

Lauryn Agnew



May 21, 2013

Board of Harbor Commissioners
San Mateo County Harbor District
400 Oyster Point Blvd., Suite 300
South San Francisco, CA 94080
Attention Debbie Nixon, Deputy Secretary to the Board.

Dear Commissioners:

I am interested in submitting my name for appointment to the San Mateo County Harbor District Board of Commissioners. I am a registered voter of San Mateo County and have lived next door to Pillar Point Harbor for 30 years, in the Seal Cove neighborhood of Moss Beach. I am also a public fund trustee on the San Mateo County Employees' Retirement Association board of trustees. My experiences of three decades of fiduciary training, serving on public and non-profit boards and committees, and building institutional investment management strategies would likely be a fresh skill set you might find useful for board governance and policy making for addressing the changing issues of the future.

I am quite experienced in building consensus based on facts and strategic planning objectives, working with all constituents and stakeholders in a productive way to find common values and goals. I hope you would consider reaching out to some of the organizations I have worked with to understand how I might be a contributor to developing the future for the San Mateo County Harbor District.

- Anne Wilson: CEO of United Way of the Bay Area
- Marina Park – CEO of the Girl Scouts of Northern California
- Sandie Arnott – Treasurer, Tax Collector San Mateo County, Retirement Board member

I have worked in start-up businesses and traditional organizations and can help in developing a long-term strategy, structure, and policies that lead to transparent, accountable governance. I believe in strong community relations and am an advocate for Bay Area Impact Investing, where capital is aligned with missions and goals for strong financial returns and positive community impact. If the current board does not have backgrounds in strong financial and investment skills and prudent fiduciary management experience, then I could bring something new to you.

I would welcome the chance to work for 20 months in my own backyard on a local commission that serves the business, tourist and environmental interests, and where I can apply my years of financial and strategic experiences for our local community's prosperity and its stakeholders.

Thank you for your consideration.

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Seal Cove Financial



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Moss Beach, Ca. 94038

- *An accomplished financial investment executive with over two decades of proven skill in independent investment management and consulting in strategic investment sales, marketing and fundraising, research, portfolio analysis and implementation.*
- *Solid, successful leadership in building strategic plans and custom networks of contacts, plan sponsors, family offices and consultants predominantly in the institutional investment marketplace for traditional and alternative investment strategies.*
- *Eight years of sell-side experience providing West Coast institutions with Wall Street based investment research and investment banking services.*
- *Over twenty years of dedicated volunteer service in non-profit or public portfolio management for large organizations with compelling missions.*

Institutional Investment Consulting & Strategic Investment Marketing Consulting

Seal Cove Financial, Moss Beach, CA
Principal

2009-present
and 1994-2008

- Provide fiduciary education and trustee training to non-profit boards and committees
- Advocate for Impact Investing: prudent investments for financial results + social impact
- Serve non-profits and retirement plans with strategic institutional investment consulting expertise
- Develop and implement direct and third party marketing strategies for investment advisors
- Co-founded a hedge fund firm, assets grew from \$1 million to \$150+ million in 3 years. '93-'96

Hewins Financial Advisors, San Mateo, CA
SVP-Institutional Practice

2008-2009

- Developed strategic marketing plan, materials, communications to build institutional practice
- Automated the RFP process and built library of responses
- Coached private client consultants with regional growth strategies
- Increased participation in searches nationally

Institutional Investment Sales and Marketing

Wentworth Hauser & Violich, San Francisco, CA
VP – Marketing

1991-1994

- Developed marketing material, questionnaires, databases and RFPs
- Built network of national and regional consultants and called directly on plan sponsors
- Brought in small cap strategy which developed into spinning off a new hedge fund company

Harris Bretall Sullivan & Smith, San Francisco, CA
Director of Marketing

1988-1991

- Created and implemented the first full marketing strategy to institutional prospects nationally
- Closed \$250 million in new equity, balanced and fixed income tax-exempt assets in '90
- Assets grew from \$400 million to over \$1 billion from '88-'91

Institutional Equity Sales and Trading

Lehman Brothers, San Francisco, CA
VP Institutional Sales

1983-1988

- Sales and marketing of investment banking and research services to West Coast money managers, plan sponsors and trust departments
- Consistently ranked in Top 3 in McLagan's reports with major accounts
- 1987 commissions exceeded \$2.5 million

Smith Barney Harris Upham, San Francisco, CA
• VP Institutional Sales

1981-1983

Security Analysis and Research – passed CFA Level I

U.S. National Bank, Trust Dept., Portland, OR
VP, Research Analyst

1980-1981

Ashfield & Co., San Francisco
Operations and Research

1977-1978

Organizational Leadership

- *Strategic management of institutional investment portfolios, working with teams of investment professionals, non-profit organizations and public fund management in support of sound financial stewardship and maximization of philanthropic and public resources.*

