

Case Study: JVM Realty Corporation

JVM allies with Millennium Trust to deliver alternative asset IRA solutions

High net worth investors may want to improve portfolio diversity and long-term return potential by including alternative assets, like real estate, in their portfolios. Millennium Trust provided JVM Realty with a self-directed IRA solution that allowed accredited investors to invest qualified assets in JVM real estate products. The solution helped JVM target a new market and add millions in assets under management.

The Challenge

Founded in 1975, JVM Realty specializes in the acquisition and management of multi-family properties throughout the Midwest. The company's reputation for integrity and excellence, in tandem with its achievements in real estate investment and property management, have attracted high net worth investors. Some prospective clients wanted to invest qualified retirement plan assets, so JVM needed to find an experienced trust company with a thorough understanding of the complexities of qualified alternative asset custody.

The Solution

JVM and Millennium Trust both are headquartered in Oak Brook, Illinois. The firms' proximity and reputations were catalysts for early discussions. Millennium Trust is one of the few independent trust companies that specializes in IRAs and provides custody for alternative assets. After reviewing Millennium's self-directed IRA solutions, JVM began referring clients and prospects. Millennium Trust helps JVM's accredited investors by:

- Establishing and maintaining individual client accounts,
- Facilitating investment transactions as directed,
- Tracking and reporting all investment activity in the account,
- Providing accurate and timely recordkeeping for the account, and
- Processing annual tax documents, like IRS Forms 1099 and 5498.

Millennium has met the operational due diligence standards of JVM's investors, and delivered best-in-class service and support to both JVM and its clients.

The Results

Since 2000, JVM and its clients have invested in more than 30 JVM real estate products through Millennium Trust self-directed IRAs. The solution opened a new market for JVM and helped grow assets under management. By late 2017, about \$20 million of JVM's AUM was held in self-directed IRAs at Millennium Trust. In addition, JVM executives say Millennium's insights regarding best practices in alternative asset custody have been invaluable.



INVESTED.

Client

JVM Realty Corporation

Industry

Multi-Family Real Estate

Services from Millennium

Alternative Asset Custody

There is no substitute for experience. Millennium Trust has provided alternative asset custody for qualified and non-qualified accounts for almost two decades. The company custodies a full range of alternative assets, including hedge funds, private equity and debt, real estate, real assets, commodities, futures, and marketplace loans.

Case Study: JVM Realty Corporation

We are your ally in the custody of investment assets — both traditional and alternative — to help you meet regulatory standards and high client expectations.

Service

Dedicated account managers help handle day-to-day custody and account maintenance responsibilities, so you can focus on growing your business with confidence. We don't just take care of the details, we look above and beyond to provide your business with exceptional service.

Access

Millennium Trust continues to expand access to custody services in the U.S. and internationally. Partnering with new platforms in new markets, we pride ourselves on adapting our solutions to meet evolving needs. Once on board, we've streamlined processes for setting up and managing accounts. Transparent quarterly reporting and regular data delivery to portfolio managers and account stakeholders help make the process fluid and flexible.

Expertise

Millennium Trust leverages our expertise in alternatives to provide specialized custody solutions for financial institutions and funds.

Our team of experts is at the forefront of understanding regulatory complexities, as well as the transparency needs of investors. We work with a wide range of financial firms — including hedge funds, marketplace lenders and private equity funds — and are committed to optimizing our custody solutions for your business needs.

ABOUT MILLENNIUM TRUST



Privately-owned trust company headquartered in Chicago area



Specializing in custody and retirement services



Over 1.2 million client accounts

More than \$26.6 billion assets under custody

Regulated by the State of Illinois

Established in 2000, Millennium Trust is an expert provider of custody solutions committed to the evolving needs of advisors, financial institutions, businesses, and individual investors. Millennium Trust empowers clients with trusted expertise, exceptional service and access to a wide range of custody solutions. Whether you are managing alternative assets, investment accounts or retirement funds, we are uniquely qualified to service your custody needs.

2001 Spring Road, Suite 700
Oak Brook, IL 60523

To learn more about how Millennium Trust can meet your organization's unique custody needs, visit us at mtrustcompany.com or call us at 630.368.5614.

This information is not an offer to sell or solicitation of an offer to buy an interest in any investment fund or the provision of any investment management or advisory services.

Millennium Trust Company performs the duties of a directed custodian, and as such does not provide due diligence to third parties on prospective investments, platforms, sponsors or service providers and does not sell investments or provide investment, legal, or tax advice.
©2019 Millennium Trust Company. All rights reserved.

CS 143
02/19