

## Introduction –

In the first quarter 2017, investment veterans Gavin James and Don Plotsky founded Uinta Investment Partners, LLC (“Uinta”), a multi-family office, to finance and structure niche income-producing investments in private markets. Previously, Gavin and Don worked together at Western Asset Management, creating and delivering innovative financial products and solutions to institutional, wholesale and retail clients. With Uinta, they offer their expertise as stewards of long-term capital to other like-minded investors.

Named for the majestic Uinta Mountains, Uinta searches for unique opportunities typically ignored by larger asset management firms or difficult to access for individual investors. The Co-Founders’ insights and understanding of financial markets and sophisticated financial structures creates the opportunity to extract higher yields and returns from specialty real estate and finance opportunities. They partner with field experts who have repeatedly achieved substantial total returns by applying conservative business practices and scalable processes in pursuit of clearly defined objectives. Uinta’s first two funds are the Uinta Real Estate Fund LP (“Uinta RE”) and the Uinta Income Fund LP (“Uinta IF”).

## Our Investment Philosophy –

We believe that once you have wealth your primary focus should be on preserving and enhancing that wealth for you, for your family and for the causes and organizations that you believe in. We believe that successful investors are long-term investors, not traders or opportunists. We believe that investors need to look beyond the public markets and need to assess the risk and the reward of unique and sometimes arcane investment opportunities.

We believe that by forming strategic partnerships with these experts we can access unique opportunities at a reasonable cost. These people want us as partners because they believe that having us as partners will let them do what they do - better.

We believe that as investors, we need to look at every possible opportunity and subject each to our investment objectives:

- Preserve principal
- Generate income
- Create value

Once we believe in an opportunity and we believe that it meets our investment objectives, we make a long-term commitment to that opportunity. We believe that one of the best ways to enhance long-term returns, is to make long-term commitments.

We believe that wealth creation is driven by income. We seek investment opportunities that provide low risk of loss, high income and opportunity for long-term capital gains and/or value enhancement. Many of these opportunities are difficult to access and complex. We believe that we bring unique value add to our clients by pursuing and identifying these investment opportunities and by taking the time and effort to understand them and to create structures that make each accessible.

## **Why we do what we do –**

First and foremost, we are pursuing these opportunities for our own portfolios. We are both thirty year plus investment management professionals. We choose to do this because we believe that if we are willing to invest our time and effort, we can uncover unique investment opportunities that traditional investment advisors will never see or encounter. We research opportunities and we pursue partners in these areas that have quantifiable and demonstrable expertise.

## **We do business with people who believe what we believe –**

We are seeking investors and partners that share our beliefs and our vision.

- Investors that want income generating assets with low risk of loss, current income and opportunity for long-term value creation
- Investors that are willing to make long-term commitments and want access to developers and originators who have a history of creating value
- Investors that want to be introduced to and understand untapped areas of the market and want to achieve a predictable level of success rather than focusing on 'beating the market' or 'achieving what the market achieves.'

Over time, markets rise and fall. We seek investments that generate a predictable level of income and a predictable total return over the long-term.

## **Support –**

Our infrastructure is largely outsourced to professionals who do what they do exceptionally well. Our strategic partners are individuals and firms that are immersed in their respective field of expertise. We want partners that have a passion for what they do and who want our participation because of our unique expertise and our value-added contribution to their business. Each of our strategic partners values our investment philosophy and believes that we can provide a consistent source of capital, unique structures and committed and passionate investors. When we partner with a firm or a person, we are making a commitment. We will demand that they provide exceptional service and in return we will supply exceptional support. We have made and will continue to make strategic investments in our partners when and where appropriate.

## **The Uinta Edge –**

We seek to deliver a unique level of partnership and a unique portfolio of opportunities. We seek to do it with maximum transparency and maximum communication. We seek to deliver predictable results.

We seek inspired investors and inspired partners. We want our investors to know exactly what they seek from an investment and from an investment advisor. We expect our strategic partners to know exactly why they do what they do, how they do it and what their results need to be.

As accredited and qualified investors, each of our clients have each achieved financial success. They each bring unique expertise and a history of accomplishment.



We seek to learn from our clients, to have them expand our horizons and expand our investment opportunities. We want to extend our program beyond just investing, to learning and sharing and helping each other achieve our greatest possible success in every possible endeavor.

