

# AIMSE

**SHAPING A STRONG FUTURE** EMBRACE CHANGE



## CONFERENCE PROGRAM

AIMSE 2010 Fall Conference | September 23, 2010

The Westin New York, Times Square | New York City

AIMSE

AIMSE 2010 Fall Conference  
September 23, 2010

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# Conference **Agenda**

7:15 a.m. –  
5:30 p.m.

**REGISTRATION**  
Majestic Foyer | 5th Floor

7:15 – 8:15 a.m.

**CONTINENTAL BREAKFAST WITH OUR EXHIBITORS**  
Majestic Foyer | 5th Floor

8:15 – 8:30 a.m.

**WELCOME AND INTRODUCTION OF  
EXHIBITORS AND SPONSORS**  
Majestic Ballroom | 5th Floor

8:30 – 9:30 a.m.

**KEYNOTE SPEAKER**  
Majestic Ballroom | 5th Floor

Mary J. Miller  
Assistant Secretary for Financial Markets  
US Department of the Treasury

## **Description**

Mary John Miller serves as the Assistant Secretary for Financial Markets at the US Department of the Treasury. In that capacity, Assistant Secretary Miller advises Treasury Secretary Geithner on broad matters of domestic finance, financial markets, federal, state and local finance, and federal government credit policies. Mary will provide perspectives on:

- The state of the U.S. economy
- U.S. Treasury debt management
- Financial regulatory reform

9:30 – 10:45 a.m.

## GLOBAL CONSULTANT PERSPECTIVES

Majestic Ballroom | 5th Floor

### Moderator

Steve Dunn, Executive Vice President,  
Cohen & Steers Capital Management

### Speakers

Beth Henderson, Senior Investment Consultant,  
Rogerscasey (US)  
Janet Rabovsky, Senior Investment Consultant,  
Towers Watson (Canada)  
Dean Wetton, Founder,  
Dean Wetton Advisors (UK/Europe)  
Victor Zhang, Managing Director, Wilshire Associates

### Description

Firms looking to grow their business need to be “game on” in the U.S., as well as prospecting beyond our borders. We have assembled a panel of consultants that can speak to a cross-section of the major markets – the U.S., Canada, UK/Europe, and Asia. Hear what advice they’re giving their clients, as well as get your questions answered on where they see changes in asset allocation and investor appetites. Learn more about the growing DC market in the UK and Europe.

10:45 – 11:15 a.m.

## REFRESHMENT BREAK WITH OUR EXHIBITORS

Majestic Foyer | 5th Floor

11:15 a.m. –  
12:15 p.m.

## PLAN SPONSOR PANEL

Majestic Ballroom | 5th Floor

### Moderator

Kathleen Powers Dunlap, Barclays Capital

### Speakers

Tony Minopoli, Senior Vice President, Knights of Columbus  
Brian Rice, Investment Officer, CalSTRS  
Charles Van Vleet, Director Pension Investments,  
United Technologies Corporation

### **Description**

Hear leading plan sponsors and allocators discuss their current initiatives and investment programs. Learn how the portfolio mix is changing between traditional and alternative investments. What qualities are they looking for in a manager in their upcoming searches? Take the opportunity to ask the questions you have always wanted to ask.

**12:15 – 1:30 p.m.**

### **NETWORKING LUNCH & PRESENTATION OF THE FIRST FRIENDS OF AIMSE AWARD Broadway Ballroom | 3rd Floor**

### **Description**

Take this opportunity to sit with a plan sponsor or consultant with whom you were hoping to spend a little more time. It is a great opportunity to network with your fellow marketers as well.

**1:30 – 2:45 p.m.**

### **CONCURRENT SESSIONS**

#### **1. Capital Introduction Panel – Leveraging a Great Source of Investor Information**

**Imperial | 4th Floor**

*(geared toward alternative/Hedge Fund marketers)*

### **Moderator**

Larry Pokora, Senior Vice President of Investor Relations,  
Paulson & Co. Inc.

### **Speakers**

Alessandra Tocco, Managing Director,

Global Head of the Introduction Unit, JP Morgan

Noel J. Kimmel, Senior Managing Director,

Global Head of Prime Services, Cantor Fitzgerald

Carolyn Roth, Vice President, Morgan Stanley

### **Description**

Capital Introduction teams maintain relationships with institutional investor groups around the world, including funds of funds, family offices, consultants, private banks, insurance companies, endowments, foundations and pension plans. Their strong relationships can help you to stay informed and up to date on investor interests, strategy allocations, and industry trends.

