

Accumulating Interest

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Invest in a Good Night's Sleep

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THE OFFICE WILL BE CLOSED ON THE FOLLOWING DAYS:

April 14
Good Friday

May 29
Memorial Day

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Sat-Sun CLOSED



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Is there a specific topic you would like for us to discuss? Don't be shy.

Contact us:

info@bandcfinancial.com

A Word from the Investment Department

The Importance of Estate Planning

by Sean Guldí

B&C Financial Advisors is committed to assisting our clients in all aspects of their financial lives. One important aspect of this planning is estate planning. We find many people are not proactive about this aspect of financial planning due to the desire for avoidance of our own mortality.

It is imperative to have a proper estate plan in place in order to provide structure to your financial life in the event you pass away or become incapacitated. This structure allows your family to focus their energy on grieving instead of being burdened with the excessive complications an unplanned estate entails. An estate plan can be simple or complicated, depending on your personal circumstance. The following are some general issues you may cover in your estate plan:

- Will
- Personal Representative
 - Medical Directive
 - Power of Attorney
 - Trust (if necessary)
- Beneficiary Designation

B&C Financial Advisors helps its clients review the various aspects of estate planning and categorize and discuss the information needed to speak with a reputable estate planning attorney. We then work with you and your attorney to ensure proper action is taken to put the estate plan into place.

I already have an estate plan in place – do I need to do anything?

If you have had a recent change in your life (birth of a child, death of a spouse, large increase in net worth, etc.), you may wish to review and evaluate changes to your plan. If your plan was put in place many years ago, there have been significant changes to the laws that may need to be taken into account.

One area of heightened concern these days is a person's digital life. The iPhone turns 10 years old this year. Each year, we are adding more and more to our digital life, and with that comes the burden of managing those "digital assets" after our passing. You should take into consideration the passwords you have for various sites, any websites you own, and any social media presence (Facebook, LinkedIn, etc.) and evaluate what you want to happen with those assets when you are gone.

In conclusion, if you have an estate plan in place, it may warrant a review to determine if it requires amending. If you do not have an estate plan in place, please contact us so we can help you get started and refer you to one of the reputable attorneys with whom we work. Call the office at 904-273-9850 or e-mail us at info@bandcfinancial.com (subject: Estate Planning) for more information.

A Word from the Investment Department

Should I Buy Company Stock? by Sean Guldi

Many companies as part of their retirement plan options allow for employees to buy company stock, whether through their 401(k) plan, and Employee Stock Options Plan (ESOP), stock options, Employee Stock Purchase Plan (ESPP), or through restricted stock units (RSUs). While this can be an attractive way to “invest in what you know” there are some issues that may arise depending on the level of concentration in one particular investment.

Your portfolio consists of two types of capital – Financial Capital and Human Capital. Financial Capital is investments such as stocks, bonds, ETFs, CDs, and cash. Human Capital is the income you earn over your lifetime. If your livelihood depends upon the health and growth of the company you work for you can think of that as having concentrated risk in one company. By over-investing in your company’s stock you may be taking on more risk than you planned for and lose control over the risk management of your portfolio.

The best (or worst) example of the risk of company stock is Enron. Many employees had a large portion of their net worth invested in Enron and consequently when the firm went bankrupt they lost not only their assets in the form of stock, but also their livelihood in the form of wages.

B&C Financial Advisors investment philosophy is one of diversification of assets and limiting risk. We do this in a rigorous time-tested fashion. However, if we are unaware of a client’s outside retirement or stock holdings then we are unable to provide accurate financial advice.

Please give us a call at (904) 273-9850 to discuss your current financial plan especially if you have an investment in your employer’s stock.

Jessica Schmidt, Assistant Investment Manager

There is a new face in the Investment Department! Please join us in welcoming Jessica Schmidt as an Assistant Investment Manager.

