

## Item 1- Cover Page – Brochure Supplement

**COLDSTREAM**

One 100<sup>th</sup> Avenue NE Suite 102  
Bellevue, WA 98004  
425.283.1600  
[www.coldstream.com](http://www.coldstream.com)

March 31, 2022

**Wealth Management Team: Joe Cervantes, Team Lead & Wealth Manager**

This Brochure Supplement provides information about your Coldstream Wealth Management Team that supplements the Coldstream Brochure. You should have received a copy of that Brochure. Please contact 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 Wealth Management 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®. The CAIA® is the property of the Chartered Alternative Investment Analyst Association. The Accredited Investment Fiduciary® (AIF®) is administered by the Center for Fiduciary Studies, the standards-setting body of fi360. The CLU® is the property of The American College, which reserves sole rights to its use, and is used by permission. ACCREDITED ESTATE PLANNER® (AEP®) certification marks are owned by the National Association of Estate Planners & Councils.

## **Joe Cervantes CFP®, CLU®, AEP®, Team Lead & Wealth Manager**

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

Joe Cervantes is a Wealth Manager. Joe specializes in providing comprehensive wealth management services including estate and financial planning for affluent individuals and families.

Having grown up in the small Northern California town of Alturas, Joe moved to Bellevue, WA at the age of 16 to live with his oldest brother and to have the opportunity to play basketball at a large high school. Joe graduated from Interlake High School in 1985 and attended the University of Washington where he was a member of the Alpha Delta Phi fraternity and attained a BA in 1990. Joe has been a licensed insurance agent since 1990 and passed the series 6, 7, 31, 63, and 65 securities exams between 1997 and 2005. He spent the first 18 years of his career as an owner/operator of an independent firm, specializing in complex estate planning concepts and strategies and, in 2005, added investment management services as a fiduciary. In June of 2008 Joe embarked on a journey to pursue growing his comprehensive wealth management business by joining a small Bellevue-based independent registered investment advisory firm, Appropriate Balance Financial Services. Just 2 ½ years later Joe had the opportunity to join Coldstream Wealth Management and in January of 2011 Joe joined Coldstream as a team lead. Joe is a shareholder of Coldstream and recently celebrated his 10<sup>th</sup> anniversary at the firm.

Joe earned an Executive Certificate in Financial Planning, obtained through the University of Washington, Foster School of Business in 2008. He then added the CERTIFIED FINANCIAL PLANNER™ designation in 2009. The requirements for this credential are as follows:

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.

With his ongoing desire to practice complex estate planning strategies for high net worth families, Joe focused on his roots in life insurance and added the Chartered Life Underwriter® designation in 2014, a designation for insurance professionals awarded by The American College of Financial Services. Launched in 1927, the Chartered Life Underwriter (CLU®) is one of the insurance profession's oldest and most respected credentials, representing a thorough understanding of a broad array of life insurance planning issues and personal risk management. There is particular emphasis placed on ethics and commitment to clients, and in-depth knowledge in the delivery of financial advice. To receive the CLU® designation, one must successfully complete eight courses and exams, meet experience requirements and ethics standards, and agree to comply with The American College Code of Ethics and Procedures. The American College is an accredited non-profit educational institution founded in 1927; it confers the CLU and has the highest level of educational accreditation (regional) through the Middle States Commission on Higher Education. Participation in the Professional Recertification Program is a requirement. Designation holders who are considered client facing are required to complete 30 credit hours of Continuing Education every two years. Designation holders who are considered non-client-facing are required to report one (1) hour of ethics Continuing Education every two years.

Joe has endeavored to continue learning and to enhance his knowledge base thereby providing his clients with principled advice. In 2017 Joe added the ACCREDITED ESTATE PLANNER® (AEP®) designation. Awarded by the National Association of Estate Planners & Councils to estate planning professionals, the AEP® designation helps both clients and colleagues understand your belief in, and dedication to, the team concept of estate planning. The designation is available to credentialed professionals actively licensed or certified as an accountant; attorney; insurance and financial planner; philanthropic advisor; or trust officer – holding one or more of the following credentials CAP®, CFA, CFP®, ChFC®, CLU®, CPA, CPWA®, CSPG, CTFA, JD, MSFS, and MST– who are devoting at least a third of one's professional time to estate planning. Eligible applicants must meet stringent qualifications at the time of application: 1) with a minimum of 5 years of experience, the designation is available after taking two courses through The American College, or, 2) for those individuals who have 15 years of experience or more, one may choose to be exempt from the required graduate-level

courses in estate planning. AEP 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**

Joe 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., Joe can recommend securities, variable annuities, or other products, and receive commissions and other compensation if products are purchased through any firms with which Joe is affiliated.

Joe is a current member of the Estate Planning Council of Seattle, The Financial Planners Association, and The Association of Financial Services Professionals.

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

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

### **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 goals and objectives, risk tolerances and restrictions, as well as alignment with firm investment strategies. Exceptions will be reviewed with each Client Wealth Management Team for correction and/or realignment if warranted. The Chief Investment Officer is Howard Coleman, who 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).

