**Peck | Kula Investment Management Group**
Members of D.A. Davidson & Co. member SIPC

D|A DAVIDSON

Summer 2016

# Seasons

With school back in session, football banners flying high and the daylight slowly fading, one thing is certain: change.  Some parts of the world do not get to experience the full change in seasons like we do in the Midwest; not sure if they are the lucky ones or we are?  Regardless, we wanted to stay with this theme and highlight two changes; one is happening right before our eyes, the other happening later this year within our practice.

# "Jibe-Ho!"

On Thursday, December 31, 2015, the Theo T tanker left NuStar Energy LP's dockside facility in Corpus Christi, Texas, headed to an unspecified port in Italy.  It has been some 40 years since the United States has exported oil goods.

In 2014 the United States of America accounted for 23.3% of the global GDP[1]. What change could the exporting of oil have for the United States?  Dramatic. With the evolution of fracking, the United States has now become a global leader in oil production, and more than likely, barring any political changes, will become one of the global leaders in the exporting of oil and oil goods for years to come.  This, in our mind, is a positive or the United States, obviously from a GDP standpoint, as well as the fact that we continue to become ever closer to energy independence from the rest of the world.  The days of gas price wars truly are a thing of the past.

First Crude Oil Shipment in 40 Years Sails From U.S.

Tanker Theo T departing (courtesy Port of Corpus Christi)

[1] International Monetary Fund—2014

# Merger

We are excited to announce that effective October 1, the Peck-Kula Investment Management Group (PKIMG) will join forces with three of our longtime friends and colleagues in Lincoln: R.B. Lau, Hugh Lau and JoAnn Kreitman (the Lau Group), who are also longtime D.A. Davidson professionals. This is a decision that took many months to contemplate and we couldn't be more excited to be moving forward. Over the past 10 years as our practice has developed, so too has the complexity of our clients' financial situations. We feel the time has never been more important to broaden the scope of our services and experience.

This merger represents the pooling of the expertise of two highly-regarded private wealth management practices. We both serve affluent families through the day-to-day administration and management of family affairs as well as sophisticated, comprehensive wealth management and problem solving for multiple generations of families.

The merger of PKIMG and the Lau Group will bring additional financial, retirement, business and succession planning expertise to the combined Lau | Peck | Kula practice. It will also allow us to enhance current wealth management strategies and introduce new strategies for all of our clients.

PKIMG operates from our D.A. Davidson Omaha location at 10250 Regency Circle, Suite 500 (Phone: 402-898-4320) and the Lau Group operates from our D.A. Davidson Lincoln location at 1248 O Street, Suite 890 (Phone: 402-420-8500). Both groups will maintain these locations.

We feel this is a golden opportunity for our clients and the future of the Lau | Peck | Kula Financial Advisor Group. We are confident that we now have the deepest, most experienced and committed team either of our individual teams has ever experienced. All of the partners are industry veterans, with more than 100 years of combined experience serving clients – the senior members of the team with over 40 years apiece, and the junior members with 11 and 16 years of experience.

**How does this benefit you?**

By combining groups our clients instantly have access to more talent, expertise and depth in our team. This is true in all disciplines of our practice including investment strategy, financial, retirement, business and succession planning, and client service.

Another benefit is that each group will have a more impactful "succession strategy" in place, should something unforeseen happen to the members of either team. However, there is no plan for retirement or leave by any member, anytime soon.

Randy, Trevor, R.B. and Hugh are working hand in hand to expand the investment strategies of the combined teams. The new strategies are all designed to enhance returns and reduce risk over time and ultimately be customized to your specific goals. We look forward to combining our thoughts as well in our upcoming newsletters. We feel it is important to mention that confidentiality is paramount to us, as well as the Lau Group. You can rest assured that your information will remain confidential.

Without continual growth and progress, such words as improvement, achievement and success have no meaning.

**- Benjamin Franklin**

## Lau | Peck | Kula
## Financial Advisor Group

A member of D.A. Davidson & Co.