San Mateo County Employees' Retirement Assn.
Served '90-'98, '09 – present

Trustee, former Chairman of the Board and
current Investment Committee member

- Diversified a fixed income portfolio managed in-house by the Treasurer to a professionally managed global multi-asset class portfolio
- SamCERA's funding ratio improved from 65% to 95% during first three terms
- Established a new administrative office and policies for the prudent management of the retirement assets and proper distribution of the retirement benefits
- Worked actively with SACRS to establish effective, thorough trustee training programs

United Way of the Bay Area
Serving '09 to present

Chair, Investment Committee
Chair, Impact Investing Committee

- As part of the newly established investment committee, we drafted the Committee's Charter, By-Laws and Guidelines
- Developed Investment Policy Statements and Asset Allocation for existing endowment funds, operating reserves and retirement plans
- Provided Board and committee education regarding UPMIFA
- Developing endowment model portfolio based on Impact Investing
- Expect to publish impact investing model portfolio with support of SF Federal Reserve

Girl Scouts of Northern California
Serving '01 to present

Chair, Investment Comm., former Board
Member, Chair, Nominating Comm.

- Chair the investment committee for the management of the operating reserves and endowment assets for the Girl Scouts of Northern California
- Design, implement and monitor the portfolios' policies, asset allocations, manager rosters and performance
- Report regularly to Finance Committee and Board of Directors
- Served on the Board and various committees for the Girl Scouts of the Bay Area
- Member of the **Girl Scouts (USA) National Pension Advisory Committee** – Dec. 2011

Immaculate Conception Academy, SF
Serving '00 to present

Finance Committee, Former Board Member

- Assist Board members in understanding the financial reports of the school and convent
- Provide analysis and recommendations regarding operating results, financing options, budgeting, investments, develop Investment and Spending policies
- Participate in staffing of the Finance Office at the school
- Support the school's financial team during transition to work/study format of Cristo Rey

Take Action for Impact Investing Conference Series
Serving '10 to present

Advisory Council Member

- Moderator and Panelist on fiduciary and investment issues in Impact Investing
 - Impact Investments in the Public Markets: Equities and Fixed Income panels
 - A Fiduciary's Approach to Impact Investing
 - www.takeactionforimpact.com

Financial Women's Association of SF
Served '91-'93, member since '81

Former Board Member, former Chair,
Director's Resource Committee

- www.fwasf.org : "informing, educating, providing networking opportunities, promoting our members, mentoring"

State Association of County Retirement Systems (SACRS) Chair, Education Committee
Served '90-93

- www.sacrs.org : "an association of 20 California county retirement systems, enacted under the County Employees Retirement Law of 1937"

Holy Family Episcopal Church, Half Moon Bay, CA
Served '88-'05

Finance Committee, Board Member, Chair

Honors:

Financial Woman of the Year, 1992, Financial Women's Association of SF
Lecturer, CalaPRS Stanford Trustee Training Seminars '99-'04
Resolution of Commendation by Board of Supervisors, San Mateo County '98
Red Cross Lifesaving Award, June 1972, Billings, MT

Licenses: Series 65: January, 2009; Series 7: November, 1981

Affiliations: CFA Society of San Francisco (formerly Security Analysts of San Francisco)
CFA Institute (formerly AIMR), CFA Level 1, passed 1980
Financial Women's Association of San Francisco (FWA)
Western Folklife Center, Elko, NV. Stakeholder
Girl Scouts, Lifetime Member
State Association of County Retirement Systems (SACRS) ('89-'02, '09 to present)
National Ski Patrol, Red Lodge Mountain, MT '70-'73

Education: Whitman College, Walla Walla, WA '73-'77, BA (Economics)
University of Oregon, Eugene, OR '78-'80, MBA (Finance)

Articles: Socially Responsible Investing
The Art of Rebalancing
OPEBs (Other Post-Employment Benefits)
Liability Driven Investing
Planned Giving Platforms
UPMIFA (Uniform Prudent Management of Institutional Funds Act)
Impact Investing Overview
Investing to Impact Poverty: A research study initiated by the UWBA, (powerpoint)

Published: Working paper posted at Federal Reserve Bank of San Francisco website, Dec. 2012

"Impact Investing for Small, Place-Based Fiduciaries: A Research Study Initiated by the United Way of the Bay Area"

<http://www.frbsf.org/publications/community/wpapers/2012/wp2012-05.pdf>

References can be provided upon request.

Articles on investment and fiduciary issues are available on my website:
www.sealcovefinancial.com/articles