MARKETS GROUP

Private Wealth Northern California Forum

A Meeting of Regional RIAs, Private Banks and Family Offices – April 27th. 2017

Marines' Memorial Club & Hotel
609 Sutter Street, San Francisco, CA 94102

2017 Speakers:

Thomas Frank, *Executive Vice President****, Whittier Trust***
Lisa Goldberg, *Director of Research****, Aperio Group***
Rich Arzaga, *Chief Executive Officer****, Cornerstone Wealth Management***
Justin Miller, *National Wealth Strategist****, BNY Mellon***
Kevin Gahagan*, Principal and Chief Investment Officer,* ***Mosaic Financial Partners***
Christopher Zand, *Principal and Vice President,* ***Brouwer & Janachowski***
Mariia Eroshin, *Senior Vice President and Private Client Advisor,* ***US Trust***
Helen Dietz*, Chief Executive Officer,* ***Stanford Investment Group***
Rick Intrater, *Senior Managing Partner,* ***Vivaldi Capital***
Benjamin Baier, *Senior Portfolio Manager, Vice President,* ***Bank of the West***
Albert Gutierrez*, President and Chief Compliance Officer,* ***Atlas Capital Advisors***
Stephen Biggs, *Principal and Chief Investment Officer,* ***HC Financial Advisors***
Sean Stannard-Stockton, President & Chief Investment Officer, **Ensemble Capital**
John Goldstein*, Managing Director,* ***Goldman Sachs***
Matt Shibata*, Managing Partner and Chief Compliance Officer,* ***Morling Financial Advisors***
Brendan Connaughton*, Chief Investment Officer and Partner,* ***Clearpath Capital Partners***
Kimberly Foss*, Founder and President,* ***Empyrion Wealth Management***
Morris Noble*, Senior Vice President & Senior Investment Officer,* ***Northern Trust***
James Demmert*, Founder and Managing Partner,* ***Main Street Research***
Keith McWilliams*, Partner, Head of the West Coast Region,* ***Evercore Wealth Management***
Puneet Sahi*, Senior Family Investment Officer,* ***GenSpring Family Offices***
Charles Cooper*, Managing Director,* ***Silverhawk Family Office***
Janos Libor, *Chief Investment Officer,* ***RPM, LLC***
Roger Wittlin, *Investment Advisor,* ***Hernreich Family***

2017 Contributing Partners
RMA | Balter Liquid Alternatives | Vanguard | First Trust | Geneva Global | ImpactAssets
Nuveen |FS Investments | Delaware Investments |Westchester Capital | Tradeweb | Wellesley Asset Management

730 Registration and Welcome Coffee

800 Breakfast Workshop: How can technology increase profits and enhance your wealth management experience?
Gain a competitive edge and learn how to seamlessly integrate sophisticated tech tools that will add value and quality to your business while lowering fees through transparency and more efficient investing. Utilizing advanced CRM systems and the power of Big Data through mobile, tablet and other on-the-go devices will personalize your advisor to client wealth management experience while simultaneously reducing your operational costs.

830 Host's Welcome
Rebecca Birch, Program Manager of US Private Wealth, **Markets Group**

835 Chairman's Opening Remarks

840 A Conversation on Trends & Future Outlook for the US Economy
An update on current market trends and domestic and international economic policy, as well as opportunities for the private client to preserve and grow wealth. Is the investment landscape truly healthy in the short and long-term?
Moderator:
Andrew Patterson, Investment Specialist, **Vanguard**
Panelists:
Albert Gutierrez, President and Chief Compliance Officer, **Atlas Capital Advisors**
Sean Stannard-Stockton, President & Chief Investment Officer, **Ensemble Capital**

915 Morning Keynote: Benefiting from Opportunities in US Middle Market Senior Lending
In the aftermath of Wall Street reform, the middle market has suffered from a dearth of senior loan capital historically afforded to the large, more liquid space. In response, a new crop of non-traditional investment talent is filling the senior loan vacuum for the middle market—and private wealth is taking note. Our Private Wealth Fireside Chat will outline the return potential of middle market debt.
Presenters:
Ken Kencel, Chief Executive Officer, **Churchill Asset Management**