These top Capital Introduction professionals will share their insights into the best ways to leverage their firms, the intelligence they gather on allocators, and the fundraising opportunities they provide for their clients.

## **2. Liability Driven Investing – A Multi-Asset Perspective** **Majestic Ballroom | 5th Floor**

### **Moderator**

Jack Boyce, Managing Director, PineBridge Investments

### **Speakers**

Charles Van Vleet, Director Pension Investments,  
United Technologies Corporation

Robert G. Burke, Senior Partner, NY Metro Business Leader,  
Mercer Investment Consulting

### **Description**

As DB plan sponsors continue to study or implement asset/liability matching to various degrees, there is more to the equation than just fixed income. Many strategies also have an “inflation hedge” or “growth” asset bucket. Learn how plan sponsors think as they pursue these strategies, what multi-asset portfolios are important to their implementation, and how to position your strategies as viable options for these programs.

**2:45 – 3:15 p.m.**

**REFRESHMENT BREAK WITH OUR EXHIBITORS**  
**Majestic Foyer | 5th Floor**

**3:15 – 4:15 p.m.**

**CONCURRENT SESSIONS**

**3. Becoming a More Productive Marketer  
by Leveraging Technology**  
**Majestic Ballroom | 5th Floor**

### **Moderator**

Niels Andersen, Principal, Altrinsic Global Advisors, LLC

### **Speaker**

Charles Gulden, General Partner, TIG Advisors, LLC

### **Description**

Learn how using technology can make you a more productive marketer and assist you in a new world where support resources are limited. This online demonstration will highlight some of the software and hardware technologies and internet resources crucial to survive in today's competitive fast paced environment. Essential tools for the mobile marketer will be featured.

### **4. Investing in 2010 and Beyond – Where is the Capital Really Heading**

#### **Imperial | 4th Floor**

*(geared toward alternative/Hedge Fund marketers)*

### **Moderator**

Chris Rae, Director of Marketing,  
S.A.C. Capital Advisors L.P.

### **Speakers**

Edgar Barksdale, Principal and CEO,  
Federal Street Partners

David Harmston, Partner and Head of US Due Diligence,  
Albourne Partners, Ltd

Marc Koslowky, Senior Analyst- Equities, Hermes BPK

### **Description**

With the volatility and competition in today's market increasing the demands on you, the investor relations specialist/marketer, a strong ability to understand and anticipate the needs of your investors has never been more crucial. This session will discuss the current trends you are looking for. Put your questions to those who are helping direct the flow of capital. Plain and simple, this session will provide you with the tools and intelligence necessary to excel in your role.

4:30 – 5:30 p.m.

**CONSULTANT PANEL**  
**Majestic Ballroom | 5th Floor**

**Moderator**

Maureen Decker, Managing Director, Head of Business Development, FAMCO

**Speakers**

Janice Fritz-Snyder, Director of US Manager Research, Towers Watson

Myles Gilbert, Senior Consultant, Cambridge Associates

Bridget McKenna, Senior Research Analyst, Segal Advisors

Reid Smith, Director of Private Markets Research, Evaluation Associates

**Description**

Join leading consultants for an open dialogue on the major issues we all face today. Benefit from the insights of the consultants in this no holds barred session that gives you the opportunity to ask probing questions. Each panelist will share insight on how to streamline your marketing efforts and develop productive relationships with their firm, and will share their one “best idea”.

5:30 p.m.

**CONFERENCE WRAP-UP**

5:45 – 7:15 p.m.

**COCKTAIL RECEPTION**  
**Majestic Foyer | 5th Floor**



## Program **Co-Chairs**



**Christopher C. Newman**  
**T. Rowe Price Associates, Inc.**

Chris Newman is a senior U.S. institutional sales executive for the Global Investment Services division of T. Rowe Price. Chris is responsible for institutional sales, with a focus on corporate and public pension funds, and endowments and foundations. He is a vice president of T. Rowe Price Group and T. Rowe Price Associates.

Chris has 21 years of investment experience, all with T. Rowe Price; he has been with the firm since 1989. Prior to his current position, Chris was a regional sales director for T. Rowe Price Retirement Plan Services, the firm's defined contribution plan subsidiary.

