Morgan Stanley

Foundation & Endowment Fiduciary Symposium

Tuesday, May 22, 2018
9:30 am - 3:30 pm
Des Moines Golf & Country Club
1600 Jordan Creek Parkway
West Des Moines, IA 50265

The Fiduciary Symposium is an educational meeting designed for officers, directors, trustees, board and investment committee members and others that serve in a fiduciary capacity for a foundation or endowment.

In this time of economic and political uncertainty, our sessions will help sharpen your skills and level of preparedness to make valued contributions to the organization you serve. Our goal is to foster conversation and debate while providing an opportunity to network with peers from across the midwest. Ultimately, our goal is to share ideas and best practices to makes us all better stewards of the charitable assets we play a role in overseeing.

Event Presented by

The 801 Group at Morgan Stanley
801 Grand Ave, Suite 3800
Des Moines IA 50309

Guest Speaker Bios

Hosted by The 801 Group at Morgan Stanley

Robert B. Seaberg, Ph. D.
Intersect Consulting LLC

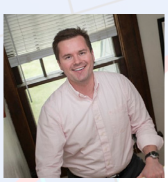
As President of his own consulting firm, Intersect Consulting LLC, Bob advises financial services firms, financial advisors and nonprofits on such areas as family dynamics and multi-generational wealth planning, behavioral finance, value-based advising and current issues in philanthropic giving.

In more than thirty years in financial services, Bob has worked as an advisor and then as a managing director responsible for strategic marketing, professional development, philanthropic services, retirement and wealth planning. He has achieved a distinguished reputation for delivering the highest quality client presentations as well as professional development programs to industry professionals. He has published articles in the Journal of Financial Planning, Investments and Wealth Monitor and On Wall Street, and has been quoted in The New York Times, Wall Street Journal, Barron's, Dow Jones Asset Management, Bloomberg Wealth Manager, Robb Report Worth magazine and Investment News, among others.

Bob currently serves as Vice President of the Morgan Stanley Global Impact Funding Trust and President of its subsidiary, Gift Clearing LLC. He is also a member of the Board of Trustees of Colgate University. Bob was awarded his A.B. from Colgate University Phi Beta Kappa and received his Ph.D. with distinction from the Maxwell School of Citizenship and Public Affairs of Syracuse University.

Lily S. Trager
Morgan Stanley

Lily S. Trager is an Executive Director and the Director of Investing with Impact for Morgan Stanley Wealth Management. Lily joined the Firm in 2014; previously, from 2007 until 2014, Lily worked for Veris Wealth Partners in New York, a Registered Investment Advisory focused exclusively on serving clients with interest in sustainable and impact investing, most recently as Head of Research. Lily began her career in the Boston office of Cambridge Associates. While at Cambridge Associates, she worked on teams overseeing $3.9 billion in nonprofit, high-net-worth and foundation investment portfolios. Lily earned a M.B.A. in Sustainable Business from Presidio Graduate School and her B.A. in Anthropology from Bates College. She also co-founded Women Investing for a Sustainable Economy (WISE), a professional networking group in New York City with Chapters in Boston, DC, San Francisco, Toronto and London.



Paul Thelen
Larned A. Waterman Iowa Nonprofit Resource Center

Paul is director of the Larned A. Waterman Iowa Nonprofit Resource Center at the University of Iowa. Annually, he delivers dozens of workshops and lectures to more than a thousand Iowans from across the state. He meets daily with nonprofit leaders to both learn from their experiences, as well as offer guidance on the many challenges they face. In 2017, he helped lead the expansion of the Center's offices to the Iowa Center for Higher Education in Des Moines, as well as the Center's expansion of services to include strategic planning, board development, leadership evaluation, and succession planning. Paul teaches a series of dynamic nonprofit courses to undergraduate and graduate students at the University of Iowa. He is a former fellow at the Center for Leadership at Northwestern University.

You advocate for your mission. We advocate for you.

L/R Michael Canney, Financial Advisor (42 years), McKenzie Grantham, Client Service Associate, John Auer, Financial Advisor (28 years), Jacob Jaacks, Financial Advisor (6 years), Ashley Shafer, Financial Advisor (13.5 years), Peter Cartwright, Financial Advisor (36 years), Cindy Powers, Portfolio Associate, and Trey Cook, Financial Advisor (4.5 years)

The 801 Group at Morgan Stanley

At The 801 Group at Morgan Stanley, we strive to be your institution's financial advocate, helping you serve as a conscientious financial steward and freeing you to focus on enhancing your organization's mission.

With more than 120 years of collective industry experience, The 801 Group combines the vast resources and capabilities of a global financial leader with the close personal attention of a team dedicated to the specialized needs of institutional clients. Whether it's managing your organization's investment portfolio, reviewing your investment policy statement, or supporting your fundraising efforts, we can help you strengthen your organization and further your mission over the long-term. By helping you grow your investments—both in the financial markets as well as in the community—we can help provide you with more flexibility and capacity to achieve your goals. We are here to serve you, your trustees, your donors and your institution, and we never lose sight of our responsibility to help your organization achieve its objectives.

