



Quarterly Interest

**ALESCO
ADVISORS**

Sansone joins Alesco's Rochester team



The Alesco team is pleased to welcome Justin Sansone, who joined the firm as a principal in January 2018. Justin will concentrate his efforts on new business development, particularly in the corporate retirement plan and high net worth family spaces.

Prior to joining Alesco, Justin built and managed a startup service organization at EFPR Group, LLP called EFPR Solutions, LLC. During his four-year tenure at the helm of EFPR Solutions, Justin directed operations for the outsourced accounting service line, and newly created staffing and placement initiatives. He managed C-level placement services, contract arrangements, and recruited and maintained a senior-level talent pipeline. In addition to his practice oversight responsibilities, Justin managed all business development and marketing activities for the startup organization, fostering significant organic revenue growth.

Justin began his career in public and corporate tax accounting with Deloitte Tax and Eastman Kodak. While at Deloitte, he supported international tax compliance, facilitating the data collection process for more than 80 foreign subsidiaries. At Kodak, he assisted the international tax compliance process for the company's expansive list of foreign subsidiaries and provided tax research expertise for various international transactions.

Justin has a bachelor's degree in economics and political sciences from the University of Rochester and an MBA with concentrations in public accounting, corporate accounting and finance from the Simon Business School at the University of Rochester. He is a Certified Public Accountant.

An active volunteer, Justin is a member of the board of Flower City Habitat, serves as a Little League coach, and is a member of the finance committee of Oak Hill Country Club. He resides in Pittsford, New York with his family.



Alesco surpasses \$4 billion in assets under advisement

Since our inception, Alesco has experienced a steady growth in the number of employees and clients. I am very pleased to inform you that Alesco has added our 24th employee and surpassed the \$4 billion mark in assets under advisement – a tremendous milestone for our firm. Rest assured, we know these accomplishments are entirely due to your faith in our abilities.

We are humbled and honored that you trust us with such an important component of your lives. Please know we remain committed to providing the highest commitment to service, integrity and value that you've all come to expect from us.

On behalf of all of us at Alesco Advisors, we hope your 2018 is off to a great start. We look forward to our continued partnership with you.

Jim Gould
Founder and President

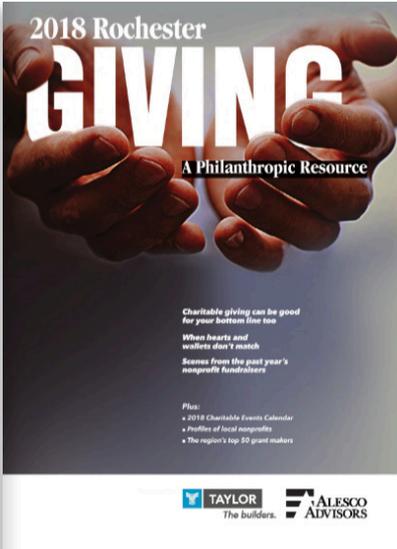
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Alesco Proud to Sponsor Philanthropy Resource

Alesco was pleased to be a sponsor of this year's Rochester Giving Philanthropy Resource, honoring our region's nonprofit organizations. The special supplement appeared in the Rochester Business Journal in January.

View the useful resource [here](#).

It includes:

- 2018 Charitable Events Calendar
- Profiles of local nonprofits
- A list of the region's Top 50 grant makers

Every day, the efforts of nonprofit organizations make our communities better places to live, work and play. We thank them for making our world more vibrant.

Alesco is proud to provide independent investment advice to over 100 public and private nonprofits across Upstate New York and beyond.

**We're
invested
in you.**

Alesco Advisors is pleased to be a sponsor of this year's Rochester Giving: A Philanthropic Resource. It is especially appropriate to highlight our region's not-for-profit organizations, for every day your efforts make our communities better places to live, work and play. Thank you for making our world more vibrant.

Alesco provides independent investment advice to endowments and foundations, corporate retirement plans and high net worth families across our region and beyond. Since our founding nearly two decades ago, we have consistently managed portfolios that focus on diversification, cost control and the optimization of the risk/return tradeoff. Today we advise on over \$3.8 billion in assets — including many of our region's vital charitable organizations.

Alesco offers a great value proposition: true independence, a disciplined investment methodology and outstanding service at an attractive price. To learn more about Alesco Advisors, a Rochester-based independent, SEC registered investment advisor, please call us at 586-0970 or visit AlescoAdvisors.com.

**ALESCO
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Service. Integrity. Value.
An SEC-registered Investment Advisor

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