Chris earned a B.A. in business/economics from McDaniel College and an M.B.A. in finance from Loyola College. He has also earned the Chartered Financial Analyst accreditation and is a Series 6, 7, 63, and 65 registered representative.



**Jack Boyce**  
**PineBridge Investments, New York**

Mr. Boyce joined the firm in 2007 and is Co-Head of Global Institutional Sales. His primary responsibilities include America and Japan Institutional Sales and the Consultant Relations Group. Prior to joining PineBridge Investments, he was the Senior Vice President at GE Asset Management where he established GEAM's distribution efforts on a global basis and oversaw the firm's consultant relations team. Mr. Boyce has 27 years of investment experience, including nearly 13 years with Diversified Investment Advisors, an institutional investment firm based in Purchase, New York. He is a graduate of Merrimack College.

## Speakers & Moderators



**Niels E. Andersen**  
**Altrinsic Global Advisors, LLC**

Niels Andersen is a principal of Altrinsic Global Advisors and is responsible for client service and new business development. Altrinsic manages global and non-US equity portfolios for clients in Australia, Japan, North America, the U.K., and Europe. Prior to joining Altrinsic, Mr. Andersen was a vice president of American Century Investment Management responsible for relationships with institutional investors. Before American Century, he was Director of Institutional Business Development with Templeton Investment Counsel. Mr. Andersen holds a B.A. in Economics from the University of California at Berkeley, and a M.B.A. from the University of Chicago Graduate School Of Business. He also completed the Advanced Management Program at Templeton College, University of Oxford. Mr. Andersen holds the Chartered Financial Analyst and Chartered Alternative Investment Analyst designations.



**Edgar W. Barksdale, Jr.**  
**Federal Street Partners**

Ed is a Principal and Chief Executive Officer of Federal Street Partners, LLC.

**Professional Experience:** Prior to November 1999, Ed served as President and CEO of Northern Trust Global Advisors and Northern Trust Company of Connecticut. He was responsible for the “manager of managers” investment funds and advisory services provided to more than 200 taxable and tax exempt clients. Predecessor firms include RCB International, Inc. and RCB Trust Company, Inc. (which were acquired by Northern Trust in 1995) and Rogers, Casey and Barksdale, Inc., founded in 1976. Prior to 1976, Ed was a consultant at Dreher, Rogers & Associates, a co-founder of Callan Associates and a pension officer with General Dynamics.

**Education:** MBA degree in Finance from the Wharton School of Finance of the University of Pennsylvania (1968), BA degree in Economics from Duke University (1966).

**Affiliations:** Board Member of Duke University Management Company, Fairfield County Community Foundation, and Greenwich Roundtable. Chairman of the Investment Committee of Stamford Health System



**Robert Burke**  
**Mercer Investment Consulting, Inc**

Bob Burke, a senior partner and a director of Mercer Investment Consulting, Inc., is the New York Metro business leader for the investment consulting business. He had been US investment leader of Mercer's Financial Strategy Group, which provides integrated retirement financial management advice on the design, funding and investment of defined benefit plans.

Prior to joining Mercer in 2002, he worked for nine years in risk management and client service at three asset management companies, and spent ten years in corporate banking and real estate finance at Bankers Trust in New York and Tokyo. He served for 13 years in the US Navy aboard destroyers in the 6th and 7th Fleets, and as a political-military strategist on the Chief of Naval Operations staff and in the US Department of State.

Bob earned a BA from Yale University and a PhD from the Fletcher School of Tufts University.



**Maureen W. Decker**  
**FAMCO**

Ms. Decker is the Managing Director, Head of Business Development and oversees FAMCO's business development effort. She is responsible for both consultant relations and our direct institutional calling effort in the Northeast and Midwest. Maureen began her career in 1991 and spent two years at Pratt & Whitney as a Financial Analyst. In 1993 she began a seven-year tenure with Evaluation Associates as an Associate Consultant. In 2000, Maureen joined Deutsche Asset Management and spent two years as Vice President, Senior Client Service Officer. Prior to joining FAMCO, Maureen spent nearly nine years at Invesco Ltd. as a Marketing Director on the consultant relations team in New York. Maureen received a B.S. in Business Administration from Eastern Connecticut University and an M.B.A. in Finance from the University of Connecticut. Maureen has also successfully completed the NASD licensing series 65 exam and serves on the Board of Directors for the Association of Investment Management Sales Executives (AIMSE).