We focus on identifying unique or difficult to access investment opportunities. We do the research and identify strategic partners that have a clearly defined process and a track record of creating value for their clients. We commit capital over the long-term and focus on helping our strategic partners do what they do – better.

- We commit to people, not projects
- We commit our own capital
- We look for unique investment opportunities
- We create innovative structures
- We build long-term, mutually beneficial relationships with our strategic partners and with our investors

### **Strategy and Objectives –**

The firm focuses on identifying investment strategies that are non-correlated, produce attractive income with low risk of loss and enhanced returns.

Our objectives are to:

- Deploy capital in non-correlated strategies that offer the following characteristics
  - Low risk of principal loss
  - Significant income generation
  - Opportunity for capital gains and/or value enhancement

- We target stable double digit total returns
- We seek to mitigate downside risk through asset selection and strategic partner selection, focusing on income generating assets, and committing capital for the long-term
- We focus on investing, not trading
- We commit capital to our partners over the long-term

### **Risk Management –**

Capital preservation is our primary objective. We seek to mitigate risk by identifying unique investment opportunities that have an inherently low risk of loss. We seek strategic partners with specialized expertise in the market segment and a demonstrated history of creating value for clients. We diversify across multiple partners and multiple opportunities. Each investment opportunity generates significant cash flow and we can further manage risk through the effective redeployment of cash flows.

- Identification of unique, high returning investment opportunities with low risk of loss
- Strategic partnerships with industry experts to provide due diligence and oversight throughout the investment process
- Diversification of originators, managers and/or developers
- On-going monitoring
- Effective management and re-deployment of cash flows

## **Alignment of Interests –**

The Founding Partners each have a significant portion of their net worth invested in the Funds and related strategies, aligning our interests with those of our investors. We have provided the seed capital for each strategy, testing and vetting our ideas prior to offering it to clients.

The funds that we have launched reflect our view of where we believe there is value in the private markets today.

## **Uinta Investment Partners –**

Uinta Investment Partners was founded in Q1 – 2017 by Gavin James and Don Plotsky, each with over 30 years of institutional and individual investment management experience.

GAVIN JAMES,  
Co-Founder and Managing Partner

Gavin has 36 years of investment management experience as a leader, executive and portfolio manager. He served as the Chief Executive Officer of Western Asset Mortgage Capital Corporation (WMC), a publicly traded REIT sponsored by Western Asset Management. He was also Director of Portfolio Operations and Global Head of Client Service and Marketing at Western from 1998 through 2016. Prior to joining Western, Gavin was a portfolio manager at J.P. Morgan Investment Management (1990-1998), at Mellon Bank London (1987-1990) and at Drexel Burnham Lambert (1981-1987). He graduated from Kingston University, BSc (Hons), London.

DON PLOTSKY,

Co-Founder and Managing Partner

Don has 34 years of investment management experience as a business manager, product innovator and portfolio manager. He served as Head of Product Development and Product Management at Western Asset Management from 2002 to 2016. Prior to Western Asset Management, Don was Head of Global Client Service and Marketing at CDC Investment Management Corp. (1997-2002) and Portfolio Manager at Advisers Capital Management (1993-1997), Equitable Capital Management (1988-1993) and Hutton Risk Management (1984-1988). Additionally, he is a frequent writer for industry publications and speaker at industry events. Mr. Plotsky earned an MBA in finance and economics from New York University's Stern School of Business.

## Current offerings –

The Uinta Real Estate Fund – The Real Estate Fund focuses on value add opportunities in multi-family housing. We look for developers with a demonstrated history of value creation. We look for off-market properties with deferred maintenance and below market rents and, therefore, below market prices. We then work with our strategic development partners to enhance the property's value through upgrades to infrastructure, interiors and exteriors. We target 12 to 24 months to complete enhancements and stabilize the property at market rent. We expect the term of the fund to range from 5 to 10 years with income generation beginning in year 2. We target a 10 to 15% total net return over the holding period.

The Uinta Income Fund – The Income Fund will focus on opportunities in litigation finance. Litigation finance is a high yielding area of the market that has had little public exposure. We believe that litigation finance offers a compelling combination of high income, low risk of loss and enhanced total return. We have created a fund that addresses the administrative and structural challenges of these investments.

The fund will offer a cumulative preferred dividend of 2.5% per quarter



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Q1 2017

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