



# 2022 ANNUAL REPORT

You come first. All the time. Every time.™

<b>27</b>	<b>898</b>
<b>YEARS</b>	<b>CLIENTS SERVED</b>
<b>2.0+</b>	<b>41</b>
<b>BILLION ASSETS UNDER MGMT</b>	<b>STATES SERVED</b>

SJS celebrated its 27th year in 2022.

**SJS**



Each new year often brings a sense of real excitement – a time to look back, take stock of last year, and then focus on the year ahead.

The beginning of the year is a time for many to update plans, resolve to accomplish them, and to do better. This is our approach at SJS, as we turn the page on a busy 2022, and resolve to make 2023 the best year yet!

Turning to the markets, unexpected inflation, interest rate levels not experienced in decades, mid-term elections, and geopolitical uncertainty culminated in making 2022 the most difficult year for markets since the Great Recession of 2008.

For now, it is time to proactively update plans, to adjust portfolios to efficiently capture market returns, and to be ready to adjust to the unexpected. Additionally, our Investment Committee continues to evolve our thinking, believing that alternative investments may play an increasingly important role in the future of MarketPlus Investing®. We remain ever mindful of finding the right risk and return balance customized for you!

Your leadership team at SJS has peace of mind in this challenging environment knowing that our growing team of SJS colleagues has the aptitude and attitude to handle what 2023 brings and is always available to help you anytime you need.

Your trust and confidence in us are never taken lightly, or for granted. We will work to earn your trust each day throughout the new year!

**Gratefully and with our best wishes for 2023,**

Scott Savage  
Founder & CEO

Kevin Kelly, CFA  
President & Chief Compliance Officer

\*Statistics as of December 31, 2022

# Purpose, Mission, & Core Values of SJS

At the beginning of 2022, the SJS Team engaged in a strategic planning session to prepare us to build a 100-year firm while still maintaining our you come first, all the time, every time service. The entire exercise has proven fruitful for SJS.

One major takeaway was to further develop a clear understanding of our purpose, mission, and core values. As SJS evolves over time, we will base all of our decisions on our purpose, mission, and core values.

## PURPOSE

Empowering You to Build a Better Life

## MISSION

We provide major money center management experience while maintaining small town values and putting you first, all the time, every time.

## CORE VALUES

### ACCOUNTABILITY

We take ownership for high levels of personal and organizational performance.

### CLIENT-CENTRIC

We care deeply about our clients and put them at the center of all we do.

### COLLABORATIVE

We win as One SJS.

### PROACTIVE

We are forward-thinking, innovative, and adaptive.

### GIVING

We give back to enrich the lives of others and our communities.

### INTEGRITY

We hold ourselves to the highest standards to build your trust.

### SERVANT LEADERSHIP

We lead our clients and each other by being of service, with confidence and humility.



## MarketPlus+ INVESTING®

MarketPlusInvesting® is our proprietary process of designing and implementing investment portfolios to help you achieve your financial goals.

One of the aspects of investment markets that fascinates us is that investment markets are always changing. For example, in recent years, alternative investments that were previously accessible only to the largest foundations, pension plans, and sovereign wealth funds are becoming increasingly accessible to individual investors and organizations.

As a result, SJS has developed relationships with what we believe are high-quality alternative investment managers, with the goal of providing alternative investments with low correlations to stocks and bonds. For example, throughout 2022, we have added the following investments to applicable client portfolios:

- + Diversified alternatives mutual fund which seeks systematic cash flows from investing in reinsurance, market risk transfer, style premia, bitcoin options, single-family rental home debt, and alternative lending to individuals and small businesses.
- + Private lending interval fund which provides access to middle-market private business debt.
- + Private equity co-investment fund that invests in global companies which are not publicly traded.

Additionally, with the stock and bond market volatility throughout 2022, we have been rebalancing and tax loss harvesting for applicable clients, and updating our asset location priority (placing specific investments in tax-advantaged accounts) as market dynamics have changed.

As markets continue to evolve over time, we will continue to update your portfolio with investments that we believe will be “pluses” to the market and add more diversification, with the goal of higher risk-adjusted expected returns over time.



# The SJS Team

For the SJS Team, 2022 was a bittersweet year. Three individuals moved on from SJS this past year:

## BEV LANGLEY

After over 16 years as Chief Compliance Officer at SJS, Bev retired at the end of 2022. We are most grateful to Bev for leading SJS in developing a strong compliance program that enables us to meet regulatory standards in our everyday business practices.

## CRAIG HUNTINGTON

After more than a decade of serving financial institutions as Senior Vice President, and with SJS refocusing on core lines of service, Craig and his clients transitioned to a new firm. We thank Craig for all of his work at SJS, and we wish him much success going forward.

## MICHAEL SAVAGE

After joining SJS as Associate Advisor in 2020 in his first job post-college, Michael has moved on from SJS. We appreciate Michael for all of his work at SJS, and we wish him all the best throughout his career.

As we look to the future, we welcomed three new members to the SJS Team:

## AUSTIN GRIZZELL

With more than 9 years of industry experience, Austin joined our Scottsdale office in April 2022 as Associate Advisor, working alongside Senior Advisor Jennifer Smiljanich, CFP® to serve our clients.

## RYAN WALTER

With more than 7 years of industry experience, Ryan joined our Sylvania office in August 2022 as Client Service Associate, serving our clients through trading, reporting, account management, and communicating with clients and other professionals.

