



**DUNHAM
TRUST COMPANY**

For you. For them. For generations to come.

Corporate Profile

Rev: 08/2020



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At A Glance

AUM: \$1.4B*

AUA: \$2.5B*

States chartered/licensed in: Nevada & Colorado

Number of accounts: 6,971

Average account size: \$2 million

Custodians supported: All

Number of relationships with advisors: 1,400+

Annual minimum fees: \$3,500

Accountability & Compliance

Regulation: DTC is regulated by the State of Nevada, Department of Business & Industry, Financial Institutions Division ("FID").

Insurance & Bonding: DTC (as part of its parent's corporate policies) carries a \$12 million Financial Institution Bond (Fidelity Bond) covering employee dishonesty, burglary, fraudulent transfers and other crime exposures. This insurance policy is with a US, A.M. Best and Standard & Poor's Rated "A+" insurance company.

Audit & Oversight: DTC is audited annually by an independent PCAOB-registered public accounting firm. DTC is also subject to an annual SSAE 18/SOC 1 internal controls audit, an annual surprise custody examination pursuant to the SEC custody rules and annual examination by the FID.

Additional Information

In-house experts: Attorneys with estate and trust planning experience, Certified Trust & Financial Advisor as well as external Regional Directors and Internal Regional Marketing Associates who provide Financial Advisors with business-development and sales support

Trust accounting system: Infovisa

Supports directed trusts: Yes

Supports delegated trusts: Yes

Typical time frame for acceptance of new trust:

10 to 14 days

Marketing support includes: Brochures, conference calls upon request, face-to-face meetings with advisors, clients, and prospects.

Contact



Email: asktrust@dunham.com



Phone: (775) 826-7900



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Firm Overview

Dunham Trust Company is a privately held trust company. It is licensed in the states of Nevada and Colorado and is regulated by the state of Nevada, Department of Business and Industry, Financial Institutions Division. Dunham Trust opened in 1999 with the core belief that cultivating highly personal service would make a positive difference in providing exceptional trust administration services. Whether we are working with a family running a business or assisting a wealth manager, building lasting relationships has been and continues to be our key to sustained success. Our senior trust officers interact directly with you so you can benefit from their extensive trust administration, operations and investment management expertise. We look forward to working together with you to build a legacy that lasts for generations.



Dunham Timeline

- 1999** Dunham Trust Company opens in Nevada
- 2007** Dunham Trust and Dunham pass \$1 billion Assets Under Administration ("AUA")/AUM
- 2009** Dunham Trust acquires Adagio Trust Company
- 2014** Dunham and Dunham Trust pass \$3 billion AUM/AUA
- 2015** Dunham Trust acquires Provident Trust Group's personal trust assets
- 2015** Dunham Trust acquires Cache Bank & Trust's trust assets
- 2019** Dunham Trust acquires Guardianship Services of Nevada, Inc.
- 2020** Dunham Trust acquires Professional Estate Administrators, LLC



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GSN Guardianship & Care Management

Guardianship Services of Nevada (“GSN”) coordinates quality care to those who are no longer able to care for themselves and/or their assets in accordance with legal requirements. In doing so, we keep in mind the importance of respecting a client’s community, history, culture, and wishes as much as possible.



Asset Protection

A Nevada trust has a short statute of limitations (two years) and the legislature is progressive and proactive in improving asset protection. There is superior protection against creditors, including former spouses, and you and your trusted financial advisor can retain control to direct investments.



Special Needs Trusts

This type of trust can benefit individuals with beneficiaries with physical, mental, or behavioral disabilities. It is administered by the trustee for the beneficiary and preserves the beneficiary’s qualification for public benefits. It also ensures property will be used to enhance a protected person’s quality of life.



Funeral & Pre-Need Trusts

This trust type can benefit funeral and cremation providers the most. It simplifies the bookkeeping process, it is highly regulated and requires an experienced touch.



Insurance Trusts (ILITs)

This type of trust can benefit individuals with a life insurance policy. It ensures proceeds from a life insurance policy are free from estate taxes and provides long-term trust support for beneficiaries, rather than a large lump sum gift.



Successor Trusteeship & Estate Settlement

Dunham Trust’s personalized service, experienced expertise, and independent approach is unique in the industry. Whatever service you select, we will work with you and your other representatives to properly implement and administer your trust.



Dynasty & Generational Plans

In this type of trust, assets can remain in a trust for up to 365 years. Assets are held without transferring direct ownership to beneficiaries. It can avoid estate taxes and provide protection from creditors for multiple generations.



