

YEAR IN REVIEW

2021
2021

New
America
Alliance

2021 THE YEAR OF THE NEW REALITY

"It is not the strongest of the species that survives, nor the most intelligent; it is the one most adaptable to change."

— Charles Darwin, British naturalist.

As we welcome 2022, it is important to take a moment and reflect on the past year – our goals, our challenges and the creativity found among you – NAA members – to push our goals and objectives forward. 2021 was the Year of the New Reality!

After "making lemonade out of lemons" in 2020, the ability to adapt to business and personal changes with constant revisions became a natural part of our everyday lives in 2021 – and NAA thrived!

The organization had a remarkable year of noteworthy progress in the area of advocacy, innovative programs forging the next generation of leaders, and collaborations with organizations, institutional investors and government agencies.

This is a summary of 2021; we hope you enjoy it.



Solange F. Brooks, NAA CEO



Gerson R. Guzman, Chair of the Board

ACCESS TO CAPITAL NATIONAL TOURS I

The Access to Capital National Tours have historically brought together NAA members with institutional investors to advocate for fair consideration in accessing institutional capital. Currently it is much more than that.

The meetings introduce institutional investors to the talent and investment opportunities among NAA members. It also provides an opportunity for its members to learn about the strategies of various institutional investors, and their views on the market.



NAA members meet with CalPERS



NAA members meet with Illinois Municipal Retirement Fund

ACCESS TO CAPITAL NATIONAL TOURS II

Members meet the investment teams and find out the best way to offer an investment opportunity. These meetings keep an open dialogue between NAA and institutional investors which is vital to a good partnership.

In 2021, we continued with virtual meetings to adapt to pandemic protocols and increased from 15 (2020) to 30 institutional investors meetings.



NAA members meet with Chicago Teachers' Pension Fund.

2021 CIOs & Asset Class Connections

SPRING VIRTUAL TOUR

APRIL

California Organized Investment Network (COIN)
Grosvenor Capital Management
New Jersey Division of Investment

MAY

Fairview Capital Partners

JUNE

Meketa Investment Group
Muller & Monroe Asset Management
StepStone Group
Invesco Private Capital
University of California Office Investments
Crewcial Partners
Cambridge Associates
Knight Foundation

JULY

Service Employees International Union
HarbourVest Partners

FALL VIRTUAL TOUR

SEPTEMBER

New York State Teachers' Retirement System
Employees Retirement System of Texas (ERS)
Illinois Municipal Retirement Fund
Los Angeles County Employees Retirement Association

OCTOBER

Illinois State Board of Investment
Federal Reserve Office of Employee Benefits
Neuberger Berman
Northwestern University
Illinois Teachers' Retirement System
New York State Common Retirement Fund
Office of NYC Comptroller Scott Stringer
Los Angeles City Employees Retirement System

NOVEMBER

Chicago Teachers' Pension Fund
California Public Employees' Retirement System (CalPERS)
California State Teachers' Retirement System (CalSTRS)

DECEMBER

Maryland State Retirement and Pension System

NAA Members may request a complete list of attendees.

DEALMAKERS VIRTUAL FORUMS

An important part of our mission is to be the voice in areas of interest to the NAA business community. Therefore, we officially launched the 2021 Dealmakers Forum where we welcomed institutional investors, consultants, elected officials and industry professionals. Together we discussed a wide range of topics, including: women's leadership; collaborations to increase diversity and inclusion in asset management; seeding and anchoring the next generation of managers; and the national recovery.

APRIL 21: Women Leading Innovation, Value Creation & Impact

JUNE 16: Diversity, Inclusion, and ESG: Creating Alpha

OCTOBER 21: Seeding and Anchoring the Next Generation of Managers (Live in NYC)

NOVEMBER 10: A Conversation on the U.S. Economic Recovery



SABRINA CERVANTES, MEMBER OF
THE CALIFORNIA ASSEMBLY

California Assemblywoman Sabrina Cervantes introduced our first Dealmakers Forum of the year, a conversation on the state and outlook of women as they lead innovation in business and at home, and their effect on value creation.

