. Demshki

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## Education and Business Experience

Born in 1958, Mr. Demshki obtained a BA in Economics in 1980 from the University of California at Los Angeles. He joined RNC Genter in 1995 as Vice President and became First Vice President, Director of National Accounts in 2001 and Senior Vice President in 2003. Mr. Demshki is currently a Senior Vice President and Director of the Private Client Division and is a Member of the Executive Management Committee. Mr. Demshki is responsible for business development and client consulting.

Prior to 1995, he was Vice President with Coldwell Banker & Co and was a Financial Advisor at Sanford C. Bernstein & Co.

## Disciplinary Information

Mr. Demshki is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Demshki is not involved in other industry business activities.

## Additional Compensation

Mr. Demshki does not receive additional compensation other than commissions on new business and renewals.

## Supervision

Mr. Daniel J. Genter, President and CEO, is responsible for the supervision of Mr. Demshki, including monitoring the advice provided to clients. Mr. Genter can be reached at 1-310-477-6543.

# Brian L. Elliott

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## Education and Business Experience

Born in 1968, Mr. Elliott obtained a BA in Economics and History in 1990 from Southern Methodist University in Dallas, Texas and an MBA in 1998 from the Paul Merage School of Business at the University of California, Irvine. He joined RNC Genter in 2012 as Senior Vice President, Director of Institutional Division. He is a Member of the Executive Management Committee.

Prior to RNC Genter, he worked at Northern Trust as Senior Vice President, Foundation and Institutional Advisors. Before Northern Trust, he was Chief Marketing Officer for Kayne Anderson Rudnick and Vice President Managed Accounts at Alliance Bernstein.

## Disciplinary Information

Mr. Elliott is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Elliott is not involved in other industry business activities.

## Additional Compensation

Mr. Elliott does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Daniel J. Genter, President and CEO, is responsible for the supervision of Mr. Elliott, including monitoring the advice provided to clients. Mr. Genter can be reached at 1-310-477-6543.

# John G. Marshall, CFA

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## Education and Business Experience

Born in 1943, John attended the University of Toronto during 1961-1965, obtained his BA in English in 1967 at the University of California at Los Angeles, and his MBA in Finance in 1970 at the University of Southern California. John joined RNC Genter in 1985 and became Senior Vice President and Director of Equity in 1994 and Director of Equity Portfolio Management in 2005. He also serves as Member of the Executive Management Committee, Member of the Investment Policy Committee, and Member of the Equity Strategy Group.

Prior to RNC Genter, he was a Vice President and Portfolio Manager with Pacific Investment Management Company (PIMCO).

## Chartered Financial Analyst (CFA)

Mr. Marshall became a CFA charter holder in 1978. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Marshall is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Marshall is not involved in other industry business activities.

## Additional Compensation

Mr. Marshall does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Rocky Barber, Senior Vice President and Director of Equity, is responsible for the supervision of Mr. Marshall, including monitoring the advice provided to clients. Mr. Barber can be reached at 1-310-477-6543.

# David W. Pescherine, CFA

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## Education and Business Experience

Born in 1971, David obtained his BS in Management in 1993 at Penn State University, and his MBA in Finance in 1997 at the Stern School of Business at New York University.

He joined RNC Genter in 2006 as Vice President, Securities Analyst and was promoted to First Vice President in 2009. In 2011, he was promoted to Senior Vice President, Director of Equity Research. He also serves as Chairman of the Equity Research Committee, Member of the Investment Policy Committee, Member of the Equity Strategy Committee and Member of the Executive Management Committee.

Prior to RNC Genter, he served as a sell side analyst with Citigroup in San Francisco. During his six-year tenure, he led a small research group that specialized in electronic manufacturing services, part of the technology sector. Prior to Citigroup, he worked for First Union Bank in New Jersey and PepsiCo.

## Chartered Financial Analyst (CFA)

Mr. Pescherine became a CFA charter holder in 2001. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Pescherine is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Pescherine is not involved in other industry business activities.

## Additional Compensation

Mr. Pescherine does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Rocky Barber, Senior Vice President and Director of Equity, is responsible for the supervision of Mr. Pescherine, including monitoring the advice provided to clients. Mr. Barber can be reached at 1-310-477-6543.

