



2021 Kellogg-Morgan Stanley Sustainable Investing Challenge

Career Trek | February 2021

Founding Partner

Northwestern
Kellogg
School of Management

Leading Partner

Morgan Stanley

INSTITUTE FOR SUSTAINABLE INVESTING

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Thank you to all of the students competing in the 2021 Kellogg-Morgan Stanley Sustainable Investing Challenge.

Your innovative ideas demonstrate the power of sustainable investing.

Kellogg-Morgan Stanley Sustainable Investing Challenge

The [2021 Kellogg-Morgan Stanley Sustainable Investing Challenge](#) would like to thank all of the participating panelists and networking leads, without whom the Career Trek would not be possible, for their generous contributions of time and expertise.



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About the Challenge

The [Kellogg-Morgan Stanley Sustainable Investing Challenge](#) harnesses the power of capital markets and student creativity to create positive impact in a world of perpetual resource scarcity and continued population growth. A pitch competition for graduate students, the Sustainable Investing Challenge focuses on developing investment vehicles that seek positive environmental or social impact and competitive market-rate returns.

Students are encouraged to consider the entire spectrum of investment tools, styles and asset classes in developing their proposals. We seek ideas that help meet the needs, demands and specifications of today's institutional investor, while addressing issues that go to the heart of sustainability and social impact.

The Sustainable Investing Challenge looks for financial solutions that help support economic development, human well-being and social advancement today without compromising the generations of tomorrow.

The [Kellogg-Morgan Stanley Sustainable Investing Challenge's](#) inaugural Career Trek will provide participating graduate students the opportunity to connect and learn from a select group of international sustainable investing organizations that represent the diversity of career opportunities in the field.

The career trek will help students establish a framework for careers in sustainable finance, illuminate career pathways, identify key skills that differentiate job seekers and create opportunities for personal connections between student participants and presenting companies.

Where Are They Now?



HAAS SCHOOL OF BUSINESS
UC Berkeley
(1ST PLACE 2015)
blueforestconservation.com

The team behind Blue Forest Conservation has been working to monetize the shared benefits of forest management in the U.S. through the Forest Resilience Bonds in an effort to reduce the risk of catastrophic wildfire by accelerating the pace and scale of this important work. In partnership with the U.S. Forest Service and the World Resources Institute, Blue Forest closed the first Forest Resilience Bond in Tahoe National Forest in 2018, raising \$4MM from The Rockefeller Foundation, the Gordon & Betty Moore Foundation, Calvert Impact Capital and CSAA Insurance Group. The Forest Resilience Bond brings private capital to bear on ecological restoration in California and across the western U.S., not only to reduce wildfire destruction and avoid carbon emissions, but also to protect water resources and ecosystems, and to support the development of sustainable rural communities.



KELLOGG SCHOOL OF MANAGEMENT
Northwestern University
(1ST PLACE 2014)
greenprintpartners.com

After winning the Challenge in 2014, the Greenprint Partners team (formerly Fresh Coast Capital) launched a woman-owned B-Corp to deliver nature-based solutions to urban water challenges facing low-income communities. Today, as a full-service green infrastructure delivery partner—and the national leader in green infrastructure incentive programs—Greenprint helps cities achieve high-impact, community-driven stormwater solutions at scale. Their interdisciplinary team of project managers, community organizers, landscape architects, engineers, and finance professionals gets the most good out of green infrastructure investments by maximizing community benefits, delivering at scale and assuring long-term maintenance.



THE FUQUA SCHOOL OF BUSINESS
Duke University
(FINALIST 2012)
sechacapital.com

A founding member of the Secha Capital team studied the Challenge's fund ideas and innovations since 2012 to develop the model for Secha Capital. It became clear that the opportunity for impact and financial returns in emerging market investing required an impact fund to tweak fund economics to write small, impactful checks quickly to unique entrepreneurs/sectors and include human capital to complement growth capital. In 2017, this became Secha Capital, an impact investing, micro-private equity fund targeting investment opportunities throughout southern Africa. Secha Capital leverages an operator-investor model for investing in established SMEs in the FMCG and agribusiness sectors to yield both social and financial returns.

Career Trek Agenda

10:00 a.m. – 10:10 a.m. CT

Welcome Remarks

David Chen

*Principal and Chairman; Adjunct Professor of Finance
Equilibrium Capital; Kellogg School of Management*

10:10 a.m. – 10:40 a.m. CT

The Future Landscape of Sustainable Finance

Adam Connaker

*Director, Innovative Finance
The Rockefeller Foundation*

Florian Meister

*Senior Advisor
Finance in Motion*

Courtney Thompson

*Executive Director
Morgan Stanley*

*Moderated by **Megan Kashner**, Clinical Assistant
Professor and Director of Social Impact,
Kellogg School of Management*

10:45 a.m. – 11:15 a.m. CT

Talent Pathways in Sustainable Finance

Nick Houshower

*Principal
Equilibrium Capital*

Brendan J. Mullen

*Co-founder and Managing Director
Secha Capital*

Gloria Nelund

*Chairman, Chief Executive Officer
TriLinc Global*

*Moderated by **Megan Kashner**, Clinical Assistant
Professor and Director of Social Impact,
Kellogg School of Management*

11:15 a.m. – 12:15 p.m. CT

Networking Breakout Sessions

Panelists



Adam Connaker

Director, Innovative Finance
The Rockefeller Foundation

Adam Connaker is a Director of Innovative Finance at the Rockefeller Foundation. His work focuses on identifying and shaping new financing solutions which address some of the world's most challenging social and environmental issues in promotion of the Foundation's mission to benefit humanity. Prior to joining Rockefeller, he worked in private equity for Wayzata Investment Partners focusing on distressed debt. Mr. Connaker received his master's degree in global affairs with a focus on international development and humanitarian assistance from New York University and his bachelor's degree in finance from the University of Minnesota.