**Kathleen Powers Dunlap**  
**Barclays Capital**

In 2009, Kathleen joined Barclays Capital bringing nearly 30 years of institutional investment management experience. Previously, she was the chief marketing officer of a Chicago-based hedge fund and CEO of PrivateTrade, a company focused on trading secondary interests in private equity limited partnerships. Kathleen spent more than a decade as a managing director with Barclays Global Investors in San Francisco where she held leadership positions in sales, consultant relations and US marketing. Early in her career, Kathleen held positions with Merrill Lynch and Kidder Peabody. She holds a BS in Economics from the University of San Francisco.



**Steve Dunn**  
**Cohen & Steers Capital Management**

Stephen W. Dunn, executive vice president, is Cohen & Steers' director of institutional marketing. He is responsible for overseeing the marketing of Cohen & Steers' investment products to institutional investors and consultants globally. He has 20 years of investment experience. Prior to joining Cohen and Steers in 2005, Mr. Dunn was Director of Marketing at Essex Investment Management Company, LLC.

Mr. Dunn received his B.A. degree from Brown University and his M.B.A. degree from Babson College.



**Janice Fritz-Snyder**  
**Towers Watson**

Janice Fritz-Snyder has 21 years' investment industry experience, focused primarily in manager research and due diligence.

Prior to joining Towers Watson in 2004, Janice was the Director of U.S. Equities at Northern Trust (formerly RCB International), a manager of managers with specialization in emerging/ undiscovered managers. In this role Janice was responsible for hire- and fire-recommendations to the Investment Committee, was an integral part of fundamental and quantitative analysis in manager combinations within investment programs and headed the asset class team in all activities.

Janice entered the investment manager research field at Evaluation Associates, where she was a senior equity analyst and senior editor of Investment Management Profiles, a periodical

providing detailed descriptions of investment managers sold to the investment marketplace. She was then employed by Morgan Stanley, where she performed due diligence and was responsible for hire and fire recommendations to the Senior Investment Committee on external managers across asset classes participating in the firm's traditional and mutual fund wrap programs.

Janice is responsible for investment manager research and due diligence, primarily in U.S. Equities. She leads the ASK team members located in the region in an effort to identify top-tier, value-added investment managers and communicates the ASK team's views to consultants and clients.

Ms. Fritz-Snyder is a participant in the American Management Association, has a B.A. in liberal arts from Villanova University and an M.B.A. in international business from Schiller International University, London.



**Myles Gilbert**  
**Cambridge Associates**

Myles P. Gilbert is a senior research consultant at Cambridge Associates focused on high yield credit. He currently develops manager research and strategy across a broad range of credit markets including high yield bonds, bank loans, structured finance and distressed securities. His focus includes hedge funds, private equity funds and long only managers. Previously at the firm, Myles developed and implemented investment programs for institutional clients in alternative asset sectors including private equity, venture capital, real estate, energy and natural resource funds.

Before joining Cambridge Associates in 2007, Myles spent nine years as a Managing Partner at Ironside Capital Group/MF Private Capital, a venture capital and investment group affiliated with Manulife Financial. For the previous thirteen years, he was a corporate banking executive at Citizens Financial Group, the U.S. banking arm of The Royal Bank of Scotland, including four years as President and Chief Executive Officer of the bank's asset finance and leasing company.

Myles has been active in many community and civic organizations including the Boston Children's Museum where he was a trustee, a member of the Finance and Investment Committee, and chairman of the Governance Committee. He graduated from Wesleyan University in 1985 and received an MBA from the University of Rhode Island in 1991.

**Charles Gulden**  
**TIG Advisors, LLC**

Charles F. Gulden, CFA, General Partner, joined TIG in 2000 to oversee capital raising efforts and investor relations and continues in that capacity for TIG Advisors, LLC. Prior to joining TIG, Mr. Gulden was a Senior Vice President, Portfolio Management/ Research with Hansberger Global Investors, where he was responsible for the management of over \$750 million in client portfolios and management of HGI's European business. From 1989 to 1996, Mr. Gulden was with the Templeton organization, most recently as Vice President and Director in the research and portfolio management group.