# John Arege, CFA

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## Education and Business Experience

Born in 1968, Mr. Arege obtained a BA in Accounting and Financial Management in 1990 from The Catholic University of America, a JD in 1993 from the Jacob D. Fuchsberg Law School and an MS in Banking and Financial Services in 2007 from Boston University. He is a member of the New York Society of Security Analysts and a licensed attorney in New York, New Jersey, and Washington D.C.

He joined RNC Genter in 2020 as First Vice President/ Equity Securities Analyst/Portfolio Manager. He is a Financial Sector Analyst, and Co-Portfolio Manager of the Large Cap Core and Value strategies. He is also a member of the Investment Policy Committee.

Prior to joining RNC Genter, Mr. Arege he served as an Adjunct Professor, Finance at New York University. In addition, he was the Managing Director, Portfolio Manager, and Co-Head of Core and Value Equities at Goldman Sachs Asset Management. Prior to Goldman Sachs, he worked as a Senior Equity Fund Analyst for Merrill Lynch and as a Research Analyst at Standard & Poor's.

## Chartered Financial Analyst (CFA)

Mr. Arege became a CFA charter holder in 2001. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Arege is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Arege is not involved in other industry business activities.

## Additional Compensation

Mr. Arege does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. David W. Pescherine, Senior Vice President and Director of Equity Research, is responsible for the supervision of Mr. Arege, including monitoring the advice provided to clients. Mr. Pescherine can be reached at 1-310-477-6543.





# Mark Harding, CFA

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## Education and Business Experience

Born in 1972, Mr. Harding obtained a BBA in Finance in 1995 and MBA in Finance in 1996 at the University of Miami (FL).

He joined RNC Genter in 2017 as First Vice President Equity Securities Analyst. Prior to joining RNC Genter, Mr. Harding was a Portfolio Manager and Equity Analyst at Value Architects Asset Management. Prior to VAAM, he spent twelve years covering Technology Media and Telecom companies as a sell-side analyst at Citigroup, Maxim Group, and JMP Securities. During this time, he presented at numerous investment conferences about the direction of technology and media.

## Chartered Financial Analyst (CFA)

Mr. Harding became a CFA charter holder in 2001. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Harding is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Harding is not involved in other industry business activities.

## Additional Compensation

Mr. Harding does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. David W. Pescherine, Senior Vice President and Director of Equity Research, is responsible for the supervision of Mr. Harding, including monitoring the advice provided to clients. Mr. Pescherine can be reached at 1-310-477-6543.

# Sean M. Heymann

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## Education and Business Experience

Born in 1986, Mr. Heymann obtained a BBA in Finance at the University of Miami (FL) in 2009.

He joined RNC Genter in 2016 as Vice President, Securities Analyst and is a member of the Equity Strategy and Investment Policy Committee. Prior to joining RNC Genter, Mr. Heymann was previously an Equity Research Analyst within PIMCO's Global Equity Dividend Strategy. Prior to PIMCO, he spent four years within Neuberger Berman's central Equity Research Department, covering Utilities, Power & Midstream Energy, and Master Limited Partnerships. He began his career on the sell side as part of Bank America Merrill Lynch's Metals & Mining equity research team.

## Disciplinary Information

Mr. Heymann is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Heymann is not involved in other industry business activities.

## Additional Compensation

Mr. Heymann does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. David W. Pescherine, Senior Vice President and Director of Equity Research, is responsible for the supervision of Mr. Heymann, including monitoring the advice provided to clients. Mr. Pescherine can be reached at 1-310-477-6543.

# David P. Klatt, CFA

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## Education and Business Experience

Born in 1976, David obtained his BA in Economics in 1999 at the University of California at Los Angeles.

He joined RNC Genter in 1999 as an assistant in the Marketing area. He was promoted to Portfolio Manager Assistant in the Equity area in June of 2000, became an Associate Portfolio Manager in March of 2004, Assistant Vice President, Portfolio Manager in 2005 and Vice President, Portfolio Manager in 2007. He is a Member of RNC's Investment Policy Committee, and Equity Strategy Group. In 2013, he was promoted to First Vice President, Portfolio Manager.

