40TH ANNIVERSARY

Marking *four decades* of helping clients secure a brighter *future*

2023 ANNUAL REPORT

Dear Clients, Partners and Friends of ***GILL CAPITAL PARTNERS,***

Gill Capital Partners celebrated its milestone 40th anniversary in 2023! Over the last four decades, our firm has successfully navigated an array of challenges, including Black Monday, the dot-com bubble, the 2008 financial crisis, a global pandemic, fluctuating inflation rates, diverse interest rate environments, and periods of political uncertainty.

Equally, we've thrived during prosperous times, notably during the historic bull market that commenced in 2009 and spanned 113 months, enjoyed periods of low interest rates, witnessed consistent economic growth, and benefited from strong corporate earnings.

Our team has evolved from a small group to a robust family of 17 employees. This expansion has enhanced our capabilities and ensured the continued delivery of exceptional service to our clients. A testament to our growth is the increasing number of client referrals, a gesture we deeply value. Our client relationships continue to grow, reflecting our commitment to building lasting partnerships.

We extend our heartfelt gratitude to our dedicated team, loyal clients, and supportive partners. Your trust and collaboration have been pivotal in our journey. In an industry with numerous choices, we are profoundly grateful for the trust you place in us as an integral part of your financial team.

John S. Winslow

John Winslow
Managing Partner

James O'Brien
James O'Brien, CFP®
Managing Partner

Firm ***HISTORY***

Established in 1983 by father and son founders Charles and Ted Gill, the company started as Morris, McCasland Investments, Inc. before undergoing a rebranding to Gill and Associates, Inc. In 2004, James O'Brien and John Winslow acquired Gill and Associates, Inc., and shortly thereafter adopted its current name, Gill Capital Partners.

Over the years, Gill Capital Partners has focused on sustainable growth, evolving from a modest team of five employees in 2004 to a talented group of 17 by 2023. This expansion is reflected not only in numbers but also in breadth of expertise, which ranges from financial planning, business succession, and estate planning to insurance, tax planning, and private investments.

A noteworthy mention is Tom Cladis, Vice President of Institutional Services, who has been an integral part of the Gill Capital Partners team since 1988. Celebrating his 35th anniversary with the firm in 2023, Tom exemplifies the depth of expertise and dedication that Gill Capital Partners prides itself on.

Employee SPOTLIGHTS

ERIN BEIERSCHMITT | *Administrative Coordinator* | MAY 2018

When you walk into the office, the first smiling face you see is Erin's. She is our administrative coordinator and marketing manager, which means she does everything from greeting clients to planning and executing our client events.

CHAD WANGER | *Partner, Director of Research* | JANUARY 2015

Chad's expertise in traditional liquid investments as well as private equity, real estate, and hedge funds allows us to create a customized investment strategy for our clients.

JAMES O'BRIEN | *Founder, Partner* | APRIL 2003

James, a founding partner and visionary force behind Gill Capital Partners, has created a company where clients' needs take center stage, offering personal service, unbiased advice, and bespoke solutions. James specializes in comprehensive financial and tax planning.

JESS VEGA | *Client Experience Coordinator* | APRIL 2022

Jess is responsible for scheduling, client service, and outreach. She is also an integral member of our marketing team, tapping into her creative side to help plan and execute client events.

JOHN BEATY | *Trader and Analyst* | FEBRUARY 2023

John collaborates with the investment committee to craft and optimize investment portfolios, helping to ensure clients receive the best possible outcomes.

JOHN WINSLOW | *Founder, Partner* | APRIL 2003

John, a founding partner of the firm, thrives on transforming complex financial challenges into opportunities by assisting a diverse clientele, leveraging his expertise in comprehensive financial planning, business strategy, and money management.

KELLEY LELAND | *Director of HR, Finance and Compliance* | SEPTEMBER 2020

As our Director of Finance and Compliance, Kelley ensures that all aspects of our business remain compliant with a myriad of laws and regulations and manages daily financial operations.

LESLIE ROJAS | *Managing Partner and Insurance Specialist* | AUGUST 2009

As our managing partner and insurance specialist, Leslie ensures the smooth day-to-day functioning of the firm and works with clients to implement tailored insurance solutions.

LUKE FICK | *Associate Wealth Management Advisor* | NOVEMBER 2023

Luke collaborates closely with Lead Advisors to help create an exceptional client experience. With an eye on a future as a Lead Wealth Management Advisor, he enjoys empowering clients and facilitating goal achievement.

PAUL LAMBERT | *Wealth Management Advisor* | MARCH 2019

Paul is dedicated to crafting comprehensive estate plans and profitable enterprises for clients, families, and communities through personalized financial planning.

RAY SCHICKLING | *Director of Retirement Plan Services* | MARCH 2019

Ray guides clients towards a successful retirement, ensuring they have ample resources to fulfill their dreams, while fostering the team's passion for the ultimate success of their clients.

SAMMI MOCZO | *Senior Client Experience Manager* | JANUARY 2013

Sammi cultivates an exceptional client experience by infusing positivity, efficiency, and her innate ability to anticipate needs, ensuring both clients and team members stay a step ahead.

TERRI PROPP | *Wealth Management Advisor* | DECEMBER 2014

Terri is a dedicated financial expert. She provides clients with insight, optimism, and care. She integrates holistic financial solutions and thorough research with a "family first" approach to deliver personalized service.