**Randy Peck, CWS®**
Vice President, Financial Advisor

Randy joined D.A. Davidson in October 2008, and was previously a branch manager for A.G. Edwards & Sons' Omaha office. He has been in the securities industry since 1976 and graduated from Nebraska Wesleyan University with a bachelor's degree in economics.

Randy is a Certified Wealth Strategist® (CWS®). He lives in Omaha with his wife, Laraine "Cookie." In his spare time, Randy enjoys spending time with their two grandchildren and playing golf.

**Trevor Kula**
Associate Vice President, Financial Advisor, Assistant Branch Manager

Prior to D.A. Davidson, Trevor formed a partnership with Randy Peck at A.G. Edwards & Sons. He transitioned from a career in golf to the investment industry in 2005. Trevor graduated from the University of Nebraska – Kearney with a bachelor's degree in geography.

Trevor lives in Omaha with his wife Kim, and their four children. Trevor is an active member of the community, including Suburban Rotary and serves on the board of directors at Ted E. Bear Hollow. He enjoys spending his free time outdoors and on the golf course.

**Ashley Reckinger**
Client Associate

Ashley currently holds her Series 7 license and is working towards her Series 66 license. Her program of study in college was business and marketing. Her career transitioned from property management to the securities industry, joining Randy Peck and Trevor Kula at D.A. Davidson in 2015. Ashley lives in Omaha with her son Nolan. In her free time, she enjoys reading and traveling.

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**R.B. Lau, CFP®**
Senior Vice President, Financial Advisor

R.B.'s work with his clients is enhanced by his extensive experience in the securities industry. He is a CERTIFIED FINANCIAL PLANNER™ professional who started in the industry in 1976. Most of his years were spent with A.G. Edwards & Sons, which was later acquired by Wachovia/ Wells Fargo. In 2009, The Lau Financial Group joined D.A. Davidson & Co.

R.B. holds a bachelor's degree in business administration with an emphasis in economics and finance from the University of Nebraska. An active volunteer, he has served past terms as President of the Lincoln Country Club, member of the Advisory Board of the Lincoln Community Foundation and Trustee of First Plymouth Church. He has been married more than 45 years to Jan and they have three grown children.

**Hugh Lau, CIMA®**
Senior Vice President, Financial Advisor

Hugh and R.B. Lau formed their partnership, the Lau Financial Group, in 2000, and together they moved their business to D.A. Davidson & Co. in 2009. Hugh earned the prestigious Certified Investment Management Analyst® professional designation in 2007, administered by the Investment Management Consultants Association and taught in conjunction with the Haas School of Business, University of California, Berkeley.

Hugh holds a bachelor's degree from the University of Iowa. Hugh has been active in volunteering for various community projects, and also has served on the Board of Directors for the Madonna Foundation. He has been married to wife Shannon since 2001 and they have a son, Alex, who was born in 2011 and keeps the couple very active.

**Jo Ann Kreitman, RP®**
Senior Registered Associate

Jo Ann joined the Lau Financial Group in 2004 beginning at A.G. Edwards & Sons. She holds both the Series 7 and 66 licenses and is a Registered Paraplanner℠. Her self-starting approach and innovative thinking bolster the Lau Financial Group's operations. Jo Ann either makes it happen or finds someone who can.

Jo Ann holds a bachelor's degree in business management from Doane College. She chairs the Stransky Concert Series and volunteers locally for community radio station KZUM, Lincoln Community Playhouse, and the People's City Mission. When not working Jo Ann and husband Royce can be found supporting various local arts, and enjoying life with their four grown children.

THE STRENGTH OF ADVICE®

"We are delighted to have these two great teams joining forces and working together to provide our clients with exceptional client service and advice," said Michael Purpura, President of D.A. Davidson & Co.'s Individual Investor Group. "I have no doubt that our clients will be equally pleased."

We look forward to the upcoming months as we have opportunities to introduce you to our new team, through communication, meetings and gatherings. In the meantime, if you have questions on anything, as always, do not hesitate to contact us.

Wishing you a fantastic fall,

Randy, Trevor and Ashley

**Peck – Kula**
**Investment Management Group**

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