## Chartered Financial Analyst (CFA)

Mr. Klatt became a CFA charter holder in 2011. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Klatt is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Klatt is not involved in other industry business activities.

## Additional Compensation

Mr. Klatt does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. John G. Marshall, Senior Vice President and Director of Equity Portfolio Management, is responsible for the supervision of Mr. Klatt, including monitoring the advice provided to clients. Mr. Marshall can be reached at 1-310-477-6543.

# Laura M. McGuigan, CFA

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## Education and Business Experience

Born in 1974, Laura obtained her BA in Business Studies in 1996 at the University of Central England, Birmingham, England. She joined RNC Genter in 2012 as Vice President, Equity Securities Analyst. She is a Member of RNC's Investment Policy Committee, Equity Research Committee, and Equity Strategy Group. In 2015, she was promoted to First Vice President, Equity Securities Analyst.

Prior to RNC Genter, she was a Senior Medical Device Analyst at B. Riley & Co., LLC and was a Principal, Senior Research Analyst, Director of Equity Trading at Transamerica Investment Management from 2005-2011.

## Chartered Financial Analyst (CFA)

Ms. McGuigan became a CFA charter holder in 2001. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Ms. McGuigan is not subject to any legal or disciplinary actions.

## Other Business Activities

Ms. McGuigan is not involved in other industry business activities.

## Additional Compensation

Ms. McGuigan does not receive additional compensation other than her regular salary and bonus.

## Supervision

Mr. David W. Pescherine, Senior Vice President and Director of Equity Research, is responsible for the supervision of Ms. McGuigan, including monitoring the advice provided to clients. Mr. Pescherine can be reached at 1-310-477-6543.

# Glen Nam, CFA

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## Education and Business Experience

Born in 1976, Mr. Nam obtained a BA in Economics in 1998 from the University of California at Berkeley.

He joined RNC Genter in 2011 as Vice President, Securities Analyst. Prior to joining RNC Genter, he served 7-year tenure as an Equity Research Associate with Capital International covering the Energy and Retail sectors. He also worked for Bank of America as an Associate in their Corporate Finance group.

## Chartered Financial Analyst (CFA)

Mr. Nam became a CFA charter holder in 2003. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Nam is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Nam is not involved in other industry business activities.

## Additional Compensation

Mr. Nam does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. David W. Pescherine, Senior Vice President, Director of Equity Research, is responsible for the supervision of Mr. Nam, including monitoring the advice provided to clients. Mr. Pescherine can be reached at 1-310-477-6543.

# Charles H. Warner, CFA

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## Education and Business Experience

Born in 1970, Charles obtained his BA in Economics in 1992 at the University of Arizona at Tucson and his MBA in Finance in 1995 at Pepperdine University.

He joined RNC Genter in 2000 at Associate Portfolio Manager in the Equity Department. He later became Assistant Vice President, Portfolio Manager in 2002, Vice President, Portfolio Manager in 2004 and was promoted to First Vice President, Portfolio Manager in 2008. Charles is also a member of RNC's Investment Policy Committee and the Equity Strategy Group.

Prior to RNC Genter, he was an associate with Churchill Management Group.

## Chartered Financial Analyst (CFA)

Mr. Warner became a CFA charter holder in 2004. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Warner is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Warner is not involved in other industry business activities.

## Additional Compensation

Mr. Warner does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. John G. Marshall, Senior Vice President and Director of Equity Portfolio Management is responsible for the supervision of Mr. Warner, including monitoring the advice provided to clients. Mr. Marshall can be reached at 1-310-477-6543.

# Alexander J. Hall, CFA

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## Education and Business Experience

Born in 1971, Alexander obtained his BA in Economics in 1994 at the University of California at Los Angeles.

Alexander joined RNC Genter in 1994 as Portfolio Manager Assistant of Fixed Income and became Portfolio Manager in 1998 and Vice President and Fixed Income Portfolio Manager in 2000 and later promoted to First Vice President in 2009. In 2016, he was promoted to Senior Vice President, Director of Taxable Fixed Income. In 2020, he was promoted to Senior Vice President, Director of Fixed Income, Taxable Fixed Income Portfolio Manager. He also serves as Member of the Investment Policy Committee and the Executive Management Committee.

