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# A Focus on Helping Engineers



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## Concentration of Engineers In the United States

The United States has the 62nd-highest concentration of engineers per capita in the world with 85 per 10,000 people.<sup>1</sup>

## Why Do We Feel Engineers Are Located In Kansas City?

The three largest engineering firms in Kansas City were founded around a century ago.

In 1898 Robert McDonnell and Clinton Burns selected Kansas City for their engineering firm because of the multitude of towns surrounding Kansas City that needed clean water and sewage facilities. In 1886, John Alexander Lowe Waddell opened a consulting engineering firm that led to the formation of HNTB, which originally focused on bridges. This fit well with a railroad center in a river basin area. In 1915, E.B. Black and Tom Veatch launched their own firm, Black & Veatch, which is now one of the top 100 privately-owned companies in the United States.

Kansas City is surrounded by many engineering schools, including The University of Kansas, Kansas State University, The University of Missouri – Columbia, and The University of Missouri – Rolla (Missouri University of Science & Technology).

## Our Focus Is Helping Engineers

We strive for our largest client affinity group to be comprised of engineers. We are fortunate to work with some of the largest engineering firms in the Kansas City area. Jonathan Sarver is an affiliate member of the American Society of Mechanical Engineers (ASME) and Peter Vrooman is an affiliate member of the American Society of Civil Engineers (ASCE).

## Our Approach

- An analytical approach with a focus on risk management strategies.
- A consultative approach seeking to create investment strategies designed with an engineer's unique goals and considerations in mind.
- An educational approach featuring seminars to discuss the markets, the economy and investment strategies.
- A thorough discussion of the various aspects of the investment strategy including risk, yield, returns and the correlation that exists between them.

Peter Vrooman feels that his achievement of the Certified Investment Management Analyst (CIMA<sup>®</sup>), the Chartered Retirement Planning Counselor (CRPC<sup>®</sup>), and the Chartered Financial Analyst (CFA<sup>®</sup>) designations has enhanced our analytical advisory approach. He holds an undergraduate degree in Economics from the University of Chicago, one of the top-ranked programs in the country. Jonathan Sarver studied graduate-level business and finance while completing his law degree at Seton Hall after graduating *cum laude* from Boston University. He recently authored a book entitled, *6 Essential Practices for Income Investors*. Jonathan also holds the Certified Private Wealth Advisor<sup>®</sup> (CPWA<sup>®</sup>) designation, administered by Investments & Wealth Institute and taught in conjunction with the University of Chicago Booth School of Business. This certification is an advanced credential created specifically for wealth managers who work with high-net-worth clients.

<sup>1</sup> Florida, Richard. "The World's Leading Nations for Innovation and Technology." *The Atlantic*, The Atlantic Monthly Group, 03 October 2011. Web. 23 May 2013.