Charitable Giving

Individuals who want to leave a legacy beyond their family beneficiaries may benefit from this type of trust. It can maximize tax planning while supporting a charitable intention and also operate as a remainder trust to a beneficiary.



Quality of Life Services

Any individual desiring to secure his or her well-being and simplify routine financial and life tasks can benefit from this service type. Dunham Trust acts as agent to coordinate all matters. This service adds security, comfort, and independence to maintain life choices.



Decanting Trusts

Individuals who are seeking the benefits of a Nevada trust can benefit the most from this service. It is a modernized trust structure that gives the ability to move a trust to Nevada for state-based benefits.



Registered Agent

Businesses benefit the most from this type of trust. Dunham Trust Company acts as the registered agency and the state of Nevada offers low government fees and more benefits.



Closely Held & Small Businesses

Anyone with interest in a closely-held business, such as a private company with one or multiple shareholders, or a family-run operation seeking better business succession planning for preservation or for sale can benefit the most from this type of trust. This trust provides estate tax savings and possible income tax savings through funding trusts with public interests.



Guardianship & Care Management

Services provided by Guardianship Services of Nevada, a Division of Dunham Trust Company.*

(775) 826-7900 | guardian@dunham.com

Who Can Benefit Most From This Service

Anyone in need of personal and professional management of their affairs due to incapacity or illness, either for themselves or a family member.

Service Type Highlights

- ✓ Legal guardianship of the person or estate
- ✓ Attorney-in-Fact (power of attorney) for health care and financial matters
- ✓ Guardian ad litem services in court proceedings
- ✓ Case management – implementing proper living environments for those in need
- ✓ Emergency / crisis management when guardianship is not yet attainable
- ✓ Consultation to attorneys and medical providers regarding their clients
- ✓ Assuring compliance with Nevada Revised Statutes
- ✓ Professional, transparent reporting to courts throughout Nevada
- ✓ 24-hour on-call case management services

How It Works

Guardianship Services of Nevada (“GSN”) coordinates quality care to those who are no longer able to care for themselves and/or their assets in accordance with legal requirements. In doing so, we keep in mind the importance of respecting a client’s community, history, culture, and wishes as much as possible. We make best efforts to honor family participation in their loved one’s life, and are experienced with co-guardianships with family members. Respect, safety and security are our guiding principles and we vow to make the transition to legal guardianship as dignified as possible.













Our guardians offer a combined forty years of experience in long-term guardianship and case management for those determined to be legally “protected persons.” To date, we have managed over 1,000 guardianship cases of the person and estate for the elderly, mentally ill, and adults with intellectual or physical disabilities.

**Guardianship Services of Nevada was formed as a division of Dunham Trust Company in 2019 following acquisition of the business interests and talented team of Guardianship Services of Nevada, Inc.*



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We established Dunham Trust in the state of Nevada because we want to offer the best trust experience possible to our clients. Nevada's numerous advantages can help you feel more confident about your legacy.

-  **Superior Asset Protection**
Nevada is the preferred state for Asset Protection Trusts that provide enhanced asset protection from creditor claims against you or from other family members taking from the trust.
-  **No Corporate Income Tax**
The trust won't have to pay corporate income tax or a franchise tax, and other taxes are relatively low.
-  **Longer Life, Greater Tax-Free Growth**
Nevada trusts can be effective for up to 365 years so you promote stability and growth free of estate taxes for generations.
-  **No Residency Required**
You can enjoy the benefits of Nevada laws and still live anywhere you choose; your trust only requires a Nevada trustee.
-  **Assets "Season" Quickly**
A two-year statute of limitations or "seasoning period" for powerful protection is the shortest in the United States.
-  **Change Can Be Good**
Nevada enjoys one of the most progressive decanting statutes in the nation.
-  **No Income Tax for Individuals**
For certain trust types, Nevada does not assess state income tax on the trust's undistributed accumulated income, making a Nevada trust "money ahead" of high income-tax states.
-  **No Estate or Gift Tax**
As a Nevada resident, the trust does not have to pay state estate tax, a significant cost savings at death.
-  **Outstanding Privacy Laws**
Nevada offers better privacy protection for trusts and the people they serve through superior creditor-protection, minimal public reporting requirements, court authority to seal records and corporate entity laws promoting confidentiality.
-  **Retain Investment Control**
Nevada's "directed trust" laws permit and protect your ability to influence investments and use financial advisors of your choosing.
-  **Broad Trustee Powers**
Trustees may not be compelled to make discretionary distributions.
-  **Cut the Red Tape**
Nevada is known for fast, easy, affordable business foundation and maintenance.