Prior to RNC Genter, he was an Accountant with Sovereign/Ring Management.

## Chartered Financial Analyst (CFA)

Mr. Hall became a CFA charter holder in 2000. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Hall is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Hall is not involved in other industry business activities.

## Additional Compensation

Mr. Hall does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Daniel J. Genter, President and CEO, is responsible for the supervision of Mr. Hall, including monitoring the advice provided to clients. Mr. Genter can be reached at 1-310-477-6543.

# Brian J. Pytlewski

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## Education and Business Experience

Born in 1972, Brian obtained his BA in Business Management at Loyola Marymount University.

He joined RNC Genter in 1999 as a Portfolio Manager Assistant, Fixed Income. In 2001, he became Portfolio Manager and was elevated to Assistant Vice President, Portfolio Manager in 2002, Vice President, Portfolio Manager in 2003 and was promoted to First Vice President in 2009. In 2016, he was promoted to Senior Vice President, Director of Municipal Fixed Income. Brian is also a member of RNC's Investment Policy Committee and the Executive Management Committee.

Prior to RNC Genter, he was an Investment Executive with Piper Jaffray, Inc.

## Disciplinary Information

Mr. Pytlewski is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Pytlewski is not involved in other industry business activities.

## Additional Compensation

Mr. Pytlewski does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Alexander J. Hall, Senior Vice President and Director of Fixed Income, is responsible for the supervision of Mr. Pytlewski, including monitoring the advice provided to clients. Mr. Hall can be reached at 1-310-477-6543.



# Taylor R. Rudnick, CFA

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## Education and Business Experience

Born in 1981, Mr. Rudnick obtained his BS in Managerial Economics at the University of California, Davis in 2003.

He joined RNC Genter in 2005 as a Marketing Associate. Moved to Fixed Income in 2006 as a Portfolio Manager Assistant, later became Associate Portfolio Manager, Fixed Income and was promoted to Assistant Portfolio Manager in 2009, to Portfolio Manager in 2010 and Associate Vice President in 2011. In 2012, he was promoted to Assistant Vice President, Portfolio Manager. In 2013, he was promoted to Vice President, Portfolio Manager. He also serves as Member of the Investment Policy Committee.

Prior to RNC Genter, he worked as Financial Services Representative with E-Trade Financial, Inc.

## Chartered Financial Analyst (CFA)

Mr. Rudnick obtained his CFA charter holder in 2007. The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance.

The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Disciplinary Information

Mr. Rudnick is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Rudnick is not involved in other industry business activities.

## Additional Compensation

Mr. Rudnick does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Alexander J. Hall, Senior Vice President and Director of Fixed Income, is responsible for the supervision of Mr. Rudnick, including monitoring the advice provided to clients. Mr. Hall can be reached at 1-310-477-6543.

# Paul M. Ryan

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## Education and Business Experience

Born in 1958, Paul obtained his BA in Political Science at Cal State at Los Angeles in 1992. He obtained an MBA in 2009 from Claremont Graduate University's Drucker School of Management.

He joined RNC Genter in 2001 as Assistant Portfolio Manager, Fixed Income. He was promoted to Portfolio Manager in 2004, Assistant Vice President, Portfolio Manager in 2005 and Vice President, Portfolio Manager in 2006. In 2012, he was promoted to First Vice President, Portfolio Manager. He also serves as Member of the Investment Policy Committee.

Prior to RNC Genter, he was a Client and Sales Support Representative with Financial Information Network. Previous to that, he worked for Reuters America in 1998 where he provided sales support and client service for an array of different market data products.

## Disciplinary Information

Mr. Ryan is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Ryan is not involved in other industry business activities.

## Additional Compensation

Mr. Ryan does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Alexander J. Hall, Senior Vice President and Director of Fixed Income, is responsible for the supervision of Mr. Ryan, including monitoring the advice provided to clients. Mr. Hall can be reached at 1-310-477-6543.

