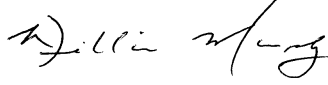


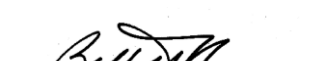


TO: The Honorable the Members of the Board of Regents

FROM: William P. Murphy 

SUBJECT: Reappointments to the New York State Teachers' Retirement System Board

DATE: March 31, 2022

AUTHORIZATION(S): 

SUMMARY

Issue for Decision (Consent)

Should the Board of Regents approve the three reappointments of members to the New York State Teachers' Retirement System Board?

Reason(s) for Consideration

Required by State Statute.

Proposed Handling

This will come before the Full Board at its April 2022 meeting where it will be voted on and action taken.

Procedural History

Appointment of certain individuals to the 10-member New York State Teachers' Retirement System Board ("NYS Teachers' Retirement Board) requires approval by the Board of Regents.

Section 504(2)(a) of the Education Law, provides that:

One member, who is not an employee of the state, who shall be or shall have been an executive officer of a bank authorized to do business in this state, elected by the Board of Regents of The University of the State of New York to serve for a term of three years.

Section 504(2)(b) of the Education Law, provides that:

Two members who are not employees of the state, each of whom shall be or shall have been a trustee or member of the board of education of a school district in this state, and at least one of whom shall be or shall have been an executive officer of an insurance company, elected by the Board of Regents of The University of the State of New York to serve for a term of three years, from a list of five or more persons having broad experience and ability in the fields of finance and investment to be presented to the Regents by the board of directors of the New York State School Boards Association, Inc.

Background Information

Reappointment under Section 504(2)(a) of the Education Law:

Ms. Mahoney is the current board member under this section and her term expires on May 1, 2022. She was appointed in April 2021 to fill the balance of an unexpired term upon the recommendation of the NYS Teachers' Retirement Board, which recommends the reappointment of Ms. Mahoney. Ms. Mahoney has a distinguished career in banking for over 35 years, together with an impressive record of community service. She currently serves on the Board's Compensation Committee, Disability Review Committee, and Investment Committee. A copy of the recommendation letter and her resume is included as (Attachment A).

Reappointment under Section 504(2)(b) of the Education Law:

In accordance with this provision, the New York State School Boards Association recommended the re-appointment of current members Jennifer Longtin and Christopher Morin whose terms expire on June 30, 2022. The NYS Teachers' Retirement Board joins in these recommendations.

Ms. Longtin is an insurance executive and the Owner and President of Lighthouse Insurance Agency. LLC. Ms. Longtin currently serves on the Burnt Hills Ballston Lake Board of Education. Ms. Longtin was first appointed to the Board on June 30, 2019. She currently chairs the Board's Ethics Committee and serves on the Audit and Investment Committees. Mr. Morin is the President of Vanitas Capital Ventures and past Managing Director of Credit Suisse. Mr. Morin previously served on the Scarsdale Board of Education. Mr. Morin was also first appointed to the Board on June 30, 2019. He currently chairs the Board's Risk Committee and serves on the Executive and Investment Committees. Copies of Ms. Longtin's and Mr. Morin's resumes as well as the recommendation letters are included within Attachment A.

Related Regents Items

April 2019: [Appointments and Reappointments to the New York State Teachers' Retirement System Board](https://www.regents.nysed.gov/common/regents/files/419brca1.pdf)
(<https://www.regents.nysed.gov/common/regents/files/419brca1.pdf>)

April 2021: [Appointment to the New York State Teachers' Retirement System Board](https://www.regents.nysed.gov/common/regents/files/4211brca6.pdf)
(<https://www.regents.nysed.gov/common/regents/files/4211brca6.pdf>)

Recommendation

It is recommended that the Board of Regents take the following actions:

VOTED: That the Board of Regents reappoint Ruth Mahoney to the NYS Teachers' Retirement System Board pursuant to Section 504(2)(a) of the Education Law to a three-year term commencing May 1, 2022 and expiring May 1, 2025; and

VOTED: That the Board of Regents reappoint Jennifer Longtin to the NYS Teachers' Retirement System Board pursuant to Section 504(2)(b) of the Education Law to a three-year term commencing June 30, 2022 and expiring June 30, 2025 to the New York State Teachers' Retirement System Board; and

VOTED: That the Board of Regents reappoint Christopher Morin to the NYS Teachers' Retirement System Board pursuant to Section 504(2)(b) of the Education Law to a three-year term commencing June 30, 2022 and expiring June 30, 2025 to the New York State Teachers' Retirement System Board.