## RACHEL KEESEY

With more than 7 years of industry experience, Rachel joined our Sylvania office in January 2023 as Advisor, working closely with multi-generational families and individuals.

The average tenure of SJS Team Members is 10 years. We want SJS to be the company that our Team Members work for until they retire. We love our Team, and we hope it shows in our service to you, our clients. To read more about SJS Team Members, you can review individual bios on our website: [sjsinvest.com/about#team](https://sjsinvest.com/about#team)



**Scott J. Savage**  
Founder and CEO



**Kevin Kelly, CFA**  
President, Chief Compliance Officer



**Jennifer Smiljanich, CFP®**  
Senior Advisor, Managing Director - Arizona



**Jeff Yost**  
Managing Director



**Meredith Sleet**  
Executive Assistant



**Kirk Ludwig, CFIP, AIF®**  
Senior Advisor, Director of Institutional Investment Management



**Gary Geiger, CLU®, AIF®**  
Senior Advisor



**Andrew Schaeetzke, CFP®**  
Senior Advisor



**Tom Kelly, CFA**  
Chief Investment Officer, Senior Advisor



**Rachel Keesey, AWMA®**  
Advisor



**Lisa Denstorff**  
Manager of Client Services



**Katie Floyd**  
Associate Advisor



**Austin Grizzell, CFP®**  
Associate Advisor



**Bobby Adusumilli, CFA**  
Investment/Compliance Associate



**Katie Cristofoli**  
Client Service Associate



**Ryan Walter**  
Client Service Associate



**Tiffany Wilson**  
Manager of Human Resources

# Who We Serve

With offices in Sylvania, Ohio; Scottsdale, Arizona; and Chicago, Illinois, SJS Investment Services has been advising people, families, organizations, and communities; managing their assets; and in general, being there for them since 1995.

SJS serves:

**INDIVIDUALS & FAMILIES**

**BUSINESS OWNERS**

**NON-PROFITS, ENDOWMENTS, & FOUNDATIONS**

**RETIREMENT PLANS**

**PUBLIC FUNDS**



# SJS Multi-Family Office Services

While SJS provides investment services to clients, we also aim to go beyond and provide additional services to address your financial needs.

To support our client service needs, we are improving our internal structures so that each client has access to a dedicated Team of people at SJS. Additionally, we want to encourage clients that they can rely on us for the following services.



**FINANCIAL PLANNING**  
Business transitions  
Retirement planning



**INVESTMENT MANAGEMENT**  
Asset allocation  
Investment monitoring and rebalancing



**LEGACY PLANNING**  
Gifting strategies  
Philanthropy guidance  
Donor-advised funds



**FAMILY ENGAGEMENT**  
Spouse involvement  
Multigenerational planning  
Children education and engagement



**TRUST AND ESTATE COORDINATION**  
Asset protection  
Estate planning with third parties



**ACCOUNTING, REPORTING, AND TAX PLANNING**  
Tax considerations  
Report consolidation  
Asset location in collaboration with your tax advisor



**INSURANCE AND RISK MANAGEMENT**  
Coverage considerations  
Risk evaluation and improvement



**YOUR UNIQUE NEEDS**  
**What matters to you matters to us**

# SJS Community Involvement

We believe that when good people come together, positive change is created, and we are proud to play our parts in that change.

Our commitment of putting others first extends beyond our dedication to our clients. Our team members, individually and collectively, strive to put our communities first. We volunteer, donate, and advocate to improve our neighborhoods, our cities, and our own selves. In 2022, SJS shared some of the incredible work being done by local organizations in our monthly newsletter, blog posts, LinkedIn posts, and Facebook posts. We are proud of the following work.

**OVER \$150,000**  
DONATED BY SJS TO OVER  
**5** CHARITABLE ORGANIZATIONS



SJS TEAM SERVES ON OVER  
**20 BOARDS & COMMITTEES**

INTRODUCED AN EMPLOYEE-DIRECTED  
**DONATION PROGRAM**  
FOR EVERY SJS TEAM MEMBER

**6** HIGH SCHOOL STUDENTS  
WERE HOSTED TO LEARN MORE ABOUT  
**FINANCIAL LITERACY**



AND WE DEVELOPED A FINANCIAL LITERACY PROGRAM TO SHARE WITH FUTURE SHADOWS AND INTERNS

HELPED ORGANIZE EDUCATION AND FUNDRAISING EVENTS FOR  
**LOCAL CHARITABLE ORGANIZATIONS**





You come first.  
All the time. Every time.™

SJS Investment Services | [sjsinvest.com](http://sjsinvest.com) | 419.885.2626

There is no guarantee investment strategies will be successful. Past performance is no guarantee of future results. Diversification neither assures a profit nor guarantees against a loss in a declining market.

Statements contained in this report that are not statements of historical fact are intended to be and are forward looking statements. Forward looking statements include expressed expectations of future events and the assumptions on which the expressed expectations are based. All forward looking statements are inherently uncertain as they are based on various expectations and assumptions concerning future events and they are subject to numerous known and unknown risks and uncertainties which could cause actual events or results to differ materially from those projected.

MarketPlus Investing® models consist of institutional quality registered investment companies. Investment values will fluctuate, and shares, when redeemed, may be worth more or less than original cost. There are limitations inherent in model allocations. In particular, model performance may not reflect the impact that economic and market factors may have had on the advisor's decision making if the advisor were actually managing client money. Not to be construed as investment advice.

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