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Jeffrey A. Dunham, Founder, Chairman & CEO / jeffrey.dunham@dunham.com

Jeffrey A. Dunham is the Chairman and CEO of Dunham & Associates Investment Counsel, Inc., (DAIC) Dunham Trust Company (DTC), and the Dunham Funds. DAIC is a wealth management firm based in San Diego, California, DTC is a Nevada-based trust company and the Dunham Funds are a family of publicly traded mutual funds. Acting as an industry visionary, Jeffrey launched DAIC upon the premise of performance-based advisory compensation. In his view, performance-based advisory compensation provides investors with a level of accountability which is as important today as when he founded DAIC in 1985. When he launched the Dunham Funds in 2004, he transferred that belief to compensation structure applied to the Sub-Advisers of the Dunham Funds. Today, we believe that the Dunham Funds still stand as one of the only fund families in the industry where 100% of the Sub-Advisers are paid based on their ability to outperform their benchmarks. Wanting to expand the concept of asset management accountability nationally, Jeffrey expanded his private client business model in the mid-1990s to work with Financial Advisors nationwide to invest in Dunham Funds and with DTC on behalf of their clients so these financial advisors could counsel the families they work with across multiple generations. In addition, Jeffrey has extensive experience in real estate investing.

Ann Rosevear, Esq - President & Chief Trust Officer / ann.rosevear@dunham.com

Ann Rosevear serves as President and Chief Trust Officer (CTO) for Dunham Trust Company (DTC), providing expert structuring and administration of trusts to DTC's most complex clients. As President, Ann contributes comprehensive knowledge in trust and estate administration, asset protection and Nevada business planning, as well as overseeing the firm's adherence to fiduciary, regulatory and compliance requirements. As CTO, Ann provides highly attentive trustee services, paying particular attention to risk management issues, discretionary actions, on-going tax planning, communication with co-trustees, beneficiary needs, and professional advisor performance and dedication. She has a demonstrated understanding of trust and wealth management maintaining a well-rounded ability to work in partnership with attorneys, financial advisors and accountants in order to best serve DTC's trust clients. Prior to joining Dunham Trust Company, Ann spent 14 years as a principal attorney at Walsh, Baker, Rosevear & Loomis, P.C. in Reno, focused primarily on estate and business planning, probate, and investment and annuity transfer and underwriting, managing a multi-state practice. Ann also acted for several years as General Counsel for two Nevada-based organizations managing their corporate affairs, contracting, asset acquisition and shareholder relations. She was fortunate to begin her legal career with excellent mentorship at Marsh, Higgins, Beatty and Hatch, P.C. in Vancouver, Washington.

Denise S. Iverson, Chief Financial Officer / denise.iverson@dunham.com

Denise S. Iverson, Certified Public Accountant, is Chief Financial Officer for Dunham & Associates Investment Counsel, Inc. and its affiliates, including Dunham Trust Company, and also serves as Treasurer and Principal Financial Officer of the Dunham Funds. Denise is responsible for the overall corporate finance and accounting functions. With over 35 years of banking, financial and executive management experience, Denise brings a wealth of knowledge and credibility to her role. Prior to joining the firm in



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1999, Denise worked in banking, serving as Executive Vice President, Strategic Planning, Chief Financial Officer and Controller. Before that, she worked in "Big 8" public accounting. Denise carries a B.S. in Business Administration, Accounting from San Diego State University where she graduated summa cum laude and holds FINRA Registered Financial and Operations Principal and Series 27 registration.

Nicole Vance, Esq. - Senior Wealth Planning Strategist / nicole.vance@dunham.com

Nicole Vance is the Senior Wealth Planning Strategist for Dunham Trust Company. Nicole works with clients on trust and estate planning matters, including advanced wealth transfer strategies and asset protection planning. Her experience includes almost 20 years of trust, tax and estate planning, including tax efficient wealth transfer, asset protection strategies, charitable structuring, and entity formation and business planning. Prior to joining Dunham Trust Company, Nicole was the principal attorney and owner of the Law Offices of Nicole M. Vance, and before that she spent five years as Vice President and Senior Wealth Planning Strategist at Wells Fargo Private Bank. Her previous experience also includes private legal practice with the Nevada law firm that is now Holland and Hart, as well as public accounting firm experience working in the San Francisco office of the Tax and Legal Department of PricewaterhouseCoopers, where she began her career. Nicole earned her Juris Doctorate from the University of California, Hastings College of the Law, and holds a Bachelor's degree in Finance, with high distinction, from the University of Nevada. She is a member of the Estate Planning Council of Northern Nevada, the State Bar Associations of both Nevada and California, and the American and Washoe County Bar Associations. Nicole is actively involved in her community, having served and currently serving on various local boards and councils. She lectures frequently and has authored various materials on estate taxes and estate and trust planning.