Jessica Schmidt joined the B&C Financial Advisors team after completing a finance internship with the firm. She is a recent graduate of Flagler College with a B.S. in Business and minors in Finance and Economics. Jessica is eager to begin her career at B&C and is working towards becoming a Certified Financial Planner™.

Jessica looks forward to getting to know all of our clients and helping them achieve their financial goals. In her down time, she enjoys enhancing her cooking skills, traveling, and spending time with her family, friends and pets.



B&C Welcomes Maisie Grace Guldi!



This January, the B&C family grew by one! Our Director of Investment Management, Sean Guldi, and his wife Mallory welcomed their daughter, Maisie Grace Guldi on January 28th. This is the couple's first child, and they are enjoying each moment with Maisie.

Maisie Grace Guldi

January 28, 2016

12:21 PM

8 lbs., 2 oz., 21.25 in.



Maisie getting some shuteye.



Maisie's first day on the job at B&C.



CCO Jacque Bos and Maisie meet for the first time.

Jacksonville University Brunch with Basketball Legends



From left: Elliott Hindman, B&C CEO Allan Cohen, Bruce Vorsanger, Mark Bonner, Mike Koppenhafer, Ed Lombard, Fred Pruitt, Debbie Pruitt and Marsha Haskew enjoy brunch at JU.

A morning spent eating a delicious brunch with six NBA legends - what could be better? B&C CEO Allan Cohen was able to enjoy this one-of-a-kind experience thanks to his alma mater, Jacksonville University.

On Saturday, February 4th, Allan and a table full of friends and colleagues spent the morning on the JU campus listening to six NBA Hall of Famers speak about their experiences and perspectives on playing basketball at the professional level. Allan enjoyed hearing the unique point of views presented by these players, including Rick Barry and JU's own Artis Gilmore. To learn more about JU Athletics, visit www.judolphins.com.

Client for a Cause

JESS STERNTHAL | ECKERD COMMUNITY ALTERNATIVES

According to the Adoption Exchange Association, there are about 14,000 children in foster care in the state of Florida¹. Working with children and families in the foster care system is not always easy, but many working in the field believe it's one of the most important causes in the United States today. B&C client Jess Sternthal is one of those people.

After graduating from West Virginia University with a bachelor's degree in Childhood Development & Family Studies in 2004, Jess began working at a residential program for at-risk youth. It was then that she realized that she was destined to work with children and families facing abuse, abandonment or neglect. Jess moved to Florida in 2006 and continued her work in the field, then began working at Eckerd Community Alternatives (ECA) in 2009.

ECA is a program of Eckerd Kids, one of the nation's largest nonprofit child and family service organizations. ECA is subcontracted through the Florida Department of Children and Families as the lead child welfare and foster care services in Hillsborough, Pasco and Pinellas counties. They work with the counties' respective sheriff's offices when there is a child in danger of abuse, abandonment or neglect.



Jess Sternthal, Senior Director of Operations at Eckerd Community Alternatives

When a child abuse report is called in, the appropriate agencies, usually the police and representatives from the Department of Children and Families, respond and gather all the data needed to determine if the case moves forward or not. In the event that the child is removed from the home following this investigation, the parents then have twelve months to rectify whatever issue warranted the child being removed from the home. These issues include, but are not limited to, domestic violence, addiction and parenting issues. ECA provides resources that families can use to provide a stable home so their child may be placed back into the home. If the parent(s) cannot display the proper behavioral changes, arrangements are then made to find permanent housing for the child.

As you can imagine, many of these cases are emotionally stressful and difficult for all parties involved. ECA seeks to deliver a sense of normalcy for children who are affected by this process. While ECA receives government funding, it can only go so far. The organization also relies on donations from the public to give children cell phones, prom dresses,



A beautiful day on the water with ECA and some of their clients.

es, sports gear for extracurricular activities, etc. Jess believes that children in foster care still deserve things other children their age get to enjoy. One way ECA raises money is through an upcoming golf tournament, held on Saturday, April 29th, in Palm Harbor, FL. To learn more about this program or to sign up as a participant or sponsor for the upcoming golf tournament, visit www.Eckerd.org/Golf.

