

SESSIONS

EMERGING MANAGER FORUM - 09/11/2016

Emerging Manager Forum, West Coast

9 November 2016

The Fairmont
San Francisco

Chair's Opening Remarks

08:50 - 09:00
Main agenda

Participants

Jay Gould, Partner, Co-Chair, Financial Services
Corporate Practice, Winston & Strawn

Keynote Address from California State Controller Betty Yee

09:00 - 09:30
Main agenda

Participants

Betty Yee, Controller, State of California

The Alternative Investing World: A Good Time for Emerging Managers?

09:30 - 10:15
Main agenda

Participants

Ari Glass, Managing Member, Boothbay Management

Mackenzie Crawford, Managing Director,
Commonwealth Fund Services

Chris Winiarz, Investment Officer, University of
California

The Art and Science of Operational Due Diligence

10:15 - 11:00
Main agenda

- The importance of sound operations and solid governance to attract capital
- What an emerging manager can do to mitigate operational risks
- How has the due diligence process evolved to address private fund innovations?
- What are today's operational hot topics?
- Insider tips for an effective onsite visit

Participants

Patricia Watters, Founder & Managing Member,
Catalina Partners

Josh Barlow, Head of Accounting & Operational Due
Diligence, PAAMCO

Darren Huber, Director of Operational Due Diligence &
Risk Management, Fintan Partners

Arne Rovell, Founder, HedgeAssist

Jeff Lisle, Founder & CEO, Fortifinancial

Morning Coffee Break

11:00 - 11:30
Main agenda

Participants

Current Distribution Strategies for Emerging Managers

11:30 - 12:15
Main agenda

- Current distribution strategies
- How to connect with potential investors
- The importance of maintaining a high quality marketing message
- Identifying who to contact
- Key questions an investor will ask
- Using a third party marketer
- What forms of advertising are effective, if any?

Participants

Rachel Minard, CEO, Minard Capital

Bryan Johnson, Managing Partner, Johnson & Co

Fund Structures, Permanent Capital & Investor Liquidity Requirements

12:15 - 13:00
Main agenda

Participants

Jay Gould, Partner, Co-Chair, Financial Services
Corporate Practice, Winston & Strawn

Lunch

13:00 - 14:00
Main agenda

The Outlook for Hedge Funds in an Environment of Falling Returns

14:00 - 14:45
Main agenda

Participants

Frank Turner, Portfolio Manager, MIG Capital

Ryan Rosen, Associate Director, PAAMCO

Outlook for Private Equity Investment & the Emergence of New Managers

14:45 - 15:30
Main agenda

Participants

Michael Wu, Partner, Winston & Strawn

Gary Post, Private Equity Advisor, Andina Family
Offices

Afternoon Coffee Break

15:30 - 16:00
Main agenda

Current Investor Sentiment to Alternative Funds

16:00 - 17:00
Main agenda

- How do investors look at different alternative strategies within the alternative asset portfolio?
- Comparative risk/reward ratios & return expectations
- Which strategies are currently the most attractive to LPs?
- What are the most attractive areas for LPs over the next two years?
- How have investment strategies and criteria changed?

Participants

Mark Sullivan, Managing Director & Partner,
Stonehaven

Ari Glass, Managing Member, Boothbay Management

End of Conference & Evening Drinks Reception

17:00 - 18:30
Main agenda

Participants

SCHEDULE

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15:00	15:30 - Afternoon Coffee Break
16:00	16:00 - Current Investor Sentiment to Alternative Funds
17:00	17:00 - End of Conference & Evening Drinks Reception