



**NEWS RELEASE:**

*Philanthropic Consulting Firm Has Good Year*

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ATLANTA, GA—Calvin Edwards & Company successfully concluded 2009 with a modest profit. Though less than prior years, the year's performance was solid. Founder & CEO, Calvin W. Edwards, said, "We are delighted to complete our ninth year of business in the black—particularly in this recessionary period. We are deeply grateful to our clients who continue to trust us to provide precise research and prudent counsel to support their giving decisions."

Upwards of 1,000 pages of meticulously researched work was created by the firm's 9-person staff. Each report was privately published as a bound volume. One of the firm's distinctive values is that it only reports research findings in written form that is subject to examination— not oral or PowerPoint presentations. These reports made about 650 precise recommendations to grantmakers to guide their giving and strengthen nonprofit organizations they support.

Several new clients were added during the year. These include Mr. Frank Bishop, former chief executive officer of the prominent investment firm, Investco; The Grove, the giving arm of Barnhart Crane and Rigging Co. in Memphis, TN; and, Mr. Eric Swartz, president of Roswell Capital Partners in Alpharetta, GA. Each of these has opened doors to very interesting research and analysis.

Mr. Edwards has a cautiously optimistic outlook on the future; he believes that with the recessionary trend stabilizing and credit freeing up, giving of wealth generated from major transactions is likely to trend up slightly.

In the 4<sup>th</sup> quarter, 2009, the firm's capacity to serve clients and grow was significantly strengthened with the addition of Dr. Jerry Regier as COO and consultant (see *News Release: Jerry Regier Joins Calvin Edwards & Company, October 12, 2009*). Recently, the firm's newest analyst, Todd Nichols, separated and will pursue other opportunities. He served the firm well, helping to develop its international expertise. The firm is well positioned to advise its existing clients and is concurrently seeking growth opportunities.

Calvin Edwards & Company is a consulting firm that provides philanthropic counsel to foundations, high net worth families, and government agencies. Using an extensive array of proprietary tools, it helps clients formulate giving strategies and renders professional advice; assesses giving opportunities in nonprofit sectors; evaluates organizations, programs, and grants worldwide; and designs and administers venture philanthropy projects. Since its founding in 2001, the firm has served about 70 clients. Based in Atlanta, GA, it advises clients across the United States and internationally.

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