

Investment Consultant Biography



Brian J. Sharpes, CIMA®
Managing Director – Investments
Senior Institutional Consultant
UBS Institutional Consulting
Certified Investment Management Analyst

- 20+ years in Financial industry
- Member, Social Investment Forum
- Member of Board of Directors, East Bay Regional Parks Foundation
- Recognized on the *Financial Times* 400 Top Financial Advisors list (2013)
- Recognized on *Barron's* Top 1,200 Financial Advisors list (2015, 2014)
- Recognized on *Barron's* Top 1,000 Financial Advisors list (2013, 2012, 2011, 2010)
- Part of the "Top Wealth Advisors in the Greater Bay Area" list in *SF Business Times*, selected by NABCAP (2014 – 2011)
- Part of the *Silicon Valley Business Times* list, selected by NABCAP (2013)
- Recognized on the "Top 40 Advisors under 40" list in the U.S. by *On Wall Street* (2010, 2009, 2008)
- Accredited Investment Fiduciary designation
- B.S., University of Nevada
- Masters of Nonprofit Management, University of San Francisco

Brian has served his clients' investment management needs since 1994. Since starting his career, he has specialized in nonprofit organizations. He has built a reputation and client base over that time that has led to national recognition and over \$3 billion in group assets, of which \$1.4 billion are nonprofit client assets under management.

In an ongoing effort to continue professional development, Brian earned the Certified Investment Management Analyst designation under the joint auspices of the Wharton School of Business, University of Pennsylvania, and the Investment Management Consultants Association (IMCA). He also earned the Accredited Investment Fiduciary designation, and holds his Masters of Nonprofit Management from the University of San Francisco.

His specialized areas of expertise include working with both Public and Private Nonprofits. He has been asked to speak at national and regional conferences on subjects ranging from portfolio design and implementation, to building consensus on an investment committee, fiduciary education/liability, industry ethics, developing socially responsible investment strategies, and impact investing.

Sampling of National & Regional Speaking Appointments:

- Conference for Community College Advancement, 2015
 Presentation – **"Endowment Management Trends – Ensuring California Community Colleges Can Compete"**
- Western States University Conference, 2014
 Presentation – **"Responsible Investing Primer"**
- Association of Fundraising Professionals, 2014
 Presentation – **"Building for the Future: Creating an Endowment Fund"**
- Investment Management Consultant Association, 2011
 Presentation – **"RFP Development"**
- Scion Advisors, CEO Roundtable, 2010
 Presentation – **"The New Normal and Reframing the Future"**
- Investment Management Consultant Association, 2009
 Presentation – **"Performance Reporting"**
- Scion Advisors, Women's CEO Roundtable, 2009
 Presentation – **"Now for the Hard Part"**
- Investment Management Consultant Association, 2007
 Presentation – **"Managing a Billion Dollar Institutional Consulting Practice"**
- PRIME Asset Consulting Group, 2006
 Class – **"Business Practice Management"**
- University of California, Berkeley, IMCA Faculty Teacher, 2004
 Class – **"Ethical Decisions in Investment Management Consulting"**
- Consulting Group, Shock to The Foundation, 2003
 Presentation – **"On Your Mark – Establishing realistic Spending Policies"**
- California State University, Fullerton, Trustee Certification Program, 2002
 Presentation - **"Procedural Prudence for Trustees"**
- National Association of Small Foundations, 2002
 Presentation - **"Prudent Manager Search and Selection"**
- National Association of Community Colleges, 2001
 Presentation - **"Managing Fiduciary Responsibility under The Uniform Prudent Investors Act (UPIA)"**