



For Immediate Release

### **Northstar Investment Advisors Announces Merger with Beacon Pointe Advisors**

Denver, Colo. – August 17, 2021 - Northstar Investment Advisors (“Northstar”), a boutique registered investment advisor with approximately \$1 billion in assets under management, has agreed to merge its business with Beacon Pointe Advisors (“Beacon Pointe”). Headquartered in Newport Beach, Calif., Beacon Pointe is one of the nation’s largest independent registered investment advisors with 23 offices nationwide and more than 8,700 client relationships.

The acquisition of Northstar will bring Beacon Pointe’s assets under advisement to more than \$20 billion and will provide Northstar’s clients with a slate of value-added services, including access to private equity investing, life and legacy planning, and ESG investment options. Northstar’s partners – Fred Taylor, Bob Van Wetter and Charlie Farrell – will become partners and managing directors of Beacon Pointe Advisors and will continue to manage the Denver office.

“This merger is a game changer for our clients and employees, giving us the ability to add in-demand offerings and new growth opportunities for our staff,” said Northstar President and Co-Founder, Fred Taylor. “Beacon Pointe is a perfect fit for us in terms of personalities, long term goals and organizational skills. They also have a very strong commitment to giving back to their local communities as we have for the past 26 years.”

Northstar was founded in 1995 with the goal of providing individuals and families with conflict-free advice and customized investment guidance. The firm has helped clients successfully navigate a full range of market cycles while growing its assets under management by more than 46% in just the past five years.

“We are extremely excited to have a robust presence in the Denver marketplace. Fred, Bob and Charlie have built many long-lasting relationships throughout the entire state of Colorado and beyond, and we look forward to what their team will be able to do now powered by the resources of Beacon Pointe,” said Beacon Pointe CEO, Shannon Eusey.

Over the past two decades, Northstar has established a reputation for delivering exceptional service, user-friendly educational programs and innovative investment strategies. In 2008, Northstar developed its own retirement income portfolio, an investment strategy designed to reflect the unique investment goals of investors looking to live off the returns of their portfolios. In addition, Northstar

has employed creative options to provide portfolio defense and income protection during periods of volatility.

“We pride ourselves on doing our own securities research and portfolio construction with the goal of helping families build wealth, live off their wealth, and leave a legacy for future generations,” said Northstar CEO, Charlie Farrell. “We look forward to continuing this approach with a partner that is committed to serving clients the same way.”

Northstar is also known for its philanthropic contributions to the community. Throughout its history, the firm has supported a wide range of nonprofits, including Colorado Public Radio, Children’s Hospital Colorado Foundation, Lutheran Medical Center, the Denver Zoological Board, CollegenInvest, the Mountain Area Land Trust, Volunteers for Outdoor Colorado and the Women’s Foundation of Colorado. In honor of its 25<sup>th</sup> anniversary, the firm launched a scholarship fund for finance students at Metropolitan State University of Denver. Northstar is providing \$25,000 over five years to students who are traditionally underrepresented in the financial services industry, in hopes of increasing diversity in the field.

“Giving back to the community has always been a core value for Northstar and something our clients appreciate about the firm. It was important to us to align ourselves with a firm that not only invests in the communities in which it operates, but also offers opportunities for investors to make an impact with their dollars,” said Northstar Co-Founder and Chief Operating Officer, Bob Van Wetter.

Founded in 2002, Beacon Pointe has more than 260 staff members who work with institutions, defined contribution plans, high-net-worth individuals and families. The firm offers access to highly qualified professionals with professional certifications and designations in such areas as investing, taxation, financial planning, divorce and estate planning. In 2011, Beacon Pointe launched its Women’s Advisory Institute to help women through major life transitions.

Northstar closed on its transaction with Beacon Pointe on August 16<sup>th</sup>. Financial terms of the transaction were not disclosed.

**About Beacon Pointe Advisors:**

Beacon Pointe Advisors is a multi-billion-dollar registered investment adviser headquartered in Newport Beach, California, with office locations and clients located nationally. Clients have long relied on Beacon Pointe’s professional advisors to help determine investment goals, establish asset allocation guidelines, screen investment managers for selection, evaluate fund performance, and develop strategic financial plans through our proprietary *allWEALTH*<sup>®</sup> approach. Our advisors’ extensive expertise and strong commitment to our clients can be seen through numerous awards, including being recognized by *Bloomberg*, *Forbes*, *Financial Advisor Magazine*, *CNBC*, *Barron’s* and more. For more information on Beacon Pointe’s wealth advisory services, please visit: [www.beaconpointe.com](http://www.beaconpointe.com).

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