Timetable for Implementation

If approved, Ms. Mahoney's term will begin May 1, 2022 and Ms. Longtin's and Mr. Morin's terms will begin June 30, 2022.

STRS

New York State Teachers' Retirement System

10 Corporate Woods Drive
Albany, New York 12211-2395
(800) 348-7298 or (518) 447-2900
NYSTRS.org

David P. Keefe <i>President</i>	Hempstead
L. Oliver Robinson <i>Vice President</i>	Clifton Park
Juliet C. Benaquisto	Schenectady
Elizabeth A. Chetney	Baldwinsville
Phyllis S. Harrington	Oceanside
Eric J. Iberger	Bayport-Blue Point
Jennifer J. Longtin	Ballston Lake
Ruth Mahoney	Albany
Christopher Morin	Scarsdale
Nicholas Smirensky	Delmar
Thomas K. Lee, Executive Director & CIO	

March 10, 2022

The Honorable Betty A. Rosa
Commissioner of Education and
President of the University of the State of New York
New York State Education Department
89 Washington Avenue
Albany, New York 12234

Dear Commissioner Rosa:

The terms of four of our Retirement Board members are due to expire in 2022. In each case, I am recommending and strongly endorse re-appointment for a three year term to the Retirement Board of the New York State Teachers' Retirement System. As further set forth below, the statutory requirements for these reappointments involve the reappointment of one member by you and the remaining three by the Board of Regents, with two of these members upon recommendation by the New York State School Boards Association ("hereinafter NYSSBA").

Commissioner of Education Appointment Action Item:

Dr. L. Oliver Robinson's term expires June 30, 2022. The section of the Education Law providing for his appointment is found in Section 504(2)(c), and reads in pertinent part as follows:

"Two administrative officers of the New York State school System, appointed by the commissioner of education, each to serve for a term of three years."

I join the recommendation of the New York State Council of School Superintendents of Dr. Robinson for re-appointment to a three-year term. Dr. Robinson serves as Superintendent to the Shenendehowa School District, was first appointed to the Board in December 2010 and currently serves as its Vice President. Dr. Robinson has a long history of public service and brings strong leadership skills to our Board. A copy of Dr. Robinson's resume is enclosed for your information.

Board of Regents Appointment Action Item:

Ruth Mahoney was appointed to fill the unexpired term of Daniel Hogarty Jr., whose term expires on May 1, 2022. The provision in the Education Law that relates to Ms. Mahoney's appointment is found in Section 504(2)(a), which reads as follows:

"One member who is not an employee of the State, who shall be or shall have been an executive officer of a bank authorized to do business in this

State, elected by the board of regents of The University of the State of New York to serve for a term of three years.”

Ms. Mahoney was first appointed to the Board on May 1, 2021, after Mr. Hogarty retired and serves on our Compensation Committee, Disability Review Committee and Investment Committee. Ms. Mahoney is an accomplished banker and a leader in our community. A copy of Ms. Mahoney’s resume is enclosed for your information.

Board of Regents Appointment Action Item upon the recommendation of the NYSSBA:

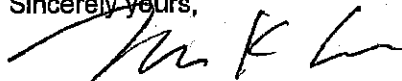
The terms of the school board representative board members Jennifer Longtin and Christopher Morin expire on June 30, 2022. The provision in the Education Law which relates to these two appointments is found in Section 504(2)(b), which reads as follow:

“Two members who are not employees of the State, each of whom shall be or shall have been a trustee or member of the board of education of a school district in this State, and at least one of whom shall be or shall have been an executive officer of an insurance company, elected by the board of regents of The University of the State of New York to serve for a term of three years, from a list of five or more persons having broad experience and ability in the fields of finance and investment to be presented to the regents by the board of directors of the New York State School Boards Association, Inc.”

I join the recommendation of NYSSBA for the re-appointment of Ms. Longtin and Mr. Morin. For reference, enclosed please find the NYSSBA endorsement letter to your office dated February 15, 2022. Ms. Longtin is an insurance executive and currently serves on the Burnt Hills Ballston Lake Board of Education. Mr. Morin is an accomplished investment professional and currently serves on the Scarsdale Board of Education. A copy of the resumes for both Ms. Longtin and Mr. Morin is attached for your information.

