

Session Descriptions and Speaker Bios

Your Hosts

Steve Schueth is President of First Affirmative Financial Network and lead producer of The SRI Conference – on Sustainable, Responsible, Impact Investing. For over twenty-five years, Mr. Schueth has been a nationally recognized authority, consultant, and resource to the responsible investment industry. He served eleven years as a director of US SIF: The Forum for Sustainable and Responsible Investing, seven years as chair of the board. An SRI Service Award winner in 1998, his background includes eight years with Calvert and three years as Director of Development at The Wharton School, University of Pennsylvania. Mr. Schueth (pronounced “Sheeth”) currently serves as a director of two non-profit organizations: The Alliance for Sustainable Colorado and Americans for Nonsmokers Rights.



Alex Lamb is a Managing Director at New Summit Investments and directs research and product management for the Private Market Impact Fund. Mr. Lamb has over a decade's experience with the integration of Environmental, Social, and Governance (ESG) impact considerations into business value creation and risk mitigation. At Ernst & Young LLP, and previously as Vice President for North America at Trucost, Alex worked with corporate and investor clients on the integration of ESG factors into core strategy and due diligence. As a corporate sustainability analyst at KLD Research & Analytics, he assessed the ESG performance of corporations for institutional investors and partnered with *Newsweek* magazine on the inaugural Newsweek Green Rankings. He holds a BA from Hampshire College and an MBA from Pinchot University. In 2009, he co-founded BASIC (Building a Sustainable Investment Community).



Smart Beta: Is ESG Smart Enough?

Speakers: Tom Kuh, Karina Funk, Conor Platt

“Smart beta” strategies attempt to deliver an enhanced risk/return profile over conventional market cap weighted indices by using alternative weightings based on measures such as volatility and dividends. In this session, experts will explore whether environmental, social, and/or governance metrics can be considered reliable alternative investment factors. If yes, what data is material? If not, how does the space need to evolve?

Thomas Kuh, PhD, is Executive Director and Head of Head of ESG Indexes at MSCI. He is responsible for managing MSCI's family of Sustainability, SRI, Environmental, and Global Norms indexes. He joined MSCI in 2010 following the acquisition of the RiskMetrics Group, where he was also Head of ESG Indexes. He joined RiskMetrics in 2009 through the acquisition of KLD Research & Analytics. During his 17-year career at KLD, Dr. Kuh held a number of positions, ending as Managing Director of KLD Indexes. Prior to KLD, he was a Professor of Economics at Simmons College and a Teaching Fellow at Harvard University.



Karina Funk, CFA, is co-portfolio manager of the Brown Advisory Large-Cap Sustainable Growth strategy, and Head of Sustainable Investing at Brown Advisory. She joined Brown Advisory in 2009 and has extensive investment experience spanning early-stage ventures to debt and public equities. As co-manager of a large-cap growth equity strategy, Ms. Funk practices a philosophy focused on "performance first" investing at the intersection with positive drivers of long-term sustainability. She was previously an equity research analyst for Winslow Management Co, a principal at Charles River Ventures, and an investment manager at the Massachusetts Renewable Energy Trust.



Conor Platt is Co-Founder, Chief Executive Officer, and Chief Investment Officer of Etho Capital. He is also the Founder and Chief Investment Officer of Confluence Capital Management, which has run a private investment partnership, Confluence Capital, LP since 2008. Previously, Mr. Platt worked at Brown Brothers Harriman on the Portfolio Strategy team upon earning his MBA from the Tepper School of Business at Carnegie Mellon University. He was an analyst at Morgan Stanley in New York after receiving his B.S. in Finance with honors at Carnegie Mellon University.



Beware the Disruptors

Presenter: Tom O'Shea, CFA

Technology and automation are quickly changing our world. This is especially true for the financial services industry. In this session, Tom O'Shea from Cerulli Associates, will help us see the disruption that will quickly be upon us and understand how algorithmic processes are changing the way advisors interact with clients. It's time to re-think the advisor-client value proposition.

