



## **Foster & Foster Acquires Wisconsin-Based Key Benefit Concepts and California-Based Demsey, Filliger & Associates** *Deals Will Further Extend Foster & Foster's Reach in the Midwest and West Coast Actuarial Consulting Markets*

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FORT MYERS, FL -- Foster & Foster Consulting Actuaries, Inc., a premier actuarial and health and welfare consulting firm based in Fort Myers, Florida which currently works with over 1,300 public pension and health and welfare plans in the United States, announced today that it has completed the acquisitions of Wisconsin-based Key Benefit Concepts, LLC (KBC) and California-based Demsey, Filliger & Associates, LLC (DFA). KBC and DFA have provided quality and cost-effective actuarial consulting services to public agencies for the past thirty-one and twenty-one years, respectively.

Foster & Foster's team of experts provide strategic guidance to a wide range of public sector organizations to help them forecast and navigate the economic perils of pension reform and other municipal cost-cutting measures to avoid or reduce the financial strains on the tax paying communities and the negative implications for millions of working men and women.

Both KBC's and DFA's core business focuses on performing Other Postemployment Benefits (OPEB) consulting, working with hundreds of public entities throughout their respective states and beyond. These acquisitions will enable Foster & Foster to broaden its OPEB consulting practice by expanding these services on behalf of a larger client base.

The deals follow a string of key acquisitions Foster & Foster has made in recent years including Beyer Barber in Pennsylvania, Rodwan Consulting in Michigan and last year's acquisition of Bartel Associates in California. The DFA professionals will join Foster & Foster's San Mateo, California office, while the KBC professionals will continue to operate from their long-standing Wales, Wisconsin office.

"These latest acquisitions further expand our footprint into the Midwest and West Coast actuarial markets, deepen our exceptional team of actuaries and bolster our health and welfare consultants -- bringing a wealth of experience in the public-sector." said Brad Heinrichs, Chief Executive Officer of Foster & Foster. "Foster & Foster has worked hard to become a national leader in providing actuarial services to public retirement programs. We are excited to collaborate with our new colleagues, to add to our California family, to finally have an office in the great state of Wisconsin, and to provide additional tools and resources to our ever-growing client base -- now numbering nearly 2,000 governmental entities across the country."

Linda Mont, founder of KBC said, "When seeking a partner to continue our services into the future, my husband and I were thrilled to find that Foster & Foster has a similar culture and operation which will make for an easy transition and ability to maintain the same quality controls, client attention and personalized services that we have provided for the past 31 years. Our decision was not based only on their significant actuarial talent, but also because they share our values to treat each client and coworker with integrity and respect. We know that they will honor our legacy by continuing to provide proactive, professional actuarial and consulting services as well as professional growth and enrichment to our employees for years to come."

Brian Demsey, founder of DFA said, “Foster & Foster is an outstanding actuarial firm that shares our number one mission --- to always put the interests of our clients first. We’re thrilled to join their team of actuaries who are passionate about the public sector and who consistently deliver high quality work for the folks we have dedicated over two decades to serving diligently. I have every confidence our clients will continue to see the same level of service and our employees will continue to grow under Foster & Foster’s leadership.”

### **About Foster & Foster**

Based in Fort Myers, Florida and founded in 1979, Foster & Foster provides actuarial pension and health and welfare consulting services to public, labor, not-for-profit and private organizations throughout the country. Foster & Foster seeks to maximize the benefits that can be afforded to police officers, fire fighters, electricians, painters, teachers, ironworkers, sheet metal workers, healthcare workers, carpenters, sanitation workers, teamsters, and other municipal, county, state and Taft-Hartley members across all trades. Foster & Foster’s client base consists of members who provide the essential services that communities around the United States depend on every day. For more information about Foster & Foster, please visit [www.foster-foster.com](http://www.foster-foster.com).