Alaina Sylvester - Trust Officer / alaina.sylvester@dunham.com

Alaina Sylvester serves as a trust officer in the Nevada headquarters of Dunham Trust Company. Alaina brings valuable experience in estate, tax, and business law, as well as settlement of personal trusts, estate tax planning, and wealth strategies to the administration. She enjoys working closely with legal, accounting and financial professionals implementing unified approaches to better serve the unique needs of clients balancing personal and business priorities.

Prior to joining Dunham Trust Company, Alaina began practicing law in 2008 in California and Nevada, where her services included estate plan strategies, probate representation, transactional business representation related to corporate governance and real estate leasing and contracting. Alaina was also appointed as a foreclosure mediator by the State of Nevada Supreme Court. Prior to private practice, Alaina served as Vice President of Legal Administration supervising aspects of finance, employee relations, contracting and business development for a mid-sized company with 175 employees. Alaina earned her bachelor's degree from the University of Southern California in 2004, cum laude. She graduated from the University of San Diego School of Law in 2007 and earned her LL.M. in Taxation in 2008. She is licensed to practice law in Nevada and California, is a certified mediator, and is a member of The Bruce R. Thompson American Inn of Court, Washoe County Bar Association, and is the current president of Seniors in Service, a local nonprofit.



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David Osgood - Trust Officer / david.osgood@dunham.com

David Osgood is a Trust Officer for Dunham Trust Company in Reno, Nevada, and is responsible for administering trusts and overseeing investment. David works closely with clients, financial advisers, and other personnel on trust and estate matters. Prior to joining Dunham Trust, David started his career with Capital Group Companies, where he worked as a Trust Officer. Most recently, David worked with an investment banking firm securing venture capital funding for several up-and-coming companies. David has a Bachelor's degree in Accounting and a Master's degree in Finance from Pepperdine University. He lives in Reno with his girlfriend and their son, and is an avid skier and outdoorsman.

Natalie Miller - Trust Officer / natalie.miller@dunham.com

Natalie Miller joined Dunham Trust Company and serves as Trust Officer in our Colorado Division. Natalie leads the Colorado team in all aspects of administration, from daily operations and processing financial tasks to complex and sometimes sensitive decision-making regarding best interests of beneficiaries and trust assets. Natalie's long-standing career in trust provides an unparalleled perspective as to how to best balance interests and find a fair and proper result for the families we serve.

A longtime resident of northern Colorado, Natalie began her trust industry career in 1981 at Farmers State Bank in Fort Morgan, Colorado, in the SEI Trust System. She progressed through trust operations, eventually moving into an assistant vice-president position at Union Colony Bank, where she was responsible for the start-up of a trust company. Between 1999 and 2005, Natalie's expertise has been expanded through involvement in organizing and opening three trust departments for Colorado banks. From 2005 until joining Dunham Trust, Natalie worked as a Vice President, Trust Operations Manager, and Trust Officer at Home State Bank, which later became Guarantee Bank and Trust Company. In addition to her extensive industry experience, Natalie holds the distinguished Cannon Trust Institute Trust Operations Specialist certification.

Daniel Sands, CFP® - Trust Portfolio Manager / daniel.sands@dunham.com

Daniel Sands is the Trust Portfolio Manager for Dunham Trust Company (DTC). He is responsible for the day-to-day management of portfolio assets for DTC and works in concert with the Dunham & Associates Investment Counsel (DAIC) Analyst team. Daniel provides wealth management, portfolio implementation, and investment oversight using a consultative approach incorporating existing financial advisors and DTC Trust Officers. He reviews and analyzes investment programs, asset allocations, and investment goals to help achieve desired results for all stakeholders.

Daniel brings two and half decades of experience in the financial services industry to DTC. He started his career with Trust Company of America in 1995, where he gained knowledge of custodial trust services, and helped pioneer the first Internet-based model trading software for institutional investors in the industry. In 2000, Daniel changed over to the independent Registered Investment Advisory and Broker/Dealer side of the business. From time spent as Director of Operations to Managing Partner, and Wealth Manager to Financial Planner, Daniel is intimately familiar with all aspects of managing client relationships and running financial advisory practices.