Thank you for your consideration. Please do not hesitate to contact me if you have any questions regarding any of the foregoing recommendations.

Sincerely yours,



Thomas K. Lee
Executive Director and Chief Investment Officer

cc: Mr. David Keefe, NYSTRS' Board President
Dr. Charles S. Dedrick, Executive Director, NYSCOSS
Mr. Robert Schneider, Executive Director, NYSSBA
Dr. L. Oliver Robinson, Ms. Ruth Mahoney, Ms. Jennifer Longtin, Mr. Chris Morin

Encs.



New York State
School Boards
Association

Better School Boards Lead to Better Student Performance

24 Century Hill Drive, Suite 200
Latham, New York 12110-2125

Tel: 518.783.0200 | Fax: 518.783.0211
www.nyssba.org

February 15, 2022

The Honorable Betty Rosa
Commissioner of Education
NYS Education Department
Washington Avenue
Albany, NY 12234

Dear Commissioner Rosa:

On February 9, 2022, the NYSSBA Board of Directors unanimously approved a recommendation to submit the names of Jennifer Longtin and Chris Morin to the Board of Regents for re-appointment to the NYS Teachers' Retirement System Board. Both nominees meet the legal qualification criteria. Biographical information on both nominees is attached.

If you need additional information with regard to this matter, please do not hesitate to contact us.

Sincerely,

A handwritten signature in black ink, appearing to read 'R. Schneider', written over a horizontal line.

Robert S. Schneider, CPA, CAE
Executive Director

Enclosures

cc: The Honorable Members of the Board of Regents
Thomas K. Lee, Executive Director, NYS Teachers Retirement System

Ruth H. Mahoney

15 Woods Cross Road, Watervliet, NY 12189
Rmahoney806@gmail.com Cell: 518-391-3144

Executive Vice President and President of Wealth Management responsible for leading NBT's Wealth Management Business. A dynamic, independently motivated professional who provides genuine, unwavering leadership and an entrepreneurial spirit to lead teams to the highest level of performance with optimum profit and corporate growth. Outstanding public speaking and presentation skills, serving as the internal and external spokesperson. Proven track record in strategic planning, attracting and recruiting top talent, assembling high performing teams and generating strong business results. Skilled leader in bank acquisition, integration, relationship / client management and culture development.

CAREER HIGHLIGHTS

NBT, EVP and President of Wealth

August 2021 – Present

Member Executive Management team responsible for leading Company's strategic direction. Leading a \$10B AUA Wealth Business with 75 employees scattered across the company's footprint. Primary responsibilities include Strategic / growth planning, execution, budgeting, data analysis, vendor relationship management, organizational design, marketing, PR. Work closely with bank regulators to ensure operational and compliance excellence and oversight.

KeyBank, Capital Region Market President

March 2015- August 2021

- Successfully led the integration of First Niagara Bank in the Capital Region. Combined the branches, teams and portfolios of Clients (Retail, Commercial Banking, Business Banking etc.) for the two largest banks in the Capital Region. Successfully maintained market share and with minimal loss of talent and clients.
- Market President responsible for leading the 3rd largest retail business & teams across KeyBank including community relations, philanthropy, sponsorships.
- Lead all partnership and collaboration efforts to deliver the full depth and breadth of Key to our clients.
- Internal and external senior representative and senior leader & spokesperson for Key in market

KeyBank, Capital Region, Regional Retail Executive

October 2017-Present

- Senior Leader for Retail business encompassing \$5.5B in assets, 50 retail locations, approx. 400 employees across an eight - county region. Responsible for P & L, (\$140MM PPNR annually) sales performance, client experience, strategic planning and execution, marketing, talent management, sales & sales practices, mortgage, investments, small business, real estate etc. Consistent top performing region across Key.

Key Private Bank Regional Executive (Capital Region & Hudson Valley / Metro NY) March 2015-October 2017

KeyBank, Hudson Valley/ Metro NY Market President

July 2013-March 2017

Key Private Bank Regional Executive

- Led Key Private Bank team through significant growth and turnaround of business results to Key's top performing team through 2014 and 2015. Received annual Chairman's Award in both years demonstrating the team's ability to grow the business aggressively and outperform other teams at Key.
- Significantly exceeded financial results in HV / Metro NY market with year over year revenue growth of 44%, PPNR 99.5% and investment management and trust sales 71% in 2014.
- Excellent partnerships and ability to influence partners in retail, business banking, middle market and corporate bank partners to refer clients to Key Private Bank.
- Participated in senior level segment strategy team to develop plan for future of the Private Bank business model.
- Internal and external senior representative and senior spokesperson for Key in market.