# Rajiv Vyas, CFA, CMT

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## Education and Business Experience

Born in 1971, Rajiv obtained his Bachelors of Commerce from Mumbai University in 1993 and his Master of Science in Banking and Financial Services Management from Boston University in 2006.

He joined RNC Genter in 2012 as a Senior Credit Analyst in the Fixed Income Department. In 2013, he was promoted to Vice President, Senior Credit Analyst. In 2019, he was promoted to First Vice President and Director of Credit Research. In 2020, he was promoted to Senior Vice President, Director of Credit Research. He also serves as Member of the Investment Policy Committee.

Prior to RNC Genter, he worked as a credit analyst at Aviva Investors. He was also a journalist for the financial industry where he won two SABEW's Best in Business awards.

## Chartered Financial Analyst

Mr. Vyas became a CFA charter holder in 2003 . The Chartered Financial Analyst (CFA) is a qualification for finance and investment professionals, particularly in the fields of investment management and financial analysis of stocks, bonds and their derivative assets. The program focuses on portfolio management and financial analysis, and provides a general knowledge of other areas of finance. The designation is an international professional certification offered by the CFA Institute to financial analysts who complete a series of three examinations. To become a CFA charter holder, candidates must pass each of the three six-hour exams, possess a bachelor's degree from an accredited institution and have 48 months of qualified professional work experience. CFA charter holders are also obligated to adhere to a strict Code of Ethics and Standards governing their professional conduct.

## Chartered Market Technician

The Chartered Market Technician program is a certification process in which candidates are required to demonstrate proficiency in a broad range of technical analysis subjects. Administered by the Accreditation Committee of the Market Technicians Association (MTA), Inc. the program consists of three levels.

The objectives of the CMT Program are:

- To guide candidates in mastering professional body of knowledge and developing analytical skills;
- To promote and encourage the highest standards of education; and
- To grant the right to use the professional designation of Chartered Market Technician (CMT) to those members who successfully complete the Program and agree to abide by the MTA Code of Ethics.

To be granted CMT designation, the following requirements must be met:

- Successful completion of all three (3) levels of the CMT Exam.
- Have obtained 'Member Status' within the MTA

Have been gainfully employed in a professional analytical or investment management capacity for a minimum period of three (3) years and must be regularly engaged in this capacity at the time of successfully passing all three (3) levels of the CMT exam.

### **Disciplinary Information**

Mr. Vyas is not subject to any legal or disciplinary actions.

### **Other Business Activities**

Mr. Vyas is not involved in other industry business activities.

### **Additional Compensation**

Mr. Vyas does not receive additional compensation other than his regular salary and bonus.

### **Supervision**

Mr. Alexander H. Hall, Senior Vice President and Director of Fixed Income, is responsible for the supervision of Mr. Vyas, including monitoring the advice provided to clients. Mr. Hall can be reached at 1-310-477-6543.

# William F. Klepper, CFP

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## Education and Business Experience

Born in 1958, Mr. Klepper obtained a BA in Economics from California State University, Northridge in 1986 and an MBA in 1989 from Pepperdine University.

Mr. Klepper joined RNC Genter in 2008 as Vice President with over 25 years in the financial services industry. He was promoted to First Vice President, Regional Director in 2011 and to Senior Vice President, Regional Director in 2020.

Previously, he held positions in Union Bank of California, Wilshire Associates, Imperial Trust Company and Wm Mason & Company. Mr. Klepper is a Certified Financial Planner and serves as a Senior Faculty Adjunct Instructor at the California Lutheran University School of Business .

## Certified Financial Planner (CFP)

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;
- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one’s ability to correctly diagnose financial planning issues and apply one’s knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board’s *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board’s enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

### Disciplinary Information

Mr. Klepper is not subject to any legal or disciplinary actions.

### Other Business Activities

Mr. Klepper is not involved in other industry business activities.

### Additional Compensation

Mr. Klepper does not receive additional compensation other than commissions on new business and renewals.

### Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Mr. Klepper, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# Catherine L. Marshall

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## Education and Business Experience

Born in 1955, Ms. Marshall received her AA from Chaffey College in Rancho Cucamonga, California.

