



July 14, 2021

Banyan's equity composite gained 18.6% through the second quarter of 2021 compared to the S&P 500's total return of 15.3% (click [here](#) for more details about our composite). The second quarter was quiet from a trading perspective. Liquidity and optimism are abundant. Opportunities are therefore sparse. Our search for sensible investments nevertheless continues unabated.

Given the quarter's quiet nature, we would like to take a moment to commend you, our clients. Not a single Banyan client panicked in a tumultuous 2020, although a few asked us to set aside modest amounts of cash. That is a testament to your long-term and owner-oriented mindset, which allows us to invest the *right* way. We are blessed to serve such a delightful bunch.

We would also like to thank you for your continued trust and confidence. As we promised clients prior to acquiring Banyan in a letter dated November 27, 2018,

“Managing your wealth is an awesome responsibility we welcome but do not take lightly. Your trust, which took decades to earn, can be lost in a moment, and your relationship with Banyan either weakens or strengthens with each investment and interaction. These realities will govern our every decision.”

Banyan served 64 clients then. Of them, only three have chosen to take their business elsewhere. That is three too many, but retention is rarely perfect. This most satisfactory result is largely a testament to the quality of clients Gary associated with, but we also take pride in this outcome. Your trust is Banyan's greatest asset. Yet, it is not transferrable or absolute. It must be continuously earned. This reality was not lost on us in November of 2018, and it is not lost on us now.

Due largely to your continued loyalty, Banyan's assets under management grew to \$176 million at quarter-end from \$103 million at the end of 2018 and \$54 million a decade ago. We are now privileged to serve 81 clients, many of whom belong to a handful of families. This is fitting. ***Building permanent wealth*** is a function of both returns and time, and the best way to get time on your side is to make it a multi-generational endeavor. For this reason, we are delighted to work with any client's child or grandchild, regardless of age or account size.

Turning to staff, we continue to run a lean shop with three full-time employees including Alek and myself. Charlene remains team MVP, as most of you can attest to. Her contributions are second to none. In addition, Charlene's daughter, Kerri, helps us on a part-time basis. Her contributions are most valuable. The Banyan team has also been busy studying. Kerri is nearing completion of her undergraduate studies, Alek will receive his MBA from Babson College in the coming weeks, and I received my Chartered Financial Analyst® designation in September of 2020.

On a more personal note, I married a beautiful Atlanta native, Amanda Estes, in June. The outpouring of congratulations has been stunning. Amanda and I appreciate your well wishes.

Lastly, all of us at Banyan would like to again thank you for your continued trust in us. Our job of **building permanent wealth** would be infinitely more difficult without clients like yourself. We welcome your phone calls and opportunities to meet in person as you deem appropriate. Please do not hesitate to reach out to our office.

Sincerely,

A handwritten signature in cursive script that reads "Drew".

Drew Estes, CFA
Partner & Portfolio Manager

A handwritten signature in cursive script that reads "Alek".

Alek Nabulsi
Partner