KeyBank, Hudson Valley/ Metro NY District President**Sept 2010-July 2013**

- Senior leader in the market responsible for all KeyBank business in the region including leading retail, business banking, commercial banking and private banking businesses.
- Internal and external senior representative and senior spokesperson for Key in market.
- Led all strategic business development efforts, execution of strategies and tactics to ensure key's growth and success in region.
- Significantly increased employee engagement in the region from 53% to 67% during tenure.
- Business banking and Commercial banking teams were consistently ranked amongst top teams at Key.
- Significant improvement in brand recognition, community visibility and reputation with business and community leaders over the 3-year period in role.

Key Private Bank Market Manager, Albany, N.Y.**May 2006- Sept 2010****Senior Vice President, Multi Market Manager**

Led Private Bank business for Albany and HV / Metro markets for Key Private Bank. Recruited top talent developed and redesigned team and business model extensively. Recognized as a strong leader, partner and collaborator to drive results across both districts for Key. Member of Private Bank Field Advisory team responsible for setting strategy across Private Bank and execution of all sales processes, strategies etc. Rainmaker for Private Bank. Leader of Key4Women program across both markets.

- Leader of Regional Private Banking Offices with \$525MM AUM, \$220MM in deposits, \$165MM loans.
- Manage all aspects of delivery of complex product set to several thousand clients including Banking, Credit, Investment Management, Trust and Estate Planning and Wealth Strategies.
- Rainmaker who consistently sources new business opportunities for team. Acts as Senior Relationship Manager for larger, high profile clients.
- Implemented and transitioned to new Private Bank Business Model, requiring the hiring of top talent in the marketplace.
- Prominent ambassador in community providing powerful visibility in Private Banking Sector.
- Collaborator, pioneered partnerships with Middle Market and KIS teams to generate tremendous results.
- Client Service standards consistently high, amongst top in the line of business and run-off consistently remains well below industry standards.

Bank of America, Albany, N.Y.**2001 - 2006**

Fleet Bank was acquired by Bank America

**Senior Vice President, City Executive,
Global Wealth Management Executive**

Responsible for team oversight of High Net Worth Client Advisors / Managers, Trust Officers, Sales/Service Associates and Administrative Staff encompassing Albany/Hudson Valley market. Assumes P & L responsibility for entire market.

- Led Private Banking Office with \$840MM assets under management, representing over \$3MM in revenue, \$35MM in deposits
- Managed all aspects of delivery of complex product set to over fifteen hundred clients including Banking, Credit, Investment Management, Trust and Estate Planning and Wealth Strategies. Portfolios carry \$245MM in outstanding credit balances.
- Individual producer and team leader consistently achieved or exceeded goals, delivered results, drove client satisfaction while ensuring employee motivation and personal success.
- Implemented new Client Contact Standard Program designed to drive client retention and customer satisfaction resulting in excess of 40% revenue growth during 2002 - 2003. Upstate NY had the highest client satisfaction scores in the Northeast.
- Leading revenue producer/ top performer Private Bank Upstate New York - 2003

Vice President, Senior Relationship Manager**1999 - 2001**

- Responsible for financial management of High Net Worth Clients; delivered a variety of complex financial services based upon individual needs. Managed portfolio of 170 Clients Relationships with \$116MM Assets Under Management. Consistently high revenue producer

Vice President and Team Leader, Cash Management

1997 – 1999

Managed team of Cash Management Sales Specialists and Analysts encompassing Upstate New York and Connecticut Small Business Cash Management markets.

- Singularly managed portfolio of client relationships solicited opportunities for developing Cash Management relationships with companies in Capital District and Hudson Valley markets.
- Successfully developed product suite for market capitalization; hired, trained, mentored sales team. Initiative

- represented significant increase in revenue stream.

Vice President, Corporate Cash Management

1996 – 1997

Responsible for Cash Management in Upstate New York marketplace. Middle Market companies to \$250MM in annual sales revenues. Worked closely with C & I Relationship Managers to develop proposals and marketing materials for client/prospect presentations. Consistently ranked one of the Top Producers of Cash Management Sales.