## **Richard A. Merrifield II, CFP®, AIF®, Wealth Manager & Wealth Planner**

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

Rich Merrifield is a Wealth Manager and Wealth Planner. He specializes in providing comprehensive wealth management services and diversified investment management strategies to affluent individuals and families. As a member of Coldstream's Investment Strategies Group, he engages in macroeconomic research, determining strategic and tactical asset allocation targets, and manager sourcing and due diligence. Prior to joining Coldstream he was with Appropriate Balance Financial as an Investment Advisor and Equity Portfolio Manager. Before that, he worked with American Express as a Financial Planner, Portfolio Strategist, and Training Manager.

Rich is a native of the mid-Atlantic region and brings over three decades of technical skills in asset selection and portfolio management. Rich is also a strong proponent of comprehensive financial planning with considerable focus applied to investment portfolio construction, tax strategy, and financial legacy preparation. Rich also has taught college courses on investing and financial planning, and has contributed thousands of hours in the roles of founder, officer, and board member for several non-profit organizations in Arizona and Washington.

Rich was born in 1961 and holds a B.A. in Political Science & Latin American Affairs from Ohio University.

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.

The Accredited Investment Fiduciary® (AIF®) designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process. To receive the AIF Designation, the individual must meet prerequisite criteria based on a combination of education, relevant industry experience, and/or ongoing professional development, complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the Code of Ethics and Conduct Standards. In order to maintain the AIF Designation, the individual must annually attest to the Code of Ethics and Conduct Standards, and accrue and report a minimum of six hours of continuing education. The Designation is administered by the Center for Fiduciary Studies, the standards-setting body of fi360.

### **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**

Rich 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. He does not typically receive commissions or bonuses or other compensation based on the sale of securities or other investment products through Coldstream Securities, Inc. other than his regular Coldstream salary and bonus.

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

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

## **Item 6 - Supervision**

Mr. Merrifield is directly supervised by his Team Lead, Joe Cervantes. 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 Wealth Management Team for correction and/or realignment if warranted. The Chief Investment Officer is Howard Coleman, who may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).

## **Nina Rose, CFP®, Wealth Manager**

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

Nina Rose is a Wealth Manager. She specializes in providing comprehensive wealth management services and diversified investment management strategies to affluent individuals and families. 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.

Nina began her career in the financial services industry with AG Edwards in 2006, where she presented financial literacy workshops and designed portfolios for individuals, businesses, and non-profit organizations. From 2008 through 2014, Nina was employed with Charles Schwab, first as a Financial Consultant and then moving up to the role of Regional Fixed Income Specialist. At Charles Schwab, Nina built and managed portfolios and developed financial plans for high net worth clients.

Nina was born in 1967 and has a Bachelor of Arts Degree in Kinesiology from the University of Northern Colorado. Nina earned the CERTIFIED FINANCIAL PLANNER® designation in 2013.

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**

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**

Nina 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. She does not typically receive commissions or bonuses or other compensation based on the sale of securities or other investment products through Coldstream Securities, Inc. other than her regular Coldstream salary and bonus.

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

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

### **Item 6 - Supervision**

Nina Rose is directly supervised by her Team Lead, Joe Cervantes. 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 Wealth Management Team for correction and/or realignment if warranted. The Chief Investment Officer is Howard Coleman, who may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).

## **Darren Ritchie CFA®, CAIA®, Portfolio Manager**

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

Darren Ritchie is a Portfolio Manager at Coldstream. Darren is responsible for asset allocation, security selection, and oversight of his wealth management team's client portfolios. As a member of Coldstream's Investment Strategies Group, he engages in macroeconomic research, determining strategic and tactical asset allocation targets, and manager sourcing and due diligence. Darren also co-manages Coldstream's Tax Managed Strategies, designed to track various major equity indices. The strategies strive to balance tracking error to the relevant index with realization of taxable losses and deferral of taxable gains, with the objective of generating a higher after-tax return than a passive index fund.

Prior to Coldstream's acquisition of Genesee Investments in 2011, Darren was a Financial Analyst, Risk Analyst, and finally Senior Analyst at Genesee. Darren's primary role was due diligence and monitoring of current and prospective hedge fund investments, with a particular focus on quantitative analysis and risk management at both the fund and portfolio levels. Darren joined Genesee in 2004 after graduating from Pacific Lutheran University *summa cum laude* with degrees in Business Administration and Economics.

Darren was born in 1982 and holds the Chartered Financial Analyst® (CFA) and Chartered Alternative Investment Analyst® (CAIA) designations and is a member of CFA Institute, the CFA Society of Seattle, and the CAIA Association.

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.

The CAIA® designation is issued by the Chartered Alternative Investment Analyst Association, which describes it as the global mark of distinction in alternative investments. To qualify for membership and use the CAIA designation, CAIA Charter candidates must pass both the CAIA Level I and CAIA Level II exams (each typically requiring at least 200 hours of self-study) and meet education and work experience requirements.

### **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**

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. As co-manager of the Coldstream Tax Managed strategies, Darren receives additional compensation for client investment in these strategies. This activity gives an incentive to recommend investment products based on the compensation received, rather than on the client's needs. Clients are not required to invest in these strategies and can opt to limit or exclude investment in the strategies in their portfolios.

### **Item 6 - Supervision**

Mr. Ritchie is directly supervised by his Team Lead, Joe Cervantes. 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 Wealth Management Team for correction and/or realignment if warranted. The Chief Investment Officer is Howard Coleman, who may be reached at 425-283-1637, or at [howard@coldstream.com](mailto:howard@coldstream.com).