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## Investment Strategy Firm Launches National Consulting Business

Founder Rejoins McHenry from Rogerscasey Investment Consulting Team

**San Francisco, April 15, 2009** – **The McHenry Group** today announced the launch of a new affiliate dedicated to efficient and effective service delivery to mid-market institutional investors. **Ward Harris**, McHenry's founder and former CEO will rejoin the organization as it moves from "sell side" strategy and product development, to "buy side" investment risk management and asset management consulting.

Harris joined **Rogerscasey** in 2007 to manage that firm's intermediary business and contributed to the launch of its managed fund business. He also supported Rogerscasey's investment research, technology and consulting businesses. Prior to founding McHenry in 1998, Harris had management and marketing roles with **Schwab Institutional**, and **Union Bank of California**.

While he enjoyed his time with Rogerscasey over the last few years, Harris stated a desire to return to his Western roots in the middle market for institutional investors, including defined contribution, defined benefit and deferred compensation plans as well as foundation, endowment and corporate capital accounts for taxable and non-taxable investors.

Operating as **McHenry Partners**, the consulting firm will provide subscription and project-based support to address the investment-related business needs of corporate and not-for-profit investors, with a specialty in the world of health care. "Hospitals, clinics and community service organizations face special challenges with unique needs not well understood or served by many product-based vendors and advisors" said Harris. "Our team and our solution partners will provide effective, efficient and ethical solutions for this space."

Research suggests that many corporate employers' plans (403(b), 401(k) and defined benefit) underperform in terms of risk, return, expense and services to participants. Even in good times, many are often seen to be paying too much for what they get. More recently, the results have been even more troubling. Plans in the healthcare industry are especially challenged, given the prevalence of non-ERISA structures and retail products in use.

Causes of this condition may include poor alignment of client needs and vendor solutions along with a challenged sales/service paradigm, wrapped in an archaic business model. Add inattention due to other business priorities and it's no wonder that even well-crafted retirement programs may operate less efficiently and less effectively than desired.

“We understand the root causes of this situation and have the means to address them” said Harris. “McHenry delivers proven solutions addressing sponsor, plan and participant objectives, goals and constraints.”

Headquartered in Lafayette, California, McHenry Partners will partner with selected consulting and advisory firms in regional markets. “We know how important relationships are and we think we can add value for other professionals,” said Harris.

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*About McHenry Partners: Founded in April, 1998 as McHenry Consulting Group, McHenry helps institutional investors and their professional staffs make better decisions through research, publishing and education, along with fact-based business consulting services. McHenry serves corporate employers, not-for-profits and individual investors and supports investment advice and asset management services through affiliated partners. The firm may be seen at [www.mchenrypartners.com](http://www.mchenrypartners.com)*