Money in Motion with U.S. Institutional Investors

March 12, 2021

Executive Summary:

The “Money-in-Motion” analysis is based on the reported hiring expectations of institutional investors across a range of asset classes, including traditional and alternatives products and active and passive mandates.

Methodology:

Greenwich Associates’ 49th annual research with U.S. Institutional Investors is based on in-depth interviews conducted primarily through in-person interviews, and supplemented by telephone interviews and online surveys, between July and October of 2020. Respondents include 856 individuals from 704 of the largest tax-exempt funds in the United States. These U.S.-based institutional investors are corporate and union funds, public funds, and endowment and foundation funds, with either pension or investment pool assets greater than $150 million.

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