Key Bank of New York, Albany, N.Y.

1993 – 1996

Assistant Vice President, Large Corporate Cash Management Sales

Managed, maintained portfolio of large corporate relationships valued at \$2.4MM in annual revenue. Territory encompassed 7 Eastern and many Midwest States.

- Developed in excess of \$890K in new corporate revenue stream during 2 years. Consistently led sales effort exceeding goals each year.
- Responded to proposals, consulted with existing clients on Cash Management products and services. Average sales \$100K per account, relationship responsibilities representing 50 national corporate accounts.
- Planned, organized, coordinated Cash Management Northeast Regional Sales Meeting 1995/1996.

Other related positions Key Bank:

Banking Officer, Commercial Support Services 1992-1993

KeyCorp Management Associate Program 1991-1992

Bank of Ireland, Dublin, Ireland 1985-1987

Branch Officer, Retail Banking

EDUCATION / PROFESSIONAL DEVELOPMENT

Marist College, Poughkeepsie, N.Y.

BS Major: Business Administration/Marketing – Minor:
Communications Dean's List

National Association of Securities Dealers (NASD)

Series 7 & 63 securities licenses (Voluntarily Lapsed)

Certified Trust & Financial Advisor (Voluntarily lapsed Dec 2009)

The Institute of Certified Bankers, Washington, D.C.

HONORS AND AWARDS

Named Capital Region **Power 50**, Albany Business Review, May 2021

"Women who mean business" Award, Albany Business Review 2020

Best Places to Work, Capital Region Business Review, 2018, 2019, 2020

United Way of Westchester & Putnam, Woman of Distinction Award 2018

Executive of the Year, Capital Region Business Review, 2017

American Red Cross, Corporate Champion 2017

Dutchess County Chamber of Commerce, Athena award, 2016

American Bankers Most Powerful Women in Banking Team Award member 2016

914 INC, Women who mean business, Westchester NY, 2015

YWCA of White Plains, Corporate Champion Award, 2014

Westchester Business Council, Corporate Partner Award, 2013

Women's Enterprise Development Corp, 2013

Girl's Inc. Pursonality Award, 2012

Women's Fund of the Capital Region, Trailblazer Award 2011

YWCA Woman of Achievement Award 2009

Chamber of Commerce and Women's Business Council – Woman of Excellence 2004

Chamber of Commerce Leadership Program Alum, Co-Chair 2004 – 2006

Hope House Funding Corporation – Circle of Hope Award 2003

Capital District Business Review – 40 under 40 Award 2003

Chamber of Commerce Capital Leadership Class 2002

Fleet's Women's Interest Group – President & Founding Member Fleet Diversity

Treasury Management Association Upstate New York Chapter – President 1998 –1999

Fleet Financial Group – Top Ten Salesperson, Cash Management 1997

Marist College – Vice President International Students Union 1989 –1991

Women's Division I Basketball - Captain & Scholarship Athlete

Irish National Basketball Team – European Championship 1987

COMMUNITY ACTIVITIES

Albany Medical Center – Board of Trustees (Hospital Affairs, Investments, Executive Compensation committees)

Regional Economic Development Council Co-Chair, 2017-Present

Capital Region Chamber of Commerce, Vice Chair 2019-Present (& Chair Elect)

New York State Teachers Retirement System, Director, May 2021 - Present

Center for Economic Growth (CEG), Board Member 2019-present

Key Women's Network Co-Chair 2014-2020

KeyCorp Diversity & Inclusion Council Member 2016-2020

KeyCorp Corporate Responsibility Council Member 2016- 2020

New York State Bankers Association – Former Board member - Retail and small business committee – Women in banking conference committee. 2010-2018

YWCA – Leadership advisory board

Westchester Medical Center – Foundation Board -2012-2015

United Way of NY State – Former Chair of grants and strategic initiatives committee

United Way of Westchester and Putnam – board member- finance and Women's leadership Committees

United Way of Greater Capital region – Vice Chair, Board

Women's Fund of the Capital Region, Founding member

St Pius X School Board, Finance committee member

Albany Institute of History & Art, Former Board Member

Girls Inc. of Greater Capital Region – Former Board member, Vice Chair of Foundation

Community Foundation of Capital District – Former Professional Advisory Committee