945 Northern California Private Client Roundtable – Advanced Asset Allocation
There are many styles and approaches to allocating assets. How do our panelists view this process at their organizations? What are their processes based on? What adjustments are on the horizon in light of the current and anticipated market environment?
Moderator:
Keith McWilliams, Partner, Head of the West Coast Region, **Evercore Wealth Management**
Panelists:
Benjamin Baier, Senior Portfolio Manager, Vice President, **Bank of the West**
Brendan Connaughton, Chief Investment Officer and Partner, **Clearpath Capital Partners**
Kimberly Foss, Founder and President, **Empyrion Wealth Management**
Morris Noble, Senior Vice President & Senior Investment Officer, **Northern Trust**

1020 Morning Networking Break

1050 Keynote Address – Protecting the Portfolio with Convertible Bonds:
Managing Risk & Volatility in Times of Rising Interest Rates
Presenter:
Greg Miller, Chief Executive Officer and Co-Chief Investment Officer, **Wellesley Investment Advisors**

1115 Opportunistic Alternative Investing
Family offices that built wealth through private companies are traditionally comfortable allocating significantly to private markets. How are HNW advisors opportunistically looking at expected returns across alternatives including: currency, private equity, real estate, hedge funds, and credit investments?
Moderator:
Rich Arzaga, Chief Executive Officer**, Cornerstone Wealth Management**
Panelists:
Dani Evanson, Managing Director, **RMA**
Janos Libor, Chief Investment Officer, **RPM, LLC**
Roger Wittlin, Investment Advisor, **Hernreich Family**
Brad Balter, Chief Executive Officer & Portfolio Manager, **Balter Liquid Alternatives**

1150 Roundtable Discussions
This session is aimed at providing all event attendees with the ability to join in genuine knowledge exchange and discussion in a small group and informal setting. The hour will be split into two half hours; each guest will thus choose two roundtable sessions to attend, while the roundtable host will cover one of the following key areas:

Table 1- Preferred and hybrid opportunities as part of a broader fixed income allocation

Table 2- Dynamic risk allocation in volatile markets

Table 3- Why invest in private real estate today?

Hosted by: **Dani Evanson**, Managing Director, **RMA**

Table 4- How to access the best alternative investments using technology

Hosted by: **Speaker TBD,** Managing Director, **Westchester Capital**

Table 5- Investing in the private middle market

Hosted by: **Brody Browe,** Senior Vice President, **FS Investments**

Table 6 How to evaluate the high yield asset class on both a strategic and tactical basis

Table 7- A Discussion on Convertible bonds

Hosted by: **Greg Miller**, Chief Executive Officer and Co-Chief Investment Officer, **Wellesley Investment Advisors**

1230 Luncheon Keynote: New Frontiers in the Private Company Landscape
Gain insight into the current state of the distressed debt as well as a preview the market.
Presenter:
Brody Browe, Senior Vice President, **FS Investments**

145 Key Trends Ahead for the Municipal Bond Market
A Private Wealth Fireside Chat with **Joe Baxter**, Head of Municipal Bond Investing, **Delaware Investments** and **Michael**

Climbing the Bond Ladder

Hosted by: **Joe Baxter**, Head of Municipal Fixed Income, **Delaware Investments**

210 Equity Portfolio Trends: Volatility, Smart Beta, ESG and the Search for Growth
As the U.S. equity market is off to a volatile start and global / emerging market equity indexes continue the downward trend, how are private client advisors positioning equity portfolios for asset protection and growth in 2017? With the U.S. bull market entering its seventh year, private client investors are asking how long it will keep going up. Additionally, a strong dollar, looming rate hikes and slowing corporate profits, can US markets continue to trend higher, or are we heading for our third major correction in less than two decades?
Moderator:
Puneet Sahi, Senior Family Investment Officer, **GenSpring Family Offices**
Panelist:
Stephen Biggs, Principal and Chief Investment Officer, **HC Financial Advisors**
John Goldstein, Managing Director, **Goldman Sachs**
James Demmert, Founder and Managing Partner, **Main Street Research**
Kevin Gahagan, Principal and Chief Investment Officer, **Mosaic Financial Partners**

