

PERSONAL PROFILE

GARY KARSHNA

Gary Karshna received a Bachelor of Arts degree in Economics and a Master of Arts degree in Public Finance from the University of Wisconsin. Gary passed the Series 65 Uniform Investment Advisor Law Examination and the Series 63 Uniform Securities Agent State Law Examination.

Gary has over twenty years of investment management experience. He served as a Treasurer and Finance Director from 1983 to 1992. In addition, Gary has fifteen years of experience as an Investment Manager in the Private sector. Because of Gary's knowledge and enthusiasm for investments, he started his own company "Capital Gains Incorporated" in February of 1992. Since that time, Gary has successfully managed public sector investment portfolios; general fund, police and fire pension funds.

Gary enjoys his work and it shows. **"I believe the relationship between the Investment Manager and the client is built on trust. Having served as a municipal Finance Director and a Pension Fund Treasurer I understand the needs of Public Officials"**. Gary goes on to say, *"My role is to provide quality investment management services in a safe and responsible manner."*

As of March 1, 2007, Gary manages \$250 million in municipal assets, of which \$228 million are Illinois Police and Fire Pension assets.

Gary stays abreast of changes in accounting standards and pension statutes through membership in the Government Finance Officers Association, Illinois Government Finance Officers Association, Illinois Municipal Treasurers' Association, Illinois Professional Firefighters Association, Illinois Public Pension Fund Association, Wisconsin GFOA and the Wisconsin Municipal Treasurers Association.