Chamber of Commerce Capital Leadership Program – Former Volunteer, Co-Chair

United Way Pacesetters Campaign KBNY – Chairperson & Co-Chair 1993 – 1995

United Way of Northeastern New York – Volunteer, Allocation Committee 1993 – 1996

Marist College – Alumni Representative, Standing Committee on Athletics

JENNIFER J. LONGTIN

10 Main Street, Suite 202, Ballston Lake, New York 12019
(518) 688-0200-Office
(518) 366-8776-Cell
Jen@lighthouseinsagency.com
www.LighthouseInsAgency.com

BUSINESS OWNER & ENTREPRENEUR

Owner & President of Lighthouse Insurance Agency, LLC. 37+ years in the Insurance industry. Dedicated insurance specialist with extensive knowledge in insurance products, sales and service of personal and commercial insurance. 10+ years as Owner & President of Lighthouse Insurance Agency, LLC.

Owner & President of Longtin Properties, LLC. 13+ years in the Commercial Real Estate industry.

Reputation for being passionate, kind and customer orientated. Highly respected professional within the Insurance industry and among the community, clients and fellow business owners.

AREAS OF EXPERTISE

- Business Management & Development
- Communication and Negotiation
- Accounting & Financial Management
- Strategic, Tactical & Competitive Business Planning
- Team Building & Leadership
- Delegation & Time Management
- P & L Management
- Marketing, Sales & Customer Service
- Personnel Recruiting & Training
- Networking & Consulting
- Problem Solving
- Business Risk Management

KEY ACCOMPLISHMENTS

<p><u>Lighthouse Insurance Agency, LLC</u></p> <p>Built independent insurance agency from scratch in 2002. First agency in the Northeast and first female owned agency to win Erie Insurance Group's Quality Agent Award-2009. Created a top producing multi-million dollar agency.</p>	<p><u>Burnt Hills Ballston Lake Board of Education</u></p> <p>Currently serving my sixth year on the Board. Served as Board President 2017-2018 and Vice-President 2016-2017. Instrumental in updating Board policies as well as creating the BH-BL relationship with NYSSBA.</p>	<p><u>MetLife Auto & Home</u></p> <p>Nationally recognized as #1 agent in the country for Auto, Homeowners and Life Insurance sales. Winner of the prestigious Chairman's Council Award from Metlife-2001.</p>
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JENNIFER J. LONGTIN

PROFESSIONAL EXPERTISE

Lighthouse Insurance Agency, LLC (2002 - Present)

Owner & President

Independent Insurance Broker (Personal, Commercial & Life Insurance)

- Built independent insurance agency from scratch into a top producing, award winning agency
- Created multi-million dollar agency
- Responsible for profit and loss management
- Responsible for interviewing prospects and training new agents as well as staff management
- Responsible for accounting and financial management
- Responsible for production levels to exceed expectations
- Responsible for expansion into new markets which resulted in increased revenue
- Oversee daily operations including marketing, sales and customer service
- Developed measurable marketing strategies
- Developed referral programs to increase sales-our agency currently gets most of its business from referrals
- Developed measurable sales and retention goals
- Developed action plans for branding, sales and retention
- Developed policies and procedures to ensure accuracy and efficiency
- Developed procedures to nurture relationship with clients
- Developed procedure to boost existing revenue stream by cross-selling to existing clients
- Created a diversified and loyal client book of business
- Designed customizable insurance plans for clients
- Designed reports and proposals to illustrate and communicate better with clients and prospects
- Provide consulting to clients on risk management and assist them in developing ways to minimize risks

Honors and Awards

Founders Auto & Property Casualty Award
Erie Insurance Group's Quality Agency Award
Centennial Award
NY Blue Diamond Award
Marketing Leader Award

Triple Crown Award
#1 Auto & Property/Casualty Agent Award
District Auto Award
District Property Award
ABM District Award

JENNIFER J. LONGTIN

Longtin Properties, LLC (2009-Present)

Owner & President

- Own, manage and develop current and future business strategies
- Responsible for properties, creating and executing leasing agreements
- Responsible for receiving rent monies, maintenance and repairs
- Responsible for accounting and financial management
- Responsible for profit and loss management

Metropolitan Property & Casualty Insurance Co (1995 - 2002)

Insurance Agent

- Top producing, nationally recognized insurance agent
- #1 agent in the country for Auto, Home & Life Insurance sales
- Winner of the prestigious Chairman's Council Award from Metlife
- Pinnacle & top producer awards from Metlife Auto & Home