Ms. Marshall joined RNC Genter in 2011 as a First Vice President with extensive experience in the commercial finance industry and money management industry.

Prior to joining RNC Genter, she was Vice President at PFF Bank & Trust. She later joined Glencrest Investment Advisors as Managing Director before joining Gould Asset Management.

## Disciplinary Information

Ms. Marshall is not subject to any legal or disciplinary actions.

## Other Business Activities

Ms. Marshall is not involved in other industry business activities.

## Additional Compensation

Ms. Marshall does not receive additional compensation other than draws plus commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and director of the Private Client Division, is responsible for the supervision of Ms. Marshall, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# David O. Osborn

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## Education and Business Experience

Born in 1955, Mr. Osborn obtained a BA in Finance in 1982 from California State University, Fullerton.

Mr. Osborn joined RNC Genter in 2005 and currently serves as Vice President, Marketing.

Prior to 2005, Mr. Osborne started as Vice President and Branch Manager and later became a Senior Financial Consultant at the Long Beach office of Charles Schwab & Co.

## Disciplinary Information

Mr. Osborn is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Osborn is not involved in other industry business activities.

## Additional Compensation

Mr. Osborn does not receive additional compensation other than draws plus commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Mr. Osborn, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.



# C. Andrew Robb

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## Education and Business Experience

Born in 1974, Mr. Robb attended the University of Central Florida and has a biology degree from Indian River State College.

Mr. Robb joined RNC Genter in 2003 as Vice President, Private Client Division. He was promoted to First Vice President, Regional Director in 2011.

Prior to 2003, during his senior year at University of Central Florida, Mr. Robb worked as a college agent at Northwestern Mutual Life. He then moved to Charles Schwab & Company and performed a variety of roles ranging from portfolio advice, training, trading supervisor and was then promoted to Branch Manager of the Manhattan Beach office. He is also a veteran of the US Army's 101<sup>st</sup> Airborne Division.

## Disciplinary Information

Mr. Robb is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Robb is not involved in other industry business activities.

## Additional Compensation

Mr. Robb does not receive additional compensation other than commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Mr. Robb, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# Ellen F. Strauss

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## Education and Business Experience

Born in 1952, Ms. Strauss obtained a BA in Business in 1974 from Pitzer College, a certificate from the Institute of European Studies in 1973 and a M.Ed. from the University of Vermont in 1978.

Ms. Strauss joined RNC Genter in 2000 and currently serves as Vice President, Private Client Division.

Prior to 2000 Ms. Strauss worked for Citibank, N.A. specializing in international private banking and investments. In the early '70s, she earned a certificate from the Institute of European Studies in Geneva, Switzerland.

## Disciplinary Information

Ms. Strauss is not subject to any legal or disciplinary actions.

## Other Business Activities

Ms. Strauss is not involved in other industry business activities.

## Additional Compensation

Ms. Strauss does not receive additional compensation other than commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Ms. Strauss, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# Brandon Thuott

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## Education and Business Experience

Born in 1981, Mr. Thuott obtained a BS in Finance in 2003 from the University of Idaho.

Mr. Thuott joined RNC Genter in 2010 as a Marketing Associate in the Private Client Division. In 2014, he was promoted to Associate Vice President.

Prior to 2010, Mr. Thuott worked at AAA Insurance in retirement and insurance planning. Later, he worked at TD Ameritrade as an Investment Consultant in the Bellevue, WA branch.

## Disciplinary Information

Mr. Thuott is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Thuott is not involved in other industry business activities.

## Additional Compensation

Mr. Thuott does not receive additional compensation other than his salary, bonus and commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Mr. Thuott, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# Alexander Tran

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## Education and Business Experience

Born in 1990, Mr. Tran obtained a BA in Business Administration in 2012 from Pepperdine University.

Mr. Tran joined RNC Genter in 2015 as a Client Service Associate in the Private Client Division. In 2017, he was promoted to Associate Vice President.

Prior to 2015, Mr. Tran worked at Eagle Strategies/MainStay Investments where he worked with clients to assist them in understanding all aspects of their long term objectives and presented customized portfolios that best fit their needs.

