



A Message from Algonquin's Founder

A Year of Awards, Accomplishments, and Additions....

Dear Friends of Algonquin,

I write you at a time of reflection, humble achievement, and excitement for what is to come. Fresh off last year's 20th Anniversary celebration with many of you in attendance, I am even more inspired to continue the great work my colleagues and I provide for our friends and clients.

When founding Algonquin, I hoped to offer select individuals and families a sophisticated high-touch approach to their investment needs. I hoped to be a valuable resource and deliver a service that likely had not existed in prior form. I hoped to be a team-organizer and a door-opener, all while ensuring that the client experience was an exceptional one, with an experienced and collegial staff and decision-makers that are always accessible. I hoped to create a professional, fun and creative environment in an effort to deliver outstanding investment results and service to our clients.

I am proud to report that the past 12 months have truly been a year of awards, accomplishments, and additions, and I am confident that Algonquin is poised for continued success and growth well into the future.

AWARDS

For the 6th consecutive year, we were selected for the Private Asset Management Awards*, attaining shortlist status yet again, specifically in the categories of "Best Private Wealth Manager-Client Service (under \$5 Billion)" and "Best Private Wealth Manager (under \$5 Billion)". It is an honor to be recognized at an event that included firms such as Citi Private Bank, Forbes Family Trust and Northern Trust, to mention a few.

ACCOMPLISHMENTS

Earlier this year we launched the "Algonquin Academy", a full-day event designed for college-aged students to provide them with insights into the world of wealth management, either as a career choice or as a consumer. One attendee noted that the relaxed and open environment allowed participants, "to clarify our future career paths and our overall questions about wealth management." We have already begun preparations for the 2nd Annual Algonquin Academy, to be held in New York City the week of January 6th, 2020. Please let us know if you know of a college student who might like to join us. We expect this event to be a hot ticket!

In addition to the Algonquin Academy, we were pleased to partner with New York City's Hot Bread Kitchen (<https://hotbreadkitchen.org/>) in support of its "Hot Bread Bakers in Training Program". The Algonquin team worked with a group of inspiring entrepreneurial women who were about to embark on a professional career in baking. The participants came from a variety of backgrounds including the US Navy,

and countries including Iran, India, Bangladesh, the Dominican Republic and Mexico. My colleagues and I appreciated the small but important role we played in helping to prepare these dynamic, hard-working women as they embarked on new careers.

In addition, we continued our annual support of the TGR Foundation (<https://tgrfoundation.org/>), which empowers students to pursue their passions through education. Since its humble beginnings in 1996, TGR has served more than 165,000 students, and 98.7% of its scholarship students have graduated from college.

Algonquin's mission is to deliver a superior investment experience to our clients, provide rewarding career opportunities for our team, and contribute meaningfully to our community. We are proud that every day we successfully pursue these three pillars of achievement. We will not rest on our laurels, but seek to always improve upon the foundation we have built.

ADDITIONS

We are reinvesting in the future of the firm, having recently hired Matthew J. Canner as our new President. Matt has 25 years of wealth management, investment and trust planning experience. He leads our marketing, branding and business development efforts. In addition, Matt enhances the overall client experience by serving as an extra "pair of eyes and ears" as it relates to his vast financial planning and trust consultancy background.

We recently announced the well-deserved promotion of Laura Sousa Farrelly to Managing Director. Laura, who has been with Algonquin since 2010, leads our due diligence efforts for new investments in our Private Markets Investment Program, as well as leading many of our research calls on existing investments. Laura and I co-author our quarterly *Global Macroeconomic and Asset Class Review*, and we sit on the Investment Committee together with Matt and our CEO John Hyman.

Our bi-weekly Investment Committee meeting is just one important part of our sophisticated investment process. We employ a proprietary and systematic "deep dive" due diligence research process with a set of well-constructed capital markets assumptions. In addition, we have a proactive approach to client investment policy statements as evidenced by the recent addition of the "Specialty Asset" class within each client's personalized policy. Our sophisticated investment process is designed to manage risk for you and your investments. This is consistent with the way we have always run our business: as **fiduciaries**, focused solely on your needs.

As the summer unfolds, I encourage you to find your canoe, your hiking path, your beach, or a good book and enjoy time with family and friends. We've got your capital covered.

Best regards,



George T. Hubbard

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