Previously, Mr. Gulden was Director of Institutional Client Services at Templeton and also had overall responsibility for investment management relationships with individuals and family groups. From 1986 to 1989, Mr. Gulden was an institutional consultant with the SEI Corporation, where he was responsible for consulting and financial service sales to banking institutions in the Northeast. From 1985 to 1986, Mr. Gulden was a sales representative with Key Financial systems, a financial accounting and portfolio management software firm.

Mr. Gulden began his career in 1983 with Bankers Trust Company as a Trust Investment Administrator in the Private Client Group. Mr. Gulden received a Bachelor of Arts degree in both Economics and Political Science from Denison University. He holds the Chartered Financial Analyst designation, is a member of the CFA Institute, and a member of the New York Society of Security Analysts.



**David Harmston**  
**Albourne Partners Ltd**

David Harmston is a Partner and Global Head of Albourne's Client Group and previously head of US operational due diligence. His current responsibilities include overseeing business development and client service globally.

Harmston joined Albourne Partners Ltd in London in 2000, where he successfully managed the launch of the Village Web site. In 2001, he left the London office to set up Albourne America LLC in San Francisco where he remained until early 2007. He

then moved to Connecticut to open up an office for Albourne in Rowayton. Early in his career, Harmston spent four years at JP Morgan Investment Management (London).

Harmston received an MBA from the University of Cape Town in 2000 and is a member of CAIA.



**Elizabeth P. Henderson**  
**RogersCasey**

Beth Henderson leads a team of professionals that provides consulting services to a limited number of corporate and public pension plans, endowment funds, and financial intermediaries. She works together with the client to build the foundations for successful investment programs – a common understanding of the needs of the fund, a careful design of the investment structure, and close attention to manager selection and monitoring. Beth is a member of the Executive Committee, which sets the business initiatives for the firm, and the Investment Policy Committee, which is responsible for establishing the firm's position on key investment issues.

Prior to joining the firm in 1997, Beth was a Vice President and the Chief Compliance Officer at Bear Stearns Fiduciary Services, Inc. Her consulting responsibilities included client service, investment manager search, selection and monitoring, asset allocation, and trust and custody review. She was also responsible for drafting investment policy statements, evaluating fund investment practices, and researching investment products and strategies.

Beth received her B.A., with distinction, in History from the University of Virginia and her Juris Doctor degree, with honors, from the Catholic University, Columbus School of Law. She is a former member of the District of Columbia and Virginia Bar.



**Noel J. Kimmel**  
**Cantor Fitzgerald**

Mr. Kimmel joined Cantor Fitzgerald in September 2009 from JP Morgan Chase & Co where he served as the North American Head of Sales and Marketing in the Fixed Income Prime Brokerage division. Noel is a senior member of the CF & Co management team. While at JP Morgan, that division was comprised of fixed income securities prime brokerage, credit and interest rate derivatives intermediation, and foreign exchange and commodities prime brokerage. Prior to JP Morgan, Noel was a Senior Managing Director at Bear, Stearns & Co., where he was

responsible for Fixed Income Prime Brokerage Sales & Marketing and a member of the Prime Brokerage Operating Committee. At Bear, he also served as a member of the Senior Relationship Management Group, which focused on Bear's firm-wide effort to broadly cover the top hedge fund clients and better deliver the firm's resources. Prior to rejoining Bear Stearns, (where he began his career in 1989), Mr. Kimmel served in both management and trading roles at SAC Capital Advisors, Bankers Trust, and Fuji Securities. Mr. Kimmel earned a Bachelor Degree in Economics from Colgate University.

**Marc Koslowsky**  
**Hermes BPK**

**Bridget McKenna**  
**Segal Advisors**

Ms. McKenna joined Segal Advisors' New York office in 2005 as a research analyst. Her primary responsibilities include evaluation of asset management firms' products and capabilities across both traditional and alternative asset classes, assisting clients in the selection of investment managers, macroeconomic analysis, and developing financial models related to various projects such as manager selection and manager structure. Prior to working at Segal Advisors, Ms. McKenna was a risk analyst at Fidelity Investments Brokerage Company. Ms. McKenna is a magna cum laude graduate of Providence College, where she received a BA in Quantitative Economics and a minor in Mathematics and Honors Program graduate. She is also a Member of Economics Honor Society, Mathematics Honor Society and Student-Athlete Honor Society.