TRACI SARMIENTO | *Senior Client Experience Manager* | MARCH 2019

Traci thrives on cultivating strong relationships with clients, ensuring their needs are met, and watching them meet and exceed their financial goals.

TOM CLADIS | *Vice President of Institutional Services* | DECEMBER 1988

Tom wins the award for longest tenure with Gill Capital Partners! Tom has spent over 35 years building relationships with dealers and clients to help institutional investors build and manage their bond portfolios.

Our Core **VALUES**

We are a values-driven organization. This means we hire, evaluate, recognize, and promote our staff based on their exemplification of our core values. We know our core values inside and out and live by them daily.

Client First.

Our service is what creates the loyalty of our clients. Our service is what drives our new client growth. The needs of our clients take priority over everything, including our profits. We know that the success of our clients leads to the success of our employees.

Kick Ass Every Day.

We approach each day with passion, integrity and dedication to go above and beyond for our clients and our team members. We hear from our clients that we "appear to truly enjoy what we do." It's not just appearance... it is the truth. The passion for what we do and how we do it, makes business enjoyable.

Give Back.

We are thoughtful of how we spend our time and money — both as a company and as individuals. We believe in supporting the needs of our community through service and financial support.

Check Your Ego at the Door.

We all answer phones, we all empty garbage, we all take the time to help when anyone asks for it. Our approach leaves no room for egos.

Own It.

We accept responsibility for our actions and our words. We are all accountable to ourselves and each other for outcomes, good and bad. We do what we say we're going to do, and we do not make excuses or blame others.

Gill Capital Partners **GIVES BACK**

"Give Back"– one of our five core values, – is not just a catch phrase, but something we live and breathe daily. Over the past several years, you could find our team volunteering for the Santa Claus Shop by sorting or stocking toys, handing out breakfast burritos on Bike to Work day, cheering on Komen 3-Day participants, sorting food at the Food bank of the Rockies, handing out hot, fresh meals to the homeless with The Preservery Foundation, or any number of other volunteer activities.

Employees also participated by personally donating their time, talents, or money to charities that were important to them, including Habitat for Humanity, Children's Future, Dumb Friends League, Good Wood Club, Denver Public Schools, Project Cure, Samaritan House Denver, Denver Trout Unlimited and Girls Rock Grand Rapids.

As a firm, we partnered with Minds Matter in 2023, an organization that ensures that driven and determined low-income students achieve their dream of attending college. We will support them again in 2024 by sponsoring their annual fundraising event in April.

MINDS MATTER COLORADO CELEBRATING 20 years

THE PRESERVERY FOUNDATION

DENVER PUBLIC SCHOOLS FOUNDATION

EPILEPSY FOUNDATION COLORADO & WYOMING

THE DENVER SANTA CLAUS SHOP SERVING CHILDREN SINCE 1931

Dumb Friends League. COMPASSION ALWAYS

Good Wood CLUB

The Year In REVIEW

JANUARY

We hosted two successful Speaker Series events; a virtual market update with Liz Ann Sonders and our first in-person education event since COVID – a presentation by Scott Arthur on Appreciative Philanthropy.

FEBRUARY

John Beaty joined the Gill Capital Partners team in February. As our Trading and Portfolio Analyst, John works with our investment committee to optimize clients' portfolios.

AUGUST

We celebrated Gill Capital Partners' 40th anniversary in August!

40TH ANNIVERSARY

AUGUST

We hosted our 2nd Annual Women's Golf Scramble at the Windsor Gardens Retirement Community in August. The top three teams won a donation from Gill Capital Partners to their charity of choice.

OCTOBER

We hosted our Swingin' at Wings client appreciation event at Wings Over the Rockies in October. Guests mingled among an impressive array of aircraft and enjoyed dinner and dancing with the Flatirons Jazz Orchestra. We are incredibly thankful for our clients!

GILL CAPITAL PARTNERS · 2023 SWINGIN' AT 'WINGS'

NOVEMBER

Luke Fick joined the Gill Capital Partners team in November. As an Associate Wealth Management Advisor, Luke works closely with our Lead Advisors to ensure an amazing experience for our clients.

The Year AHEAD

FEBRUARY

We were honored that Liz Ann Sonders was able to return for another Speaker Series this February, where she shared insights on the latest economic trends and market developments.

Q3

We are working on finalizing our second educational event for this fall. Please keep an eye on your inbox for more details in third quarter.

Q3

We will host our 3rd Annual Women's Golf Scramble this fall. In the meantime, we hope you have many opportunities to practice your swing!

Seeking **REFERRALS**

Gill Capital Partners is deeply grateful for the referrals received from our esteemed clients and professional partners. Should you know someone who could benefit from our specialized expertise, we would be honored if you would consider referring them to our firm.

We pledge to extend the same caliber of service and attention that you have come to expect from Gill Capital Partners. We eagerly anticipate the chance to serve as a trusted advisor to your friends, family, and colleagues, cherishing the confidence and trust you have bestowed upon us.

About Gill Capital Partners

Gill Capital Partners is an independent Colorado financial services firm, serving clients since 1983. Our suite of services includes private wealth management, institutional services and corporate services. We help clients grow and protect their assets, one interaction at a time. To learn more, please contact Gill Capital Partners.

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