Tom O'Shea, CFA, is Associate Director of Cerulli Associates where he heads the managed account practice and researches the digital advice market. Mr. O'Shea has over twenty years of experience in the financial services industry. Prior to joining Cerulli, he was an Investment Product Manager at Fidelity's Global Asset Allocation Division (GAA), worked on the development of Fidelity Personalized Portfolios and the creation of the Breckenridge Municipal Portfolio. Before GAA, led the team that developed Fidelity's Separate Account Network for registered investment advisors and partnered with Envestnet to create Managed Account Resources, a UMA platform for RIAs. Mr. O'Shea started his career at Fidelity as a product manager in Fidelity's retail organization working on the creation of Fidelity.com. He earned a BA from Harvard College and an MBA with a concentration in finance from the Carroll School of Management at Boston College.



Fixed Income's Expanding Impact in an Ever-Changing Investment Environment

Speakers: David Sand, Rob Fernandez, Jessica Brooks

Fixed income plays a vital role in almost every investment portfolio — including those that integrate ESG factors and seek positive impact. In this session, panelists will explore a diversity of perspectives for managing this asset class across public and private applications. How has the space evolved in recent years, and what do we see coming down the road as we look three years into the future? How do impact and sustainability factor into the fixed income portfolio equation?

Charles Sandmel is a Senior Fellow with the Intentional Endowments Network. A pioneer in the integration of sustainability and fixed income investor for twenty-five years, his current focus is supporting wider bond investment in green infrastructure projects in furtherance of the COP21 goals through the development of ISO-type standards for green bonds. Most recently, Mr. Sandmel worked as a Portfolio Manager at Shelton Capital Management, advancing their green bond strategies. From 1998 to 2014, he was an Investment Advisor Representative of First Affirmative Financial Network where he managed bond portfolio for individuals and institutions. Previously, he managed bond portfolios for Ambac Indemnity Corporation and Liberty Mutual Insurance. A past Chairman of the Municipal Analysts Group of New York, Mr. Sandmel began his career as an economist and policy analyst with the City of New York and did municipal bond analysis at Paine Webber.



David Sand is Chief Impact Investment Officer and Chief Investment Strategist at Community Capital Management. He is primarily responsible for business development and creating new products to meet the needs of existing and future clients. Mr. Sand has more than 30 years of investment management experience and is a trailblazer in the socially responsible / impact investing arena. In 1994, he co-founded Access Capital Strategies and served as its President and Chief Investment Officer until 2010. He pioneered the development of market-rate,



fixed income impact investments for institutional investors. He has worked as a consultant to Community Development Financial Institutions (CDFIs), non-profits, and social enterprises. He serves on the board of New York Advisory for Enterprise Community Partners, Croatan Institute, and Aeris. He is a former director of US SIF: The Forum for Sustainable and Responsible Investment.

Jessica Brooks came to Boston Community Capital from The New York Times where she was in charge of online community development and affiliate management. She contributes a broad range of experiences in private, public and nonprofit arenas, based in both communications and in financial services. She works closely with the organization's external constituents maintaining relationships with investors and donors, raising new funds, and organizing events that showcase BCC borrowers and portfolio companies. Ms. Brooks' prior experience includes positions as a securities trader on Wall Street, and at Safe Horizon, a nonprofit organization providing services to battered women and other crime victims. She is former chair of the Board of Directors for The Food Project, the Boston chapter of Social Venture Partners, and Cascap, a nonprofit organization providing affordable housing and support services for people with special needs. Ms. Brooks is a graduate of Brown University, serves on the Brown University President's Committee on Relations with Tougaloo College, and is a 2007 alumna of the Boston Center for Community and Justice's LeadBoston program.



Robert Fernandez, CFA, is Vice President and Director of ESG Research for Breckinridge Capital Advisors. Mr. Fernandez leads Breckinridge's ongoing ESG integration efforts, regularly contributes thought leadership, and performs corporate credit analysis. He has been with Breckinridge since 2010 and has over eighteen years of research experience. Previously, Mr. Fernandez was a senior research analyst at Opus Investment Management. He began his career in credit research at State Street Bank & Trust Co. as a participant in its commercial loan officer development program. He has also held commercial credit analyst positions at Cambridge Savings Bank and Eastern Bank. Mr. Fernandez serves as treasurer and board member of the CFA Society Boston, Inc., as a member of the Investment Committee for the United Way of Massachusetts Bay, and as a member of the advisory board for the CECP Strategic Investor Initiative. He is a member of the CFA Institute and is an FSA Credential holder.



