

Banking & Financial Services

Boutique investment firm adds St. Louisan



Doug Rothermich, partner and wealth strategist at Fidelis Capital

FIDELIS CAPITAL

Fidelis Capital, founded in 2022 with headquarters in Tampa, Florida, wasn't looking to open an office in the St. Louis area.

But then Matt Ellis, co-founder and president of the wealth management firm, received an email last year from Doug Rothermich. He most recently was vice president of wealth planning strategies at TIAA-CREF (now TIAA).

"I get 50 emails a day from people who either want to be a vendor or somehow connect with us. I ignore all of them. But Doug somehow wrote an email that was so eloquent; it just caught my attention," Ellis said.



Matt Ellis, co-founding partner and president of Fidelis Capital

FIDELIS CAPITAL

Ellis phoned Rothermich and those conversations over time eventually resulted in Fidelis Capital hiring Rothermich as a partner and wealth strategist. He has three decades of experience working with ultra-high-net-worth clients and institutions.

“It matched up with what I was looking for; a boutique firm of like-minded people, seasoned professionals who are well-regarded and well-respected within the industry and also had this mindset of focusing so exclusively on every aspect of a client’s needs,” Rothermich said.

Fidelis, which is Latin for faithful, has 11 advisers and a total of about 22 employees. The boutique firm is specializing in working with families with more than \$25 million in assets. Fidelis does not want to have more than 25 clients per adviser, Rothermich said. The advisor-owned firm has built a team that collaborates on complex trust, estate, tax and credit issues, he added.

“I’m a strong believer that it’s hard to serve all of the needs of a wealthy family without the benefit of having the time to give them the attention that they need. At the large firms, all of us were seeing it’s just impossible to do that when planning professionals like myself have 200 and 300 accounts each,” he said.

In addition to Tampa and the St. Louis area, Fidelis has offices in Washington, D.C., Dallas; Charlotte, North Carolina, and Greenwich, Connecticut.

“It’s more important to get the right person than the right location,” Ellis said.

Rothermich received a bachelor of arts degree in business administration in 1984 from the University of Missouri-St. Louis. He earned his law degree in 1992 from Saint Louis University and was an associate attorney for five years at Bryan Cave Leighton Paisner, where he advised wealthy clients on estate planning and matters involving closely-held business interests.