

## Item 1- Cover Page – Brochure Supplement

# Coldstream

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**Relationship Team: George R Pierce, Relationship Manager, Team Lead**

This Brochure Supplement provides information about your Coldstream Relationship Team that supplements the Coldstream Brochure. You should have received a copy of that Brochure. Please contact Private Client Services at 425-283-1600 or inquire via [www.coldstream.com](http://www.coldstream.com) if you did not receive Coldstream's Brochure, or if you have any questions about the contents of this supplement.

Additional information about the persons under this Relationship Team is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP® and CERTIFIED FINANCIAL PLANNER™ in the U.S. The CFA Institute owns the certification marks CFA® and Chartered Financial Analyst®.

## **George R Pierce, CFP®, Relationship Manager, Team Lead**

### **Item 2 - Educational Background and Business Experience**

George Pierce is a Relationship Manager. He specializes in providing comprehensive wealth management services, including estate and financial planning for affluent individuals. George was born in 1952 and earned a Bachelor of Arts degree with a major in Accounting from the University of Washington in 1982.

Prior to joining Coldstream Capital Management in 2016, Mr. Pierce owned and managed George R. Pierce & Associates, LLC, an investment advisory business based in Seattle, WA. George R. Pierce and Associates was established in 1988 and specialized in providing personalized wealth management and comprehensive financial planning services to a nationwide clientele. George began his career in 1983 with a small regional broker/dealer before setting out on his own in 1988.

Mr. Pierce earned his CFP® in 1994 and maintains a CFP® professional designation. A CFP® - Certified Financial Planner designation is issued by the Certified Financial Planner Board of Standards, Inc. The prerequisites required are: A bachelor's degree (or higher) from an accredited college or university, 3 years of fulltime personal financial planning experience. Also, candidates must complete a CFP-board registered program, or hold one of the following designations: CPA, Chartered Financial Consultant (ChFC), Chartered Life Underwriter (CLU), CFA, Ph.D. in business or economics, Doctor of Business Admin., or an Attorney's License. The CFP Certification Examination must be passed successfully, and CFP designation holders must fulfill 30 hours of Continuing Education requirements every 2 years.

### **Item 3 - Disciplinary Information**

Registered investment advisers are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

### **Item 4 - Other Business Activities**

Mr. Pierce is licensed as a broker-dealer representative for Coldstream Securities, Inc., a wholly owned subsidiary of Coldstream Holdings, Inc., also the parent company of Coldstream Capital Management, Inc. As a registered representative of Coldstream Securities, Inc., George can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which George is affiliated, including affiliated entities, CHI Life and Coldstream Securities Inc. Mr. Pierce is also an insurance agent appointed with various insurance companies.

### **Item 5 - Additional Compensation**

As a registered representative of Coldstream Securities, Inc., Mr. Pierce can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Mr. Pierce is affiliated. George currently maintains insurance licenses in lines including life, disability, and variable line insurance and can recommend such products. Thus, a potential conflict of interest can exist between the interests of Mr. Pierce and those of the advisory clients. However, clients are under no obligation to act upon any recommendations of Mr. Pierce or affect any transactions through Mr. Pierce if they decide to follow the recommendations.

George is a compensated board member of the William E. Wockner Foundation. In this role, he is tasked with identifying and qualifying 501c3 charities as recipients of grants, as designated by the decedent.

### **Item 6 - Supervision**

Team Leads are under the supervision of Kevin Fitzwilson, Managing Shareholder for Coldstream Holdings, Inc. Periodic portfolio investment reviews will be conducted by the Chief Investment Officer, Howard Coleman and may also include one or more investment/research analysts. Client portfolio reviews include evaluating the alignment of each client's investments with their stated objectives, risk tolerances and restrictions, as well as alignment with firm investment strategies. Exceptions

will be reviewed with each Client Relationship Team for correction and/or realignment if warranted. The Chief Investment Officer, Howard Coleman may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com). Kevin Fitzwilson may be reached at 425-283-1600 or [kevin.fitzwilson@coldstream.com](mailto:kevin.fitzwilson@coldstream.com).

## **Elaina Shemeta, CFP<sup>®</sup>, Relationship Manager & Wealth Planner**

### **Item 2 - Educational Background and Business Experience**

Elaina Shemeta is a Relationship Manager & Wealth Planner. She specializes in providing comprehensive wealth management services, including estate and financial planning for affluent individuals. Prior to joining Coldstream, she was a Wealth Planner with George R. Pierce & Associates, LLC. Born in 1984, Elaina earned her degree in Business/Finance from the University of Washington in 2006.

Mrs. Shemeta earned her CFP<sup>®</sup> in 2010 and maintains a CFP<sup>®</sup> professional designation.

A CFP - Certified Financial Planner designation is issued by the [Certified Financial Planner Board of Standards, Inc.](#) The prerequisites required: 1) A bachelor's degree (or higher) from an accredited college or university, and 2) 3 years of full-time personal financial planning experience. Also, candidates must complete a CFP-board registered program, or hold one of the following: CPA, ChFC, Chartered Life Underwriter (CLU), CFA, Ph.D. in business or economics, Doctor of Business Admin., Attorney's License. The CFP Certification Examination must be passed successfully, and CFP designation holders must fulfill 30 hours of Continuing Education requirements every 2 years.

### **Item 3 - Disciplinary Information**

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### **Item 4 - Other Business Activities**

Mrs. Shemeta is licensed as a broker-dealer representative for Coldstream Securities, Inc., a wholly owned subsidiary of Coldstream Holdings, Inc., also the parent company of Coldstream Capital Management, Inc. As a registered representative of Coldstream Securities, Inc., Elaina can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Elaina is affiliated. Mrs. Shemeta is also an insurance agent appointed with various insurance companies.