250 Roundtable Discussions – Session Two

Table 1- Investing with SRI in mind

Hosted by: **Speaker TBD,** Managing Director, **ImpactAssets**

Table2- Be the bank—fixed income on steroids

Table 3- Building a smarter core in a low interest-rate environment

Table 4- Where Returns Are in Global Equities

Table 5- Trends with Millennials and Philanthropy

Hosted by: **Karen Robinson,** Chief Compliance Officer and Chief Financial Officer, **Geneva Global**

Table 6 -Investing in Commercial Real Estate with an Institutional Sponsor in a Non-fund Format

Table 7- Finding Conviction with Fixed Income ETF Investing

320 Afternoon Networking Break

340 Exploring Opportunities in Fixed Income
We have entered a new age of fixed income characterized by low inventory, new regulations and rising rates. How global markets respond to this new paradigm is a challenging question. Hear fixed-income managers from across the state share actionable ideas to stay liquid, profit and protect your clients' portfolios. Panelists will also compare and contrast the benefits of various fixed income instruments as they discuss what their fixed income portfolios look like today.
Panelists:
Matt Shibata, Managing Partner and Chief Compliance Officer, **Morling Financial Advisors**
Rick Intrater, President and Chief Executive Officer, **LTS Capital Advisors**

410 Wealth Planning, Asset Protection and Structuring for After Risk, After Tax Returns
This panel will discuss how advisors and family offices are managing assets for tax and risk efficiency. Higher tax levels, advancements in structures, insurance products, investment strategies and technology are being utilized by sophisticated advisors throughout the state. How do private wealth management firms ensure that wealth is preserved for future generations including investigating innovative structure, life insurance, corporate structures, trusts, foundations and family funds?
Moderator:
Lisa Goldberg, Director of Research, **Aperio Group**
Panelists:
Christopher Zand, Principal, **Brouwer & Janachowski, LLC**
Thomas Frank, Executive Vice President**, Whittier Trust**
Justin Miller, National Wealth Strategist**, BNY Mellon**
Helen Dietz, Chief Executive Officer**, Stanford Investment Group**
Mariia Eroshin, Senior Vice President and Private Client Advisor, **US Trust**

445 Chairman's Closing Remarks

500 Cocktail Reception
Join us for an informal gathering with some of the region's leading family offices, RIAs, and private banks to continue the conversations of the day.

600 Close of Conference

Flagship Private Wealth Forums

Private Wealth US Forum
New York, May 10

Private Wealth Brazil Forum
Sao Paulo, March 27

Private Wealth Mexico Forum
Mexico City, June 6

Private Wealth UK Forum
London, October 24

Private Wealth Canada Forum
Toronto, September 27

Private Wealth Latin America & Caribbean Forum
Miami, October 18 & 19

Private Wealth Switzerland Forum
Zurich, November 21

Regional Private Wealth Forums

Private Wealth Southern California Forum
Los Angeles, CA March 6

Private Wealth Texas Forum
Dallas, TX February 24

Private Wealth Panama Forum
Panama City, Panama February 24

Private Wealth Northern California Forum
San Francisco, CA April 27

Private Wealth Ohio Forum
Cleveland, OH May 8

Private Wealth New England Forum
Boston, MA May 17

Private Wealth Great Plains Forum
Minneapolis, MO June 8

Private Wealth Pacific Northwest Forum
Seattle, WA July 17

Private Wealth Midwest Forum
Chicago, IL August 15

Private Wealth Mountain States Forum
Denver, CO June 14

Private Wealth Florida Forum
Palm Beach, FL September 21

Private Wealth Mid-Atlantic Forum
Philadelphia, PA October 19

Private Wealth Tri-State Forum
New York, NY November 14

Private Wealth Southeast Forum
Charlotte, NC December 12

Private Wealth Andean Forum
Bogota, Colombia December 1

Private Wealth DC Metro Forum
Washington, DC December 8

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