

Chickasaw Capital Management, LLC Realigns Leadership of U.S. Sales and Service Territories

December 21, 2020 — Chickasaw Capital Management, LLC will soon be realigning its U.S. sales and service responsibilities, according to Co-Founders Matt Mead and Geoffrey Mavar.

Chickasaw's leadership expressed excitement for the added efficiencies this move offers and the additional opportunities the move creates to broaden the education of institutional investors and consultants on the merits of the Midstream Infrastructure space.

This territory realignment will see Managing Directors Jim Johnstone, Ed Kelly and Steve Delarosa focus their coverage responsibilities more closely by geography rather than by institutional channel. "Johnstone, Kelly and Delarosa are already stationed in the southeast, northeast and west respectively and it just makes good sense to keep each one's activity and relationships more aligned by region rather than by channel," said Matt Mead.

Johnstone, Kelly and Delarosa previously focused on a variety of institutional investor channels and consultants across the entire U.S. Each is well known, and all three have decades of experience in the institutional space covering a wide array of institutional investors. "Having them focus more closely on relationships defined by geography will allow those relationships to deepen further and will create even timelier communication of updates and trends in the Midstream space," said Geoffrey Mavar.

According to Chickasaw leadership, overcoming 2020's many challenges including the pandemic and related travel/meeting restrictions proved eye opening as to how those challenges related to their sales and services processes. After a thorough review, 2021 now presents a perfect opportunity to further elevate the sales and service processes inside an already efficient organization.

"We adopted a robust virtual meeting platform to meet the immediate needs of investors, but once regular business travel and in-person meetings return, we want our team of professionals to have the most logical path to investors and them to us. From what's been told to us by investors and consultants as it relates to the need for true due diligence and channels of communication, the institutional investment world remains, at least in part, an in-person business," Mead said.

In addition to the distribution of this press release, investors will be receiving an announcement via email, which will include further details about their coverage, and they should look forward to being contacted in early 2021 by Messrs. Johnstone, Kelly or Delarosa.

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About Chickasaw Capital Management

Chickasaw Capital Management, LLC is a leading MLP investment manager serving institutions, financial intermediaries, and high net-worth individuals. The firm's investment professionals have been continuously involved with the MLP market since the early days of the structure and have played a direct role in the evolution of the MLP space — including their involvement with MLP IPOs and innovative capital funding techniques. The firm's leaders maintain longstanding relationships with MLP management teams, providing a strong foundation for their intellectual capital in this dynamic market.

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