Impact in the Public Markets: The Critical Nature of Corporate Disclosure

Speakers: Sanford Lewis, Veena Ramani, Natasha Lamb

Investors interested in positive impact have heightened needs for corporate disclosure on issues such as environmental impacts and human rights. What is the range of tools available for promoting and elevating the best practices in public company disclosures? Shareholder proposals are one important tool. However, there is a bill pending in Congress (the Financial CHOICE Act) that would virtually eliminate the right to file shareholder proposals. How is the investment community fighting the threat to shareholder rights? How can we keep advancing a proactive agenda, using all available rights and leverage to improve corporate disclosure?

Sandford J. Lewis, JD, is an attorney with over 30 years of experience in public policy related issues, including environmental law, securities law, and public policy campaigns. He is a leading national expert on corporate duties of disclosure of environmental and social issues in securities filings. Mr. Lewis is a member of the Network for Sustainable Financial Markets, and former Board member of CERES and Communities Concerned About Corporations. He is also the producer and editor of video productions, including *Contaminated Without Consent*, *The Truth About Cats, Dogs & Lawn Chemicals*, *Off the Books! Environment & Human Rights*, and *20 Years Without Justice: The Bhopal Chemical Disaster*. Mr. Lewis was the founder and director of the Good Neighbor Project for Sustainable Industries, a project of the nonprofit Tides Center, and a part-time instructor of Environmental Law in graduate programs at Tufts University and UCLA. He was attorney and lobbyist for the Massachusetts Public Interest Research Group from 1983 to 1986 where he coauthored a Massachusetts hazardous waste cleanup ballot initiative supported by a landslide vote of 74% of voters in November 1986. He was also a leading advocate for numerous Massachusetts laws and regulations, including the state Superfund and hazardous waste management rules.



Veena Ramani is the program director of the Capital Market Systems program at Ceres. As part of her role, Ms. Ramani leads Ceres' work on critical market levers that will help scale the transition to sustainable capital markets, including governance systems that allow for effective board sustainability oversight. She also oversees Ceres' work on sustainability disclosure. Ms. Ramani authored the report, "View from the Top: How Corporate Boards Can Engage on Sustainability Performance," which identifies key strategies for effective board engagement that can produce tangible environmental and social impacts. From 2006 to 2015, she managed relationships with a wide portfolio of Ceres Company Network members, including the financial services sector and the electric power sector. She worked with boards and senior company management on opportunities to integrate sustainability into their business structures and decision making, including policy and program development, disclosures and stakeholder engagement processes. Prior to Ceres, Ms. Ramani worked as a management consultant with CDM, an environmental consulting firm and focused on providing a variety of sustainability services to clients in the public and private sectors. She also spent three years with Integrative Strategies Forum, a Washington, D.C.-based nonprofit organization working on developing national and international policy solutions on sustainable development, building consensus and coalitions among civil society groups, and lobbying government representatives. Before that, Ms. Ramani practiced law in India.



Natasha Lamb is Managing Partner, Director of Equity Research & Shareholder Engagement for Arjuna Capital. She works to integrate Environmental, Social, and Governance (ESG) factors into Arjuna's investment process while engaging major corporations to improve their performance through shareholder advocacy. Previously, Ms. Lamb was Vice President, Shareholder Advocacy and Corporate Engagement, and an Equity Analyst at Trillium Asset Management. She has been profiled in *Forbes* and the *Boston Globe*, while her work has been featured in *Rolling Stone*, the *Economist*, the *Wall Street Journal*, and the *New York Times*, as well as on NPR and CNN. In 2016, Ms. Lamb received the Upstart Business Journal Upstart 100 Award and the Aiming High Award from *Legal Momentum* for pioneering a shareholder campaign on gender pay equity. Her 2014 landmark negotiation with ExxonMobil led to the company's first public report on global warming and carbon asset risk. Ms. Lamb is a trustee of The Food Project and Chairman of the Crane Institute of Sustainability, host to the Intentionally Designed Endowments Network. She teaches sustainable investing at Pinchot University and holds an MBA in Sustainable Business from Pinchot.



What's an Investor to Do About Climate Change?

Speakers: Leslie Samuelrich, Erin Kerr, Jeff Gitterman

More and more people across the business and political spectrum are realizing the potential negative ramifications of climate change and are becoming concerned about federal policy rollbacks. Increasingly, investors are asking their advisors about this issue and looking for ways to act on their concerns. Are you prepared for this conversation? Learn more about the investment risks of climate change, how other firms are approaching the conversation with clients, and how you can provide constructive guidance. Please bring your ideas and questions for this interactive session.

