MURRAY R. CLAY GOV. MSG. NO. 790

SUMMARY PROFILE

Results-driven, versatile and highly analytical investment team leader. Key decision-maker in managing impact investing, private equity & hedge fund portfolios – Possesses deep quantitative skills across multiple investment disciplines – Proven ability to collaborate with diverse stakeholders in building investment teams & strategies – Outstanding public speaker. MBA – University of Chicago, and BS – US Air Force Academy.

KEY SKILLS

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Diverse Team Leadership	Deal Origination	Due-diligence	Deal Structuring
Stakeholder Engagement	Impact Assessment	Quantitative Models	Strategic Planning
Advanced Asset Allocation	Portfolio Optimization	Risk Management	Scenario Analysis

EXPERIENCE

ULUPONO INITIATIVE, LLC, Honolulu, HI

PresidentMay 2019-presentManaging PartnerJan 2013-April 2018Managing DirectorMay 2011-Dec 2012

- Leads an innovative impact investing firm working to meet ambitious goals to increase the self-sufficiency and resiliency of Hawaii's food, water, and energy
- Deployed \$90 million of hybrid capital including \$56 million of investments and \$10 million of grants across a range of both conventional and unorthodox structures
- Integrates the work of investment, grant, public policy, regulatory, and communications teams to address both annual and long-term goals
- Collaborates extensively with farmers, ranchers, legislators, State and City officials, Public Utilities Commission, utility executives, renewable energy firms, fellow investors, and community stakeholders
- Operates a highly accountable initiative with transparent, objective analysis and metrics
- Speaks regularly at food and energy conferences and workshops, and is quoted in the media
- Community Service: Serves on Oahu Economic Development Board and USS Missouri Memorial Association (Battleship Missouri) board of directors

SDS MANAGEMENT, LLC, Old Greenwich, CT

Deputy Chief Investment Officer

Aug 2010 – April 2011

- Valued and jointly approved direct oil and gas investments including individual existing wells, portfolios of wells in various stages of completion/production, and multi-year exploratory drilling programs
- Assessed complex well interest and payout structures and joint venture and operating contract terms
- Key player in raising capital for new energy fund led analytical work, made cash flow forecasts, & provided details of drilling programs in three states each with different operating and JV partners
- Oversaw accounting functions of all SDS funds including master feeder structure and side pockets

BRIGHTFORGE MANAGEMENT, LLC, Old Greenwich, CT

Principal

Jan 2009 – April 2011

- Developed and refined quantitative stock picking models through extensive research and back testing
- Created presentations for potential investors detailing strategy, risk management, and back tested returns
- Played a key role in explaining strategy and risk to fund of funds, high net worth individuals, and other potential seed investors

SDS CAPITAL MANAGEMENT, LLC, Old Greenwich, CT

Managing Director

Jan 2003-Dec 2008

• Evaluated, negotiated, and made investment recommendations on over 600 privately negotiated investments in both public and private companies—completed investments in about 10% of these prospective deals

- Analyzed investment targets' financial statements, business prospects, and probability of future catalysts
- Structured term sheets and valued complex derivative instruments to maximize return on investment while controlling risk
- Directly aided Chief Investment Officer in managing all SDS Capital Group funds--peak assets about \$700 million
- Served on advisory board of ClariFI from first customer until the company's sale to Standard and Poor's—key contributor to software's business logic and quantitative specifications
- Formulated the firm's valuation methodology for convertible bonds and other derivative securities
- Portfolio manager for diversified quantitative long/short equity fund
- Portfolio manager for concentrated, quantitative short-only equity fund
- Designed quantitative models based on academic and proprietary research and industry expertise to exploit both fundamental and technical signals while controlling for numerous sources of risk

BANC OF AMERICA SECURITIES LLC-MONTGOMERY PRIVATE CLIENT SERVICES, Chicago, IL Associate Jun 2000-Dec 2002

- Developed a valuation model incorporating the research of several nationally renowned finance professors
- Created a risk forecasting model powered by Monte Carlo simulations and the best-fit distributions of 27 traditional and alternative asset classes in addition to standard measures of return, risk, and correlation
- Analyzed both traditional and alternative investments and advised clients on asset allocation
- Customized portfolios to target niche industries, meet clients' risk tolerance levels, and fill gaps in asset allocation

US AIR FORCE SPECIAL OPERATIONS SCHOOL, Hurlburt Field, FL

Director, Asia-Pacific Orientation Course

Mar 1998-Aug 1999

- Recruited top Asia experts and taught hundreds of students annually both at school and bases across U.S.
- Conferred with Asian country analysts and policymakers in the Pentagon, Department of State, and National Security Council to get latest information on current issues and US national policy in Asia

67TH SPECIAL OPERATIONS SQUADRON, RAF Mildenhall, England

Chief of Intelligence Operations

Mar 1995-Mar 1998

- Awarded Air Force Commendation Medal for 3 years of superior analysis of military, political, economic, and technological data on Europe and Africa. Accurate assessments protected over 70 lives and \$160 million in assets
- Awarded Joint Service Achievement Medal for forging cohesive intelligence team with ten people from four services supporting multi-national special operations forces in Bosnia. Critical analysis protected over 100 lives and \$700 million in assets
- Awarded Air Force Achievement Medal for providing mission essential data to special operations aircrew, and crisis updates to the multi-national commander and US forces commander in Uganda during Zaire's civil war

EDUCATION

UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS, Chicago, IL

Master of Business Administration, Finance and Economics

- First National Scholarship: 1 of only 3 students to receive a Two-Year, Full-Tuition Merit Scholarship
- GMAT: 770 (99th percentile in both math and verbal skills)
- Graduated with High Honors, Inducted to Beta Gamma Sigma, Cumulative GPA: 4.0

UNITED STATES AIR FORCE ACADEMY, Colorado Springs, CO

Bachelor of Science, International Affairs, Japanese Minor: overall GPA 3.87--major GPA 3.98

- Distinguished Graduate: graduated 14th out of 1,026 cadets
- Selected -- Outstanding Cadet in International Affairs & Outstanding Cadet in Far Eastern Languages
- Cadet Squadron Commander -- supervised more than 100 cadets