## Disciplinary Information

Mr. Tran is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Tran is not involved in other industry business activities.

## Additional Compensation

Mr. Tran does not receive additional compensation other than his salary, bonus and commissions on new business and renewals.

## Supervision

Mr. Timothy J. Demshki, Senior Vice President and Director of the Private Client Division, is responsible for the supervision of Mr. Tran, including monitoring the advice provided to clients. Mr. Demshki can be reached at 1-310-477-6543.

# Robert J. Hunt, Jr., CIMA, CIMC

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## Education and Business Experience

Born in 1962, Mr. Hunt has dual degrees in Accounting and Business Administration from Benedictine College in Kansas.

Mr. Hunt joined RNC Genter in 2012 as Vice President/Regional Director, Northern Region. In 2019, he took on a new role as Vice President/Director National Coverage for Primerica for the Institutional Division.

Prior to joining RNC Genter, Mr. Hunt was a Vice President at Upromise. Prior to that, he was Senior Vice President at Phoenix Investment Partners and Vice President at Kayne Anderson Rudnick.

## Certified Investment Management Analyst (CIMA)

Mr. Hunt received his CIMA certification in 2001. The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history. The designation is administered through Investment Management Consultants Association (IMCA).

To obtain CIMA certification, an individual must satisfactorily fulfill the following:

Pass an online Qualification Examination;

Successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school;

Pass an online Certification Examination; and

Have an acceptable regulatory history as evidenced by FINRA Form U-4 or other regulatory requirements.

CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

## Certified Investment Management Consultant (CIMC)

Mr. Hunt received his CIMC certification in 2001. In 2002 the organizations granting CIMA and CIMC designations merged. As of December 2003, new CIMC certifications are no longer granted. Existing CIMC certifications are maintained exactly the same way as CIMA certifications.

## Disciplinary Information

Mr. Hunt is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Hunt is not involved in other industry business activities.

## Additional Compensation

Mr. Hunt does not receive additional compensation other than draws plus commissions on new business and renewals.

## Supervision

Mr. Brian L. Elliott, Senior Vice President, Director of Institutional Division is responsible for the supervision of Mr. Hunt, including monitoring the advice provided to clients. Mr. Elliott can be reached at 1-310-477-6543.

# Christian E. Kraus

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## Education and Business Experience

Born in 1974, Mr. Kraus received a BA in Finance from Lehigh University, College of Business and Economics in 1996.

Mr. Kraus joined RNC Genter in 2014 and currently serves as Vice President, Director of Consultant Relations in the Institutional Division. In 2017 besides his role as Director of Consultant Relations, he took over the role of Regional Director, Southern Region.

Prior to joining RNC Genter, he worked at BNY ConvergeEx as a Senior Account Manager and subsequently as Senior Vice President Institutional Sales.

## Disciplinary Information

Mr. Kraus is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Kraus is not involved in other industry business activities.

## Additional Compensation

Mr. Kraus does not receive additional compensation other than his regular salary.

## Supervision

Mr. Brian L. Elliott, Senior Vice President, Director of Institutional Division is responsible for the supervision of Mr. Kraus, including monitoring the advice provided to clients. Mr. Elliott can be reached at 1-310-477-6543.

# Cameron W. Lavey

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## Education and Business Experience

Born in 1973, Mr. Lavey received a BS in Mathematics/Applied Science from the University of California at Los Angeles. He obtained an MBA in 2003 from the Marshall School of Business, University of Southern California.

Mr. Lavey joined RNC Genter in 2010 as Vice President, Product Manager in the Institutional Division. He was promoted to First Vice President in 2021.

Prior to joining RNC Genter, he worked as an equity research analyst for Standard and Poor's and as a Senior Investment Analyst with ING. He also spent six years in business development roles in the enterprise software industry prior to attending business school.

## Disciplinary Information

Mr. Lavey is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Lavey is not involved in other industry business activities.

## Additional Compensation

Mr. Lavey does not receive additional compensation other than his regular salary and bonus.

## Supervision

Mr. Brian L. Elliott, Senior Vice President, Director of Institutional Division is responsible for the supervision of Mr. Lavey, including monitoring the advice provided to clients. Mr. Elliott can be reached at 1-310-477-6543.