Leslie Samuelrich leads Green Century Capital Management, focusing on the firm's current and emerging investment strategies, business development, and impact investing program. She is a frequent speaker on impact, gender-lens, and environmentally sustainable investing. Prior to joining Green Century, Ms. Samuelrich served as the Chief of Staff at Corporate Accountability International and Executive Director of Green Corps. She earned a BA in economics from Boston College and currently serves on the Board of Directors for US SIF: The Forum for Sustainable and Responsible Investing, the membership association for professionals, firms, institutions, and organizations engaged in sustainable, responsible, and impact investing. She also serves on the Advisory Board of the Intentional Endowments Network and is a member of The SRI Conference Agenda Committee.



Erin Kerr, CFA, is a Portfolio Manager and Chief Compliance Officer at Choate Investment Advisors. As a Portfolio Manager, Ms. Kerr focuses on investment research and works closely with clients to provide tailored solutions for their wealth management needs. As Chief Compliance Officer, she is responsible for developing and managing all compliance initiatives to ensure that the firm and its employees are complying with relevant regulatory requirements and



internal policies and procedures. Ms. Kerr is also a member of Choate Investment Advisors' Sustainable, Responsible and Impact Investing Committee. She earned an MBA from the Boston University Questrom School of Business with dual concentrations in finance and strategy and business analysis. While attending business school, she worked in development at Boston University School of Law, specializing in cultivating long-term relationships with donor constituents. She also holds a BA in International Relations and an emphasis on European Political Economy from Boston University. She is a member of the Boston Security Analysts Society.

Jack Robinson joined Trillium in 2015 as Vice Chair. He has over three decades of experience working in the field of sustainable and responsible investing. In 1983, Mr. Robinson founded Winslow Management with the mission of providing green investment services to individual and institutional clients. Winslow began to focus exclusively on green investing in 1991. Under his leadership, the firm developed a unique growth investing style and became widely recognized as a leader in the green investing field. In 2009, Winslow merged with Brown Advisory, where Jack served as Partner, Portfolio Manager, and Head of Sustainability Strategies before joining Trillium. Mr. Robinson serves on the Board of Atlantica Yield (NASDAQ: ABY) and as a Trustee of Suffield Academy, where he chairs the Investment Committee. He also serves on the advisory boards of Bambeco LLC, E|F|W (Energy, Food & Water) LLP, as well as for the American Council for Renewable Energy (ACORE), Rhode Island Governor Gina Raimondo's Sustainability Working Group, and the Brown University Library. Previously, Mr. Robinson served on the board of directors of Spartech Corporation (NYSE:SEH) where he founded and chaired the sustainability committee, Jupiter Global Green Investment Trust and the Jupiter European Opportunities Trust. He's participated on the environmental advisory boards for the University of Massachusetts and the University of Michigan. He and his wife divide their time between Boston and Rhode Island, where they have built a carbon-neutral home featuring energy efficiencies, geothermal, thin-film solar, and a program for native habitat restoration and organic gardening.



Jeff Gitterman, AAMS, is a co-founding partner of Gitterman Wealth Management, LLC, and a thought leader in the field of Sustainable, Impact, and ESG Investing. He is the creator of the firm's SMART Investing and Portfolio Services (*Sustainability Metrics Applied to Risk Tolerance*)™, which offers clients and other financial advisors investment opportunities in the ESG (Environmental, Social, and Governance) arena. Mr. Gitterman is the author of *Beyond Success: Redefining the Meaning of Prosperity*, and an Associate Producer of the feature documentary film, *Planetary*. Over the past several years, he has been featured in *Money Magazine*, *CNN*, *The Wall Street Journal*, *Financial Advisor Magazine*, *London Glossy*, *New Jersey Business Journal*, and *Affluent Magazine*, among others. In 2004, he was honored by *Fortune Small Business* magazine as "One of Our Nation's Best Bosses." Mr. Gitterman also serves on the Board of Directors for the Child Health Institute of New Jersey at Rutgers Robert Wood Johnson Medical and dedicates much of his free time to raising funds and awareness for the autism community. Gitterman Wealth Management, LLC has offices in Edison, NJ, New York, NY and Hamilton, NJ.