Burnt Hills-Ballston Lake Board of Education (2013 - Present)

Board Member

- Board President 2017-2018
- Board Vice-President 2016-2017
- Instrumental in creating the relationship between BH-BL and NYSSBA
- Created the process and procedure to get our Board policies in compliance and up to date
- Created the platform where the Board receives updates to Board policies
- Created the platform of which the Board will prioritize and review Board policies
- Instrumental in bringing the awareness of risk management and assisted to develop ways to minimize risk
- Member of various committees

<u>Education</u>	<u>Professional Memberships</u>
Siena College- Bachelor of Business Administration (B.B.A.) Accounting and Business Management-1994	PIA- Professional Insurance Agents
Insurance Broker & Agent Licenses- Property & Casualty Accident, Life & Health/Consulting-1994 to Present	PIABA- Insurance Agents & Brokers of America
	BH-BL Business & Professional Association
	The Savvy Professional Women Network

CHRIS MORIN

cmorin@post.harvard.edu; +1 646 943 4075

Experience

VANITAS CAPITAL VENTURES

New York

Principal, 2013–present

Manage family office. Create, finance, and grow companies that unlock relationship data to improve hiring and retention, sharpen strategy, leverage relationship insights, drive revenue, reduce costs, and boost productivity.

CREDIT SUISSE

New York, London, Zurich, and Hong Kong

Managing Director and Global Head of Strategy and Coverage Management, 2010–2013

Managing Director and Chief Operating Officer—APAC and the Americas, 2007–2009

Analyst, Associate, Vice President, Director and Managing Director, 1985–1988 and 1990–2002

Managed strategy, planning and analytics, client targeting, and resource deployment for global Investment Banking Department. Determined country, industry, and product strategies for \$5 billion business, driving record-high rankings and market share and restoring profitability. As member of Global Management Committee, influenced all aspects of banking. Set and enforced transaction standards as member of the Investment Banking Committee. Determined next generation of leaders as member of Managing Director Election Committee.

Directed Investment Banking Department staff and operations in APAC and the Americas. Led management team. Hired and managed bankers, set coverage and product strategy, and supervised the development and execution of transactions. Directed financial planning, analysis and reporting; expense control; human resources; legal and compliance; risk; real estate and IT. Helped drive APAC to record revenues and #1 market share and the Americas to a top-three ranking and record market share.

Completed mergers and acquisitions, IPOs, other public and private equity and equity-linked offerings, fixed income and high-yield financings and derivatives transactions for a wide variety of clients worldwide.

THOMSON FINANCIAL

New York

Global Managing Director and Segment Head, 2005–2007

Led turnaround for Thomson Financial's Investment Banking, Private Equity and Institutional Research division. Restored market leadership for integrated information-based workflow solutions, winning the industry's highest rating for user satisfaction. Set strategy; directed content, product design and software development; drove marketing, sales and service. As member of the Senior Leadership Group, shaped corporate direction.

THE NEW YORK STOCK EXCHANGE

New York and London

Senior Vice President and Head of Europe, Middle East and Africa, 2003–2004

Managed operations across EMEA, serving the world's largest group of international listed companies. Set strategy; shaped governance standards; developed new listings; managed regulatory issues and client service; and coordinated relationships with governments, stock exchanges and the media. Pursued merger and acquisition opportunities and prepared for the NYSE's initial public offering.

Education

HARVARD BUSINESS SCHOOL

Boston

MBA. Earned First-Year Honors; graduated in top tenth of class. Analyzed acquisition opportunities and advised portfolio companies as a Summer Associate in Citigroup's Equity Sourcing Group.

HARVARD COLLEGE

Cambridge

AB in Economics, cum laude general studies. Concentrated in microeconomics. Earned numerous scholarships, Dean's List honors, and the Currier House award for academic achievement and leadership.

Other

NYSTRS, Board member for the 7th largest pension fund in the US, managing \$150 billion, 2019-present
Scarsdale Board of Education, Trustee for one of the country's leading public school districts, 2014-2020
Harvard Innovation Lab and Harvard Business School Alumni Angels, Mentor and advisor, 2013-present
Harvard College First Generation Student Union, Mentor, 2013-present
Avid outdoorsman and cook; occasional spelling bee champion

February 2022