(Video Replay)



**Solange F.
Brooks**



**Maria
Contreras-Sweet**



**Stacie
Olivares**



**Jessie
Gabriel**



**Dolores M.
Muñoz**

*Solange F. Brooks, NAA CEO, Moderator;
Honorable Maria Contreras-Sweet, SBA Administrator, 2014-2017;
Stacie Olivares, Board Member, CalPERS;
Jessie Gabriel, Founder, All Places;
Dolores M. Muñoz, Senior Relationship Manager, Cabrera Capital Markets LLC.*

There is pressure for the corporate world – and society as a whole—to acknowledge and act upon ESG-related challenges. Our distinguished panel led by Milton Berlinski, Reverence Capital Partners, had a meaningful discussion about the intersection between ESG and Alpha, opportunities within ESG, and small and large organizations' approaches to address and/or prevent systemic racial inequality through DEI efforts. **(Video Replay)**



Milton Berlinski



JoAnn H. Price



James Socas



Leon Brujis

Milton Berlinski, Co-founder & General Partner, Reverence Capital, Moderator;
Joanne H. Price, Co-founder & General Partner, Fairview Capital Partners;
James Socas, Managing Director, Blackstone;
Leon Brujis, Partner, Palladium Equity Partners.

Our first in-person event since February 2020, the Dealmakers Forum “Seeding and Anchoring the Next Generation of Managers” was held live in New York, co-hosted with PitchBook and moderated by PE analysts Wylie Fernyhough and Rebecca Springer.

Ms. Springer wrote up the key takeaways from the event.



Gerson R. Guzman, New America Alliance, Chairman of the Board, Co-Founder, Ceiba Capital Partners;
Jeffry Brown, Chief Executive Officer, Azimut Alternative Capital Partners, LLC;
Val Ivanson, Head of US Manager Research, Stable Asset Management;
Kirk Sims, CFA, Director, Head of Emerging Manager Program, Teacher Retirement System of Texas;
Alan Weinfeld, CFA, Partner, Invesco.

Led by Henry Cisneros, American Triple I Partners, the panelists examined what we learned from the unprecedented global pandemic crisis, and how consumer wealth and behavior, U.S. labor, goods supply and demand, inflation, and GDP are redefining investments and the quest for alpha. **(Video Replay)**



Henry Cisneros



Marcos Rodriguez



Dr. Lynda de la Viña



Chandler Lutz

Henry Cisneros, Chair and Co-founder, American Triple I Partners LLC, Moderator
Marcos Rodriguez, Managing Partner at Palladium Equity Partners, LLC;
Dr. Lynda De La Vina, Ph.D., Peter Flawn Professor of Economics & Entrepreneurship;
Chandler Lutz, Financial Economist, U.S. Securities and Exchange Commission.

TOWN HALLS

Town Halls continue to be an opportunity for members to reach out and have their questions answered by the NAA CEO and the Chair of the Board, discuss new projects, and make their voices heard. Town Halls also serve as an opportunity to hear from public figures.

We began 2021 by hosting distinguished public figures who embrace NAA's mission, such as Jorge Elorza, Mayor of the City of Providence, Rhode Island, United States Senator Tim Kaine from Virginia, and United States Senator Robert Menendez from New Jersey.



**THE HONORABLE JORGE ELORZA,
MAYOR OF THE CITY OF PROVIDENCE,
RHODE ISLAND**



**THE HONORABLE ROBERT MENENDEZ,
SENATOR FROM THE STATE OF
NEW JERSEY**

TOWN HALLS

The Town Hall with Senator Kaine resulted in significant collaboration. Spearheaded by Manny Gonzalez Mestre, MGM Consulting, the Advocacy Committee is working with Senator Kaine's office on federal transparency legislation. **(Video Replay)**



**THE HONORABLE TIM KAINE, SENATOR
FROM THE STATE OF VIRGINIA**

ADVOCACY: TRANSPARENCY

Assemblywoman **Sabrina Cervantes** authored, shepherded, and helped NAA pass a key transparency bill (AB 890) by the California Legislature. It was signed into law by Governor Gavin Newsom on October 4, 2021.

New America Alliance is proud to have sponsored and worked on this important legislation with Assemblywomen Cervantes. This endeavor was in partnership with the Association of Asian American Investment Managers (AAAIM) and the support of other sister organizations.



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Transparency

by Solange F. Brooks

Pathway Fellowship Program and the Gateway Scholarship Program – Inspiring the Next Generation of Investors and Leaders

The New America Alliance Institute, chaired by Gabriel Rodriguez of Empiric Capital, is the 501(c)3 non-profit vehicle through which our NAA member firms and donors create opportunities that serve our community in uplifting the next generation of Leaders: Latino leaders, woman leaders, and leaders in diverse communities.

