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Institutional Investors Consulting Company (IICC)

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Leonard S. Chaikind founded Institutional Investors Consulting Company (IICC) in 1991 after retiring from the position of Treasurer for the huge Royal Dutch Shell Oil Company, having managed over US \$38 billion in corporate and major project investments for the oil company and for their pension plans. Len serves as the CEO and Chairman of IICC and is continually sharing his expertise “to make the world a better place to live in”. IICC is a “do good” highly entrepreneurial investment / merchant bank.

The mission of Len and his staff of experts at IICC is to assist, guide, and enhance a wide variety of global projects and institutional tax-exempt funds and trusts, such as pension plans, foundations, and endowment funds, for future growth, improving their performance through better understanding and in private (non-traditional) investments, and to become more efficient and cost-effective organizations. He created a number of non-profit organizations and funds for “our world” and has organized numerous conferences / workshops.

Len enjoyed a wide variety of positions with Royal Dutch Shell and the Shell Oil Companies from 1957 to 1991. After serving as the Finance Manager for both Shell Chemical and Shell Oil Products, he was appointed Regional Treasurer for Royal Dutch Shell in the Far East and Australasia working out of Shell’s head office in London. He coordinated large corporate financings for Royal Dutch Shell, was involved in a major project in Saudi Arabia, and headed up a group that evaluated Shell’s operations in Turkey.

When Len was the Administrator of the Shell Savings and Retirement Programs with responsibility for both the investment and administration of 4 major funds, about 50% of these funds were managed internally under the guidance of Len and his staff with the rest being outsourced to various investment managers and consulting groups. During this period, the Shell Funds were recognized by the industry to be one of the very best.

Len was very active in the tax-exempt industry being one of the key founders and the Vice-Chairman of the Committee on Investment of Employee Benefit Assets (CIEBA), the largest Corporate Pension Fund Group in the World. Len served as an active member of both the NYSE Institutional Investors Advisory Committee and the Commodity Futures Trading Commission Advisory Board (the CFTC is to the futures and derivatives industry what the SEC is to securities industry). Since his retirement from Royal Dutch Shell, Len has stayed very active working on many projects, along with creating tax-exempt funds (including health care, pension reform, and social security reform) and maintaining a strong presence in Washington, DC.

Len holds a MBA from Harvard Business School (1958), a BA from Harvard University in Economics (1953), and endless courses at universities such as NYU, CCNY, Columbia, and The New School for Social Research. Len graduated from the Loomis Institute in Windsor, CT (1949) and served in the US Navy (LTSG).

Len possesses a fantastic background in the financial world and in the Oil and Gas Industry and has a huge network of global contacts, including world leaders, corporate heads, and top political figures. Having lived in a number of places around the world and knowing the countries quite well, Len is actively working with a number of projects in Asia, the Middle East, and Latin America (particularly in the Caribbean). Some current projects will go worldwide, such as an innovative “waste conversion to energy...and other products” process.