**Mary J. Miller**  
**United States Department of Treasury**

Mary John Miller was confirmed by the United States Senate to serve as the Department of the Treasury's Assistant Secretary for Financial Markets. As Assistant Secretary for Financial Markets, Miller will advise the Secretary on broad matters of domestic finance, financial markets, federal, state and local finance, federal government credit policies, lending and privatization. Miller will also serve as the senior member of the Treasury Financing Group and will coordinate the inter-agency President's Working Group on Financial Markets.



Miller spent 26 years working for T. Rowe Price Group, Inc., most recently as the director of the Fixed Income Division. She was a member of the firm's Management Committee and also held key investment management responsibilities on the firm's Asset Allocation Committee and as an officer of a number of fixed income mutual funds. Prior to joining T. Rowe Price, Miller was a research associate for The Urban Institute in Washington, D.C. Miller earned a B.A. from Cornell University and an M.C.R.P. from the University of North Carolina at Chapel Hill. Miller also has earned her Chartered Financial Analyst designation.



**Anthony V. Minopoli**  
**Knights of Columbus**

Tony joined the Knights of Columbus in 2005 and is responsible for the day to day management of the Knight's \$16.0 billion General Account investment portfolio. The Knights of Columbus has an internal investment staff of 12 investment professionals and this group manages \$14.5 billion of fixed income and \$500 million of preferred equity. The Knights of Columbus utilizes external managers for common equity, preferred equity and real estate. In his role as CIO, Tony is also responsible for overseeing the Knights' defined benefit pension plan, defined contribution plan and charitable assets, all of which are externally managed.

Prior to joining the Knights of Columbus, Tony spent 18 years at Evaluation Associates with the last 10 years in the role of Senior Consultant. Tony worked with a wide array of pension and foundation clients including Colgate-Palmolive, Bristol-Myers, Albertson's, Con Edison, M&T Bank, Teagle Foundation and Skadden, Arps, Slate, Meagher & Flom.



**Larry Pokora**  
**Paulson & Co. Inc.**

Larry Pokora is Senior Vice President of Investor Relations at Paulson & Co. Inc. where he is responsible for institutional marketing and consultant relations globally. Larry has over twenty years of industry experience. Prior to working with Paulson, he was Vice President of Client Service and Marketing at Chartwell Investment Partners from 2004-2006. Prior to this, he was the Director of Global Marketing at Brandywine Asset Management from 1998-2003, Managing Director, SEI Investments from 1991-1998 and Vice President, Mellon Financial Services from 1988-1991.

Larry is a past President of the Association of Investment Management Sales Executives (AIMSE) and in 2009 was named Marketer of the Year by Money Management Letter.



**Janet Rabovsky**  
**Towers Watson**

Janet has been with Towers Watson since 2001 and regularly consults with clients on their DB and DC needs. In addition to working with clients, Janet is also part of the global private equity and infrastructure research teams.

Prior to joining Towers Watson, Janet worked for the mutual fund company of a major chartered bank in Toronto where she was responsible for the development of a number of funds and portfolios, as well as manager selection and monitoring activities.

Janet performed a similar function for a major public sector fund management corporation in Melbourne, Australia, though her focus was limited to Global equities at the time.

Janet spent five years at an engineering firm and mining company performing various accounting, finance and pension related activities.

Janet has a B.A. in English from the University of Toronto and an M.B.A. from the Schulich School of Business (York University).



**Chris Rae**  
**S.A.C. Capital Advisors, L.P.**

Chris Rae is the current Director of Marketing at SAC. Prior to joining SAC in November 2008, Chris was a Managing Director of Client Relations at Chilton Investment Company from 2006 to 2008. Prior to that Chris was a Vice President at Goldman, Sachs & Co. working with the Equities and Fixed Income Divisions as a member of the Pensions Services Group providing institutional sales coverage for pensions, endowments, and foundations from 2003 to 2006. Prior to that Chris was also an Associate in Goldman's Investment Banking Division primarily covering natural resources and industrial companies. Chris received both his AM and BA in Philosophy from Stanford University and his JD/MBA from Duke University.



**Brian Rice**  
**CalSTRS**

Mr. Rice is an Investment Officer in the CalSTRS Corporate Governance Department and has been working in the governance group at CalSTRS for almost eight years. His main areas of focus at CalSTRS are environmental risk management, the CalSTRS activist manager portfolio, and CalSTRS corporate governance efforts in Asia. Mr. Rice has an MBA from the UC Davis Graduate School of Management and a bachelor's degree in Economics/Business from UCLA.