In 2021, two programs were launched:

- **The Pathway Fellowship Program**

In the Summer of 2021, with 12 students and 11 mentors, we launched the Pathway Fellowship Program to provide young American Latinos, women, and people of color exposure to careers in business and finance with an introduction to the asset management industry. Fellowship mentors have the goal to inspire lifelong learning, help build a supporting fellowship networking community, and empower youth to find or create their own leadership path.

- **The Gateway Scholarship Program**

The GSP was created to provide college scholarships to the Pathway Fellows that will lead them to careers in business and finance, including the asset management industry.

THE NAA INSTITUTE II



Leslie Chavez

Stony Brook University
From New York, New York



Camila Estrada

Nogales High School
From Nogales, Arizona



Josh Ferrufino

University of California, Berkeley
From West New York, New Jersey



Alyssa Gute

Nogales High School
From Nogales, Arizona



Brianna Lucy

Comp Sci High School
From Astoria, New York



Diego Medina

University of Illinois at Chicago
From Chicago, Illinois



Citlali Moya

Texas Tech University
From San Antonio, Texas



Andrew Reyes

University of Madison, Wisconsin
From LaGrange, Illinois



Alexa Rodriguez

Comp Sci High School
From Bronx, New York



Emilie Salas

University of California, Berkeley
From Los Angeles, California



Lawrence Sanchez

UIC College Prep High School
From Chicago, Illinois



Joahan Sandoval

Boston University
From Brownsville, Texas

Video replay

**The Gateway Scholarship Program awarded \$60,000 in scholarships.
Each student that participated in the 2021 Pathway Fellowship
Program received \$5,000 to assist with their college education.**

NAA CAPITAL CAMPAIGN

The 2021 NAA Capital Campaign, chaired by Leon Brujís, Palladium Capital Partners, raised more than \$1.5 million in multi-year pledges. These efforts are a big boost to continue NAA's mission of not only advancing the economic development of the American Latino community but also advocating on behalf of women and all communities of color. NAA and its member firms' investments generate a positive impact on communities of color while generating excellent returns.

NAA is needed now more than ever and is well-positioned to continue driving positive change. The 2022 NAA Capital Campaign will focus on corporate support.

2021 = \$1.5MM

To learn more about the Capital Campaign and donate please email solange@naaonline.org

***"The wise adapt themselves to circumstances,
as water molds itself to the pitcher."***

— Chinese Proverb

THE BULLS & BEARS DIGEST

In April 2021, we revamped and relaunched our newsletter, The Bulls & Bears Digest, to support our members, showcase their achievements, and announce activities that contribute to building on American Latino success.



ARTICLES (Click to read)

New America Alliance Letter

by Henry Cisneros, American Triple I Partners

Standing on the Shoulders of Giants

by Gerson R. Guzman, Ceiba Capital Partners

Success in our Industry

by Claudio Phillips, MB Global

Short Retrospective on the History of NAA

by Luis Maizel, LM Capital Group LLC

**Altura Capital, An Impact Investment Firm
and Platform to Launch Our Own Solutions**

by Monika Mantilla, Altura Capital

Women's History Month: A Tale of Two...

by Solange Brooks, NAA CEO

2021: The Year of the New Reality

NAA BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

Gerson R. Guzman, NAA Inc., Chair of the Board
Solange F. Brooks, Chief Executive Officer, Interim Vice-Chair of Advocacy
Ricardo Bekin, Treasurer
Danielle Beyer, Vice-Chair of Membership
Joseph Acevedo, Co-Vice Chair of Governance
Claudio Phillips, Co-Vice Chair of Governance
Jerry Arzu, Co-Vice Chair of Programs
Leon Brujis, Co-Vice Chair of Programs
Gabriel J. Rodriguez, NAA Institute, Chair of the Board
Jessie Gabriel, General Counsel

DIRECTORS

Avinash Amin
Robert Azeke
Milton Berlinski
Manuel Gonzalez Mestre
Maria Jelescu Dreyfus
Cyril L. Meduña
Dolores M. Muñoz
Juan Sabater
Rosie von Lila
The Hon. Henry Cisneros, NAA Co-Founder and Board Member Emeritus
The Hon. Raul Yzaguirre, NAA Co-Founder and Board Member Emeritus

NAA TEAM

THE NEW AMERICA ALLIANCE TEAM IS AVAILABLE TO ANSWER YOUR QUESTIONS.

- **Solange F. Brooks**
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