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In the Southeast, a 15-Year-Old TPA Sells

A TPA, third-party fiduciary, and recordkeeper in the Northeast has **snapped up** a 15-year-old TPA in the Southeast.

Today, **John Pinto**, president and CEO of **Pentegra**, **confirms** that White Plains, New York-based Pentegra has purchased Cornelius, North Carolina-based New Pinnacle Consulting Group, LLC (**NPCG**). The whole NPCG team, which serves more than 600 plans, is expected to stay on after the deal, which closed on Friday. Pricing and terms have not been publicly disclosed.

"This acquisition supports our strategic objective of expanding market share — particularly in the area of third party administrative and 3(16) fiduciary services for 403(b) plans," Pinto states. "Our combined brands and businesses mean increased scale, presence and relevance in a continually evolving industry."

"Our relationship with Pentegra will provide us with greater flexibility to meet the growing needs of our advisor-partners and plan sponsors, while capitalizing on the expertise that the Pentegra team offers," states **Gary Mauger**, co-founder and managing partner of NPCG.

"We're super-excited about joining here at the crossroads," **Matt Mintzer**, executive vice president at Pentegra, tells **401kWire**, adding that the Pentegra team has "the utmost respect" for Mauger and **Christine Dailey**, Mauger's fellow NPCG co-founder and managing partner. "It's a perfect fit for us as we continue to grow."

Dailey highlights Pentegra's "outstanding legacy as one of America's oldest independent fiduciaries" and says the deal offers "so many synergies in terms of culture, goals and values."

Pete D'Angio, national director of not-for-profit markets at Pentegra, adds that the deal "is a great fit" and "an important drive for [Pentegra's] future success in the 403(b) industry."

The Pentegra-NPCG deal comes 14 years after Pentegra's **first**

acquisition, which was followed by several others, including a couple also in the Carolinas.

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