**Carolyn Roth**  
**Morgan Stanley**

Carolyn Roth is a Vice President on Morgan Stanley's Capital Introductions team within the Prime Brokerage division. She joined Morgan Stanley in 2007 after working for IBM as a software sales rep for Fortune 500 companies in the Bay Area. Carolyn worked for Goldman Sachs in New York for three years, splitting time between the Debt Capital Markets team (focusing on Latin America) and a structured bank loan desk. She received a BA in Government from Dartmouth College and an MBA from Harvard Business School.

**Reid Smith**  
**Evaluation Associates**

Reid is the Director of Private Markets at Evaluation Associates. He joined the firm in 2005 and has nine years of investment experience. Reid advises institutional clients on private markets investments including buyouts, venture capital, real estate, and other real asset and special situation investments. His responsibilities include meeting, monitoring, and assessing managers; directing client searches; and evaluating trends and developments in this space.

Prior to joining Evaluation Associates, Reid worked at General Atlantic Partners, a global private equity firm, where he was involved in investing across technology sectors. He also worked in the Bank Debt Group at Goldman Sachs and was an equity analyst at Value Line, an equity research firm. Reid is a CAIA designee. Reid received his MBA in Finance and Strategy from Northwestern University Kellogg School of Management and a BA from Southern Methodist University. Reid has his Chartered Alternative Investment Analyst and Series 65 License.

**Alessandra Tocco**  
**JP Morgan**

Alessandra A. Tocco is a managing director and global head of J.P. Morgan's Capital Introduction group, an offering within the firm's prime services business. Ms. Tocco is responsible for facilitating the introduction of the firm's hedge fund clients to an extensive network of qualified institutional investors. This includes but is not limited to developing strategic positioning, implementing capital raising solutions and providing support throughout the process.

Prior to this role, Ms. Tocco served as a director in the Capital Introduction group of ABN AMRO, where she specialized in the macro

and fixed income space. Ms. Tocco began her career at Morgan Stanley, where she managed the due diligence and section teams within the managed futures business from 1986 to 2002.

Ms. Tocco holds a B.S. from Mercy College. Outside the office she supports a number of local charitable and civic organizations.



**Charles Van Vleet**  
**United Technologies Corporation (UTC)**

Charles Van Vleet is a Director, Pension Investments for the United Technologies (UTC) Defined Benefit and Defined Contribution Savings Plan. His investment oversight includes real estate, fixed income, private equity and derivative-overlay structures.


Charles has been with UTC since September 2005 following Portfolio Manager experience in New York, London and Tokyo with Alliance Capital, Putnam and Warburg Pincus. He holds degrees in Economics and Political Science from UC Berkeley, Berkeley CA.



**Dean Wetton**  
**Dean Wetton Advisory**

Dean Wetton Advisory is a private consultancy founded by Dean in 2009. Its mission is to provide expert advice in pensions and investment management to professional investors, enabling institutions of all sizes to access a highly experienced team for a customised solution. Dean leads the company advice team, which advises pension plans, charities and investment managers on investment strategy and manager selection issues. The firm values direct and clear advice and believes that consultancies that bill on a time cost basis are incentivised to develop complex and often unnecessary advice. Instead, DWA believes in simplicity and pragmatism. It prefers to work on a value added basis, where clients pay in terms of the value added they receive.

Prior to founding DWA, Dean Wetton was Head of the Manager Evaluation Function at P-Solve, the investment consulting arm of the Punter-Southall Group. There he introduced a standardised research methodology and chaired the Manager Evaluation Committee, which coordinated and communicated the house views on investment managers and products. He advised both DB (Defined Benefit) and DC (Defined Contribution) pension fund clients on manager evaluation issues.



Before joining P-Solve, Dean was a senior member of Hewitt's Manager Research Team, leading the Hewitt global practice in usage and development of third party risk models. In addition, he was responsible for coordinating the European Private Equity research programme across Hewitt. He also worked on standardising manager research methodology and ratings across Hewitt globally. He joined Hewitt from its South African affiliate at the time, Fifth Quadrant Actuaries and Consultants.

Throughout his consulting career, Dean has advised clients in the selection of investment managers and the combining of investment managers across both traditional and alternative asset classes to build efficient portfolios.