# Peter P. Walker, CIMA, AIF, CAIA

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## Education and Business Experience

Born in 1973, Mr. Walker received a BA in Political Science-Minor Environmental Studies from the University of Vermont.

Mr. Walker joined RNC Genter in 2019 as Senior Vice President, Director of Northern Region in the Institutional Division.

Prior to joining RNC Genter, he spent over 14 years at AMG Funds. He also previously worked at Alliance Capital and Phoenix Investment Partners.

## Certified Investment Management Analyst (CIMA)

Mr. Walker received his CIMA certification in 2003. The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history. The designation is administered through Investment Management Consultants Association (IMCA).

To obtain CIMA certification, an individual must satisfactorily fulfill the following:

Pass an online Qualification Examination; Successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school; Pass an online Certification Examination; and

Have an acceptable regulatory history as evidenced by FINRA Form U-4 or other regulatory requirements.

CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

## Accredited Investment Fiduciary (AIF)

Mr. Walker received his AIF designation in 2006. The designation is a special financial designation that has been awarded by fiduciary company Fi360 since 2003. Fi360 grants the title to investment professionals who receive its course training in concepts and practices related to financial affairs.

## Chartered Alternative Investment Analyst (CAIA)

Mr. Walker received his CAIA designation in 2011. This professional designation granted by the Chartered Alternative Investment Analyst Association to candidates who have completed Level I and Level II examinations. The Association has established the designation of CAIA to certify that holders have met the association's educational standards for specialists in the area of alternative investments.

The alternative investments that a Chartered Alternative Investment Analyst is trained to assess include hedge funds, venture capital, private equity, derivatives, and real estate investments.

### **Disciplinary Information**

Mr. Walker is not subject to any legal or disciplinary actions.

### **Other Business Activities**

Mr. Walker is not involved in other industry business activities.

### **Additional Compensation**

Mr. Walker does not receive additional compensation other than draws plus commissions on new business and renewals.

### **Supervision**

Mr. Brian L. Elliott, Senior Vice President, Director of Institutional Division is responsible for the supervision of Mr. Walker, including monitoring the advice provided to clients. Mr. Elliott can be reached at 1-310-477-6543.

# Jacob Wood, CIMA

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## Education and Business Experience

Born in 1974, Mr. Wood received a BA in 1996 from Southern Methodist University.

Mr. Wood joined RNC Genter in 2020 as Vice President, Director of Western Region in the Institutional Division.

Prior to joining RNC Genter, he spent over 3 years with Wilshire Associates as a senior associate marketing to a 25-state territory. He also previously worked for 2 years at Cetera Financial Group as a top consultant. Most notably, he spent 13 years with Smith Barney and then Morgan Stanley.

## Certified Investment Management Analyst (CIMA)

Mr. Wood received his CIMA certification in 2004. The CIMA certification signifies that an individual has met initial and on-going experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. Prerequisites for the CIMA certification are three years of financial services experience and an acceptable regulatory history. The designation is administered through Investment Management Consultants Association (IMCA).

To obtain CIMA certification, an individual must satisfactorily fulfill the following:

Pass an online Qualification Examination;

Successfully complete a one-week classroom education program provided by a Registered Education Provider at an AACSB accredited university business school;

Pass an online Certification Examination; and have an acceptable regulatory history as evidenced by FINRA Form U-4 or other regulatory requirements.

CIMA designees are required to adhere to IMCA's Code of Professional Responsibility, Standards of Practice, and Rules and Guidelines for use of the Marks. CIMA designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

## Disciplinary Information

Mr. Wood is not subject to any legal or disciplinary actions.

## Other Business Activities

Mr. Wood is not involved in other industry business activities.

## Additional Compensation

Mr. Wood does not receive additional compensation other than draws plus commissions on new business and renewals.

## Supervision

Mr. Brian L. Elliott, Senior Vice President, Director of Institutional Division is responsible for the supervision of Mr. Wood, including monitoring the advice provided to clients. Mr. Elliott can be reached at 1-310-477-6543.