For Jess, it is extremely important to give parents and children a second chance to be a family and to provide parents with the tools to be successful mothers and fathers. By working with ECA, she is able to make quality decisions that will lead to the betterment of society as a whole.

[1] "Florida Foster Care and Adoption Guidelines." Florida Foster Care and Adoption – AdoptUSKids. N.p., n.d. Web. 13 Mar. 2017.

Client for a Cause

DR. PETER SCHOLZ | UNIVERSITY OF NORTH FLORIDA ARCHAEOLOGY LAB

For B&C client Dr. Peter Scholz, retirement has afforded him a chance to explore one of his lifelong passions - archaeology. Born to Swiss parents in New Jersey, Peter returned to Switzerland at 8 years old where he lived until he returned to the U.S. to complete his medical training. After 30 years of active clinical practice as an academic cardiac surgeon at Rutgers-Robert Wood Jonson Medical School in New Brunswick, NJ, he retired to Ponte Vedra Beach.

As a lifelong learner, Peter saw his retirement as an opportunity to learn more about a field that had always interested him. For the past two years, he has been auditing archaeology and anthropology classes at the University of North Florida Archaeology lab, led by Keith Ashley, Ph.D., Robert L. Thunin, Ph.D., and Vicki L. Rolland, Ph.D.

The mission of the lab is to pursue scholarly research, education and public outreach in the field of archaeology, focusing on researching the prehistoric inhabitants of Northeast Florida. Even though many discoveries about local Native Americans' customs have been made over the last decade, little of this information has reached the public - but the team at the Archaeology Lab at UNF hopes to change that.



Dr. Peter Scholz, fourth from the right, onsite at an Archaeology Lab project.



Peter (right) working on a project site.

Members of the Archaeology Lab are currently working on four projects: the search for Fort Caroline, the Mill Cove Complex, the Mocama site and the Spanish Mission Santa Cruz de Guadalupini on Black Hammock Island. While these projects are certainly interesting, they are also of vital interest in today's world. Peter adds, "It is important for us to know about the past history of the area we live in, the people, their way of life and their environment. The appreciation of our rich heritage and other past cultures is bound to enrich our own lives."

For Peter, being able to return to one of his pastimes of his teenage years has been an enjoyable experience. As a college student in Switzerland, he would perform archaeological excavations in medieval castles - now, he has been able to research the St. Johns people, the Native American Indians who lived in Northeast Florida around a thousand years ago. Of particular interest to him is the discovery that the St. Johns people were involved in a long-distance, two-way trade network with the peoples of the Mississippian culture. Items like copper face masks, ear plugs and arrowheads made their way to Florida from modern-day Illinois, the Great Lakes region and the Appalachian Mountains.

The Archaeology Lab at UNF is preparing to host the Florida Anthropological Society's annual conference, where speakers will present some of the latest scholarly research and will educate the public about the people, places and cultures of the past in Florida. James Dunbar, an authority on Paleoindians of Florida, will be the keynote speaker. His topic will focus on underwater and wetland sites in Florida and the need for their preservation. The conference runs from May 5-7 at UNF. More information about the conference and the society can be found at <https://fasweb.org/annual-conference>.

To learn more about the Archaeology Lab at UNF or to donate to their cause, visit <https://www.unf.edu/archlab>.

Do you have a B&C client you'd like to spotlight for "Clients for a Cause"?
Email emma@bandcfinancial.com with your suggestions!

Keeping up with B&C



B&C employees Thomas Ellis and Emma Ambler both celebrated their birthdays in March!



Investment Manager Adam Oerther had a great (but chilly) weekend in Chicago in February!

“PUT ALL GOOD EGGS
IN ONE BASKET AND
THEN WATCH THAT
BASKET.”

- ANDREW CARNEGIE



Assistant Investment Manager Adam Howard shows off his catch during the 2017 Northeast Florida Wahoo Shootout!



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