### **Item 5 - Additional Compensation**

As a registered representative of Coldstream Securities, Inc., Mrs. Shemeta can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Mrs. Shemeta is affiliated. Elaina currently maintains insurance licenses in lines including life and disability and can recommend such products. Thus, a potential conflict of interest can exist between the interests of Mrs. Shemeta and those of the advisory clients. However, clients are under no obligation to act upon any recommendations of Mrs. Shemeta or affect any transactions through Mrs. Shemeta if they decide to follow the recommendations.

### **Item 6 - Supervision**

Mrs. Shemeta is directly supervised by her Team Lead, George Pierce. Periodic portfolio investment reviews will be conducted by the Chief Investment Officer, Howard Coleman and may also include one or more investment/research analysts. Client portfolio reviews include evaluating the alignment of each client's investments with their stated goals and objectives, risk tolerances and restrictions, as well as alignment with firm investment strategies. Exceptions will be reviewed with each Client Relationship Team for correction and/or realignment if warranted. The Chief Investment Officer, Howard Coleman, may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).

## **Brian Vowinkel, Relationship Manager**

### **Item 2 - Educational Background and Business Experience**

Brian Vowinkel is a Relationship Manager. Prior to joining Coldstream in December of 2018, he served in the US Army, on active duty from 1990 to 1998, culminating in command of an infantry company in the 1<sup>st</sup> Cavalry. He continued in the Army reserves from 1999 to 2005, which included two stints teaching at West Point. Following his military career, he has helped start several private companies as well as launch new regional offices for public companies; most recently he was the Chief Revenue Officer, responsible for corporate strategy and new business development, for VRstudios from 2015-2018. Born in 1968, Brian earned a Bachelor of Science in Engineering and History at the United States Military Academy at West Point in 1990. He earned his MBA in Investment Management at Harvard Business School in 2000.

### **Item 3 - Disciplinary Information**

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### **Item 4 - Other Business Activities**

Mr. Vowinkel is licensed as a broker-dealer representative for Coldstream Securities, Inc., a wholly owned subsidiary of Coldstream Holdings, Inc., also the parent company of Coldstream Capital Management, Inc. As a registered representative of Coldstream Securities, Inc., Brian can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Brian is affiliated.

### **Item 5 - Additional Compensation**

As a registered representative of Coldstream Securities, Inc., Mr. Vowinkel can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Mr. Vowinkel is affiliated. Thus, a potential conflict of interest can exist between the interests of Mr. Vowinkel and those of the advisory clients. However, clients are under no obligation to act upon any recommendations of Mr. Vowinkel or affect any transactions through Mr. Vowinkel if they decide to follow the recommendations.

### **Item 6 - Supervision**

Mr. Vowinkel is directly supervised by his Team Lead, George Pierce. Periodic portfolio investment reviews will be conducted by the Chief Investment Officer, Howard Coleman and may also include one or more investment/research analysts. Client portfolio reviews include evaluating the alignment of each client's investments with their stated goals and objectives, risk tolerances and restrictions, as well as alignment with firm investment strategies. Exceptions will be reviewed with each Client Relationship Team for correction and/or realignment if warranted. The Chief Investment Officer, Howard Coleman, may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).

## **Kristi Guay, CFA®, Portfolio Manager**

### **Item 2 - Educational Background and Business Experience**

Kristi Guay is a Portfolio Manager at Coldstream. Kristi is responsible for asset allocation, security selection, and oversight of her wealth management team's client portfolios. As a member of Coldstream's Investment Strategies Group, she engages in macroeconomic research, determining strategic and tactical asset allocation targets, and manager sourcing and due diligence.

Kristi has over 24 years of direct investment management experience. Immediately prior to joining Coldstream, Kristi was a Portfolio Manager at Geneva Capital, a Janus Henderson Company, in Milwaukee, WI and a Senior Portfolio Manager, Growth Equities at Washington Capital Management in Seattle, WA. She also has worked as the Chief Operating Officer and Director of Research at RedChip Companies, LLC and Raven Ventures, a Financial Analyst at SAFECO Asset Management, and an Intelligence Analyst in the Washington Army National Guard.

Born in 1969, Kristi earned a pair of Bachelors' degrees in 1992 and an MBA in 1998 from the University of Washington. Kristi holds the Chartered Financial Analyst® (CFA) designation and is a member of the CFA Institute.

The CFA® designation is issued by CFA Institute and candidates must meet one of the following requirements: 1) Undergraduate degree and 4 years of professional experience involving investment decision-making, or 2) 4 years qualified work experience (full time, but not necessarily investment related). It requires completion of a self-study program (typically at least 250 hours of study for each of the 3 levels) and 3 course exams. The three exams - Level I, Level II, and Level III - must be passed sequentially as one of the requirements for earning a CFA Charter.

### **Item 3 - Disciplinary Information**

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### **Item 4 - Other Business Activities**

No information is applicable to this Item.

### **Item 5 - Additional Compensation**

Registered investment advisers are required to disclose all material facts regarding any other business activities that would be material to your evaluation of each supervised person providing investment advice. No information is applicable to this Item.

### **Item 6 - Supervision**

Ms. Guay is directly supervised by her Team Lead, George Pierce. Periodic portfolio investment reviews will be conducted by the Chief Investment Officer, Howard Coleman and may also include one or more investment/research analysts. Client portfolio reviews include evaluating the alignment of each client's investments with their stated goals and objectives, risk tolerances and restrictions, as well as alignment with firm investment strategies. Exceptions will be reviewed with each Client Relationship Team for correction and/or realignment if warranted. The Chief Investment Officer, Howard Coleman, may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).