THANK YOU TO OUR SPONSORS!

CHARTER Capital Partners

BDO

Warner Norcross + Judd

OXFORD FINANCIAL GROUP, LTD™

AGENDA

8:30AM	Registration and networking
9:00 AM	Welcoming remarks, John Kerschen, Managing Partner and President, Charter Capital Partners
9:05AM	J. Alan Lenahan, Chief Investment Officer and the Head of Investments at Fund Evaluation Group *Private Capital: How To Capture the Illiquidity Premium*
9:25 AM	Q&A
9:35 AM	Todd Buys, Managing Director at Cambridge Associates in Boston *Illiquidity Premium FOMO: Can I Really Achieve Premium Returns and Where?*
9:55 AM	Q&A
10:05 AM	Robert P. Hinnant, Managing Director at the Merrill Lynch Alternative Investments Group *I'll Gladly Pay You Tuesday, for a Hamburger Today*
10:25 AM	Q&A
10:35 AM	Break
11:00 AM	Ben Dillon, Managing Director, Client Solutions Americas, Partners Group *What is driving private equity returns?*
11:20 AM	Q&A
11:30 AM	Speakers Panel Session: *Perspectives on the illiquidity premium existence!*

FEFO

Foundations Endowments Family Offices

2018 Fall Seminar

Everything you need to know about illiquidity premiums, but you haven't asked!

Friday, November 16^{th}, 2018
8:30 AM – 12:00 PM

Charles W. Loosemore Forum
Seidman College of Business
Grand Valley State University
50 Front Ave SW, Grand Rapids, MI 49504

SEIDMAN | GRAND VALLEY STATE UNIVERSITY

About FEFO

The Foundations Endowments and Family Offices (FEFO) is a collaboration between the Grand Valley State University, the Brooks Capital Management, The Council of Michigan Foundations, and the FEFO Steering committee members. FEFO supports family offices and foundation endowments in West Michigan by bringing together investment managers and advisors to share best practices on investing, learn about the unique challenges of managing family wealth, plan for optimal family legacy for future generations, and help develop asset management talent in the region.

FEFO Steering Committee

Carrie Boer	Peter C. & Emajean Cook Foundation
Lori Bush	The Community Foundation of the Holland Zeeland Area
Steve Butler	One Quest Capital
Brian W. Dykstra	Oxford Financial Group, Ltd.
Patrick Gaughan	Brooks Capital Management
Ana Gonzalez	Grand Valley State University
Sara Hendrix	BDO
John Kerschen	Charter Capital Partners
David Lindberg	Council of Michigan Foundations
Joerg Picard	GVSU, Finance Department
Jennifer Remondino	Warner Norcross + Judd LLP
Scott Spoelhof	Bayside Capital
Dan Van Timmeren	Kent Community Health Foundation
Kathleen Vogelsang	Van Andel Institute
Jim Wiersma	Family Investment and Resource Management LLC
Steve Zlotnicki	Spectrum Health

Speakers

John Kerschen, Managing Partner and President, Charter Capital Partners (Emcee)

John Kerschen has more than 25 years of financial experience in commercial banking, merger and acquisition advisory, and private capital investment. Since joining Charter in 1996, he has been responsible for more than 100 acquisition transactions with aggregate value of more than $1 billion. These transactions include diverse industries, such as manufacturing of metal parts, plastics, electronics, and medical devices, as well as construction services, energy services, business services, and various distribution industries. John's significant banking and financial background combined with his strong transaction management skills have been instrumental to Charter's success over the years.

J. Alan Lenahan, Chief Investment Officer and the Head of Investments at Fund Evaluation Group,

Alan Lenahan is currently the Chief Investment Officer and the Head of Investments at Fund Evaluation Group in Cincinnati, Ohio. He has been an investment professional since 1997. Institutional Investor News named Alan as one of the 20 Rising Stars of Hedge Funds in 2007. Alan obtained his Bachelor of Science in Business Administration from Xavier University, Cincinnati, Ohio, in 1997.

Todd Buys, CFA Managing Director and a member of the Private Client Practice, Cambridge Associates

Todd is a Managing Director and a member of the Private Client Practice at Cambridge Associates. Based out of the Boston office, he advises a number of U.S.-based foundation, university, and private clients on investment issues such as asset allocation strategy, manager selection, and investment program evaluation. His clients' portfolios range in size from $100 million to over $1 billion. Prior to joining Cambridge Associates in 2008, Todd worked in finance and accounting for Stryker Corporation, where he was responsible for portfolio management in their vendor leasing program. He also worked as a Summer Associate in investment banking at Robert W. Baird & Co. While he was in business school, Todd assisted Will McLean, CIO of Northwestern University's endowment, with an undergraduate class on endowment management and investments.

Speakers

Robert P. Hinnant, CIMA, Managing Director at the Merrill Lynch Alternative Investments Group

Robert Hinnant is currently Managing Director at the Merrill Lynch Alternative Investments Group. He joined the Merrill Lynch Alternative Investments Group in March 2010 and has over 30 years of experience in the financial services industry. Prior to joining Merrill Lynch, he was the National Sales Manager at Old Mutual, a member of the executive management team and responsible for leading their U.S. retail sales division. Hinnant has focused his marketing and sales efforts in the institutional and separate account arenas representing Dreyfus, Ashland Management, JP Morgan and MFS Investments. During his tenure at these firms he has consistently been a top producer covering all equity, fixed income and alternative products in addition to creating and developing new products, training colleagues and designing and improving marketing and sales materials. A native Texan, Robert graduated from Trinity University with a BS in Finance where he was a member of the baseball team. He is an active member of the CFA Institute, the Investment Analyst Society of Detroit, the Investment Management Consultants Association, the Detroit Economic Club and other various industry organizations. Robert, his wife Katie, and their three daughters Annie, Caroline and Georgia reside in Franklin, Michigan.

Ben Dillon, Managing Director, Client Solutions Americas, Partners Group

Ben Dillon is Managing Director in the Client Solutions Americas business unit, based in New York. Ben is responsible for managing relationships with institutional investors in the United States and Canada, as well as transaction work related to sourcing and organizing co-investments with the firm's investors. He has been with Partners Group since 2006 and was previously on the private equity investment team. In total Ben has 15 years of industry experience in private investments. Prior to joining Partners Group, he worked for a small cap private equity firm in Chicago called Doerge Capital. He holds an BS in Business Administration from Babson College and a MBA from the University of Chicago Booth School of Business.