Dean graduated from the University of Natal (South Africa) with a BCom (Hons) degree in Business Administration and subsequently obtained his MBA from the Wits Business School (Johannesburg). He is a CFA charter holder.

**Victor Zhang**  
**Wilshire Associates**

Victor Zhang, a managing director with Wilshire Associates, joined the firm in January 2006 and has 14 years of industry experience in asset allocation, manager research, portfolio management, and wealth management. As Head of Investments for Wilshire Funds Management, Mr. Zhang leads the overall investment activities of the group, including manager search and portfolio management. Mr. Zhang also chairs the Wilshire Funds Management Investment Committee. Prior to joining Wilshire Associates, he served as Director of Investments and other senior investment positions with the leading multi-family office firm Harris myCFO Investment Advisory Services, a subsidiary of Bank of Montreal. Mr. Zhang advised on all investment issues, including asset allocation, manager research, portfolio construction, and risk management for large family offices in the country.

Previous to Harris my CFO, Mr. Zhang was a Senior Investment Consultant with the global services firm Ernst & Young, LLP. He earned his BA in Business Economics from the University of California, Los Angeles.

# AIMSE

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## Conference Exhibitors



### Callan Associates

Founded in 1973, Callan Associates Inc. is one of the largest independently owned investment consulting firms in the country. Headquartered in San Francisco, the firm provides research, education, decision support, and advice to a broad array of institutional investors through five distinct lines of business: Fund Sponsor Consulting, Independent Adviser Group, Institutional Consulting Group, The Callan Investments Institute, and the Trust Advisory Group. Callan employs more than 170 people and maintains four regional offices located in Denver, Chicago, Atlanta, and Florham Park, N.J.



### Carne Group

Carne is the leading business advisor to the investment funds industry, with offices in London, New York, Dublin, Luxembourg, Cayman Islands, Geneva and Dubai. It advises many of the largest Alternative fund groups on launching UCITS and other regulated funds as well as on re-domiciliation's. Carne works with the worlds leading traditional and alternative asset managers, private banks, family offices and investment banks.

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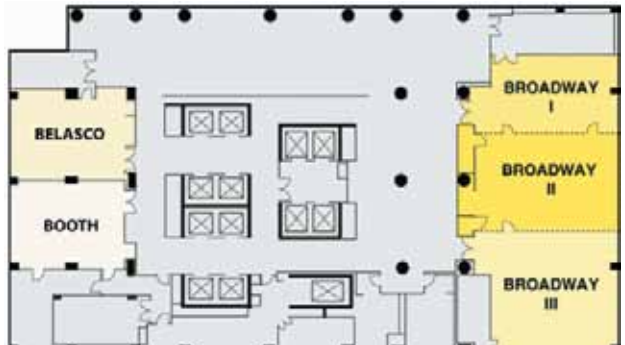
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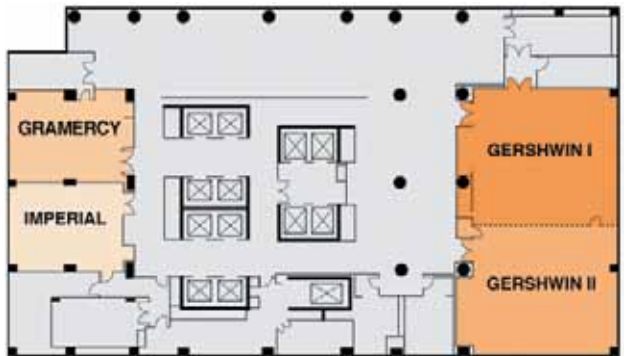


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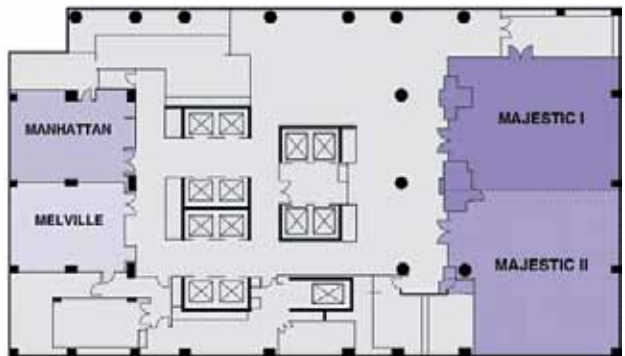
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