Agenda

9:30 – 10:00 **Registration**

10:00 – 10:15 **Welcome and Opening Comments**

10:15 – 11:15 **Philanthropy in Transition?** *Robert B. Seaberg, Ph.D., Intersect Consulting LLC*
According to experts, the recent "Tax Cuts and Jobs Act" potentially will result in some of the biggest changes to charitable giving in over 30 years. These changes will occur during a period in which a majority of nonprofit executive directors and CEOs will be leaving their positions due to retirement. At the same time, major developments appear to be effectuating significant adjustments in the direction of American philanthropy. "Political philanthropy"—grant making in support of deeply held political views as well as grant making focused on mitigating multidimensional disadvantages affecting numerous people—is gaining meaningful traction. In addition, this period is witnessing the birth of great collaborations, bringing together major foundations working to alleviate major problems in society, as well as a steady growth in smaller groups acting in concert to affect change. Both these developments, on the political and collaborative fronts, reflect a third great phenomenon, the coming of age of "outcomes-based" philanthropy. This development involves major elements in strategic giving, such as systems change, data-driven advancements and evaluation, and it also stretches to include the maturation of impact investing—an approach which seeks to improve society in fundamental ways while also achieving market rates of return on those investments.

This presentation will examine this period of transition by focusing on these developments and at the same time will assess critical areas in philanthropy which seem most resistant to change, including the problematic areas of donor development and donor retention.

11:15 – 12:15 **The Power of Investing with Impact** *Lily S.Trager, Morgan Stanley*
Foundations and charitable organizations in the US have a combined $3 trillion in total assets across philanthropic and financial pools of capital[1]. This vast ocean of capital—both philanthropic and financial—when aligned with mission offers an opportunity to generate even greater positive impact.
(Source: [1]- National Center for Charitable Statistics, 2013)

This session will seek to educate current and prospective foundation and endowment clients on sustainable and impact investing. Foundations and endowments are increasingly recognizing the value of sustainable investing as a driver of value for their constituents and stakeholders and see this as an opportunity to align investments with their respective missions. We believe that these efforts will not only help solve some of the biggest challenges of our time, but also help transform impact investing and philanthropy broadly. Attendees will learn how they activate all pools of capital – human, financial and philanthropic – to maximize alignment for positive environmental and social impact.

12:15 – 1:00 **Networking Lunch**

1:00 – 2:00 **Funding Your Future – Panel of Grant-makers**
A combination of corporate, private, family and nonprofit grant making organizations that have funded nonprofits throughout the country will provide insight into current issues facing their grant making processes. The panel will share stories of challenges they have faced and what they have learned along the way. We will facilitate an open dialogue between the panel and attendees to share ideas, tips, and best practices. Topics may include trends in grant making, methods to more effectively receive funding, as well as other best practices in grant making and grant writing. **Please submit questions for the panel in advance.**

2:00 – 2:15 **Break**

2:15 – 3:15 **Purposeful Leadership in the Nonprofit Sector** *Paul Thelen, Larned A. Waterman Iowa Nonprofit Resource Center*
Leaders who consistently excel do so because they have thought deeply about their own leadership traits, skills, and behaviors, as well as the values that guide them. Further, they understand the situational environments where they either struggle or thrive. This interactive session will help participants learn and understand how they can prepare and practice to be purposeful leaders, as well as develop board and committee leadership to better serve their nonprofit, their missions and their community.

3:15 **Closing Comments**

We would like to thank our sponsors: BlackRock Investments, Eaton Vance Investment Managers, Lazard Asset Management, & Vanguard for their contributions.

Registration

Enrollment is Limited - Reserve your seat today!

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There is no charge for this event.

For other members of your organization that wish to attend, please copy this registration form or call us for assistance.

Name: ________________________________
Title: ________________________________
Organization: ________________________________
Address: ________________________________
City, State, Zip: ________________________________
Phone: ________________________________
Email: ________________________________
Total Attending: ________________________________

Logistical information:

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1600 Jordan Creek Parkway
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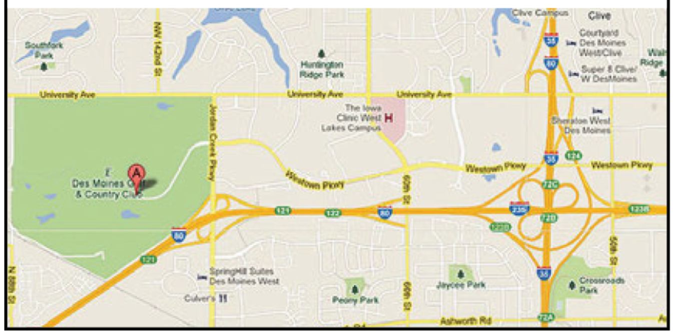

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