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Daniel is a CERTIFIED FINANCIAL PLANNER professional. He completed his CFP® Board of Standards education program at University of California, Irvine and graduated Magna Cum Laude from Cal Poly, Pomona where he earned a B.S. in Business Administration and majored in Finance, Real Estate, and Law. He holds FINRA Series 7, 24, and 66 registrations.

Michelle Pillsbury - Trust Associate / michelle.pillsbury@dunham.com

Michelle Pillsbury is a Trust Associate for Dunham Trust Company, responsible for leading and managing a variety of trust relationships and estate settlements as lead officer as well as assisting trust officers in all aspects of administration. Michelle also coordinates business development efforts and our discretionary trust committee procedures, including organization of new trust acceptances and distribution and investment submissions for approval. Before joining Dunham in 2018, Michelle spent 15 years in the insurance industry as a life insurance specialist performing investment management support and customer care.

Laurie Marthaler - Trust Associate / laurie.marthaler@dunham.com

Laurie Marthaler acts as Trust Associate for the Colorado Division of Dunham Trust Company, where she leads the administration of trusts and estates for her select clients, and provides a support role for trust officers and their clients. Laurie joined Dunham Trust Company in 2017 with several years of client-centric experience in the financial services industry in California and Colorado. Laurie received her B.S. in Business Administration with an emphasis in Finance from California State University Northridge.

Paul Latva - Office & Communications Coordinator / paul.latva@dunham.com

Paul Latva is the Office & Communications Coordinator for Dunham Trust Company. He is responsible for office management, coordinating client and colleague conferences, event planning, personnel travel, and overseeing the production and branding of marketing collateral. Paul brings a decade of management and customer service experience to the administration. He joined Dunham Trust Company in 2017.

Bonni Walker - Guardian/Trustee / bonni.walker@dunham.com

Bonni serves as Guardian, Trustee, and Social Worker, leading the administration team at Guardianship Services of Nevada, a division of Dunham Trust Company. Bonni provides advocacy, guidance, and representation for complex representation of protected persons in guardianship and trust structures. She regularly appears in Nevada courts, facilitating matters to properly and efficiently perform much-needed services for persons at risk. Prior to her work at Dunham Trust Company, Bonni enjoyed a long career in guardianship and social work, including 15 years as a principal at Guardianship Services of Nevada, Inc., one of Nevada's longest and most respected professional guardianship companies. Bonni worked as a social worker for 6 years in long-term care and for 10 years with Washoe County Senior Services. Bonni earned her social work degree at University of Nevada, Reno in 1987, and is distinguished as a National Master Guardian through the Center for Guardianship Certification.



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Shelly Register - Guardian/Trustee / shelly.register@dunham.com

Shelly Register serves as a Guardian/Trustee at Guardianship Services of Nevada, a division of Dunham Trust Company. Shelly provides personal and financial decision making, trust and estate administration, and detailed care planning and case management. Shelly offers an extensive legal background with broadbased professional experience working with protected persons. Shelly brings steadfast dedication and well-considered guidance and representation to her clients. She is also skilled in working within disability and veterans' benefits systems to her clients' best interests. Shelly regularly represents before courts in both trust and guardianship matters.

Prior to joining Dunham Trust Company, Shelly was a principal of Guardianship Services of Nevada, Inc. for 13 years. Shelly is a graduate of the University of Missouri-Columbia with a Bachelor of Science in Political Science and earned her law degree from the University of Missouri-Columbia School of Law. She has acted as investigator with the Missouri Attorney General's Office, as legal counsel to the Missouri Department of Social Services, worked with at-risk populations for eight years, and served as regulatory law judge with the Missouri Public Service Commission. In Nevada, Shelly was a guardian case manager with the Washoe County Public Guardian's Office for three years. She has been a private professional guardian since February 2006, and holds the distinction as a National Certified Guardian through the Center for Guardianship Certification (2003), and is a member of the National Guardianship Association and past President of the Nevada Guardianship Association (NVGA).

Starr Kavner - Social Worker/ star.kavner@dunham.com

Starr Kavner provides case management and social work services for Guardianship Services of Nevada, a division of Dunham Trust Company. Starr is a key team member assuring quality guardianship services, and performs reoccurring visits with guardianship clients to identify gaps in service and needs. Starr evaluates client environments to empower protected persons, identify potential abuse and neglect, and enhance the work of our professional guardians. Starr holds a B.A. in Social Work with a minor in psychology from the University of Nevada, Reno, and has worked in public guardianship and disability resources through the Sierra Regional Center.