Florian Meister

Senior Advisor
Finance in Motion

Florian is a co-founder of Finance in Motion and worked as Managing Director for eleven years, until moving into his Senior Advisor role at the beginning of 2021. Florian's career began in M&A at Wasserstein Perella in New York in 1989 before working at several investment banks in Germany. In 2005, he advised on the inception of EFSE and later became CFO to the Fund Advisor. Florian holds an MBA from INSEAD, Fontainebleau, and a B.A. in Economics and Political Science from Swarthmore College, Philadelphia. He also runs an ecological mountain farm in South Tyrol that makes cheese.



Courtney Thompson

Executive Director
Morgan Stanley

Courtney Thompson is an Executive Director in Morgan Stanley's Global Sustainable Finance group, supporting development of sustainable investing products and solutions across the firm's Institutional Securities, Investment Management and Wealth Management divisions. She also contributes to thought leadership from Morgan Stanley's Institute for Sustainable Investing. Courtney began her career in economic consulting at Analysis Group, followed by a strategic advisory role at Next Street. She graduated with a B.A. in Economics from Williams College and an M.B.A. from Columbia Business School. Courtney currently serves as Board Co-Chair of Microlumbia, a student-led impact investing fund, and as a member of Columbia University's Advisory Committee on Socially Responsible Investing.



Nick Houshower

Principal
Equilibrium Capital

Nick Houshower is a Principal of Equilibrium's Controlled Environment Foods team and is responsible for business development, origination and investor relations/fundraising for the firm's proprietary Controlled Environment Foods Funds I & II. Previously at Equilibrium, Nick was a member of the product development team, where he helped lead the research, development, and launch of the firm's controlled environment strategy. Nick joined Equilibrium after completing his MBA at Northwestern University, where his efforts focused on controlled environment agriculture, renewable energy, and surviving two years as an amateur rugby player. Nick also holds an M.A. in International Affairs and a bachelor's degree from American University in Washington, D.C.



Brendan J. Mullen

Co-founder and Managing Director
Secha Capital

Brendan J. Mullen is the co-founder and Managing Director of Secha Capital. Secha Capital is an impact investing, micro private equity fund that leverages an operator-investor model for investing in established SMEs throughout southern Africa to yield both social & financial returns. He was previously a consultant with Bain & Company in its Johannesburg office, where he focused on agribusiness, FMCG, retail and energy. Prior to Bain, Brendan worked as a venture fellow at SJF Ventures. He began his career as a bond analyst at Putnam Investments. His first experience in sub-Saharan Africa was as an advisor to the Africa Awards for Entrepreneurship. Brendan holds an MBA from Duke University.



Gloria Nelund

Chairman, Chief Executive Officer
TriLinc Global

After a rewarding career in the international asset management industry, Gloria Nelund co-founded TriLinc Global to bring investors globally diversified investment opportunities that aim to offer attractive returns while making positive, measurable social impacts in communities around the world. She is responsible for leading the company's high-level strategy and directing its growth since its founding in 2008. Gloria brings to TriLinc more than 40 years of experience in executive management of multibillion-dollar financial institutions, as well as deep expertise in the creation, sales and distribution of investment products.

Sponsors

Thanks to the support of our generous sponsors, this helps us bring together a diverse group of institutions and stakeholders to engage in discussions that will advance the field of sustainable investing.

Lead Sponsor:

Morgan Stanley

INSTITUTE FOR SUSTAINABLE INVESTING

Partnering Sponsors:



Equilibrium Capital

Supporting Sponsors:



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Collaborating Sponsors:



In-Kind Sponsors:





Equilibrium is a proud Co-Founder and Sponsor of the 2021 Kellogg-Morgan Stanley Sustainable Investing Challenge.

Equilibrium is an investment firm focused on sustainability-driven strategies in agriculture and distributed waste-water-energy infrastructure. The Sustainable Investing Challenge is core to Equilibrium's commitment to help grow the sustainable investing sector and the next generation of investment professionals that transform it into the mainstream.

SAN FRANCISCO PORTLAND LONDON



Financial returns and sustainable impact?
**We believe in investments that
generate both.**



To learn more about opportunities to invest in impact, please visit us at
www.finance-in-motion.com



The
**ROCKEFELLER
FOUNDATION**

Congratulations to all of the 2021 Challenge competitors!

The Rockefeller Foundation is proud to support exceptional students in building the next generation of finance that will help the world address its biggest challenges.

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**2021
KELLOGG - MORGAN STANLEY
SUSTAINABLE INVESTING
CHALLENGE**

At TriLinc, we believe in creating powerful impact and meaningful returns. Impact investing can not only reward investors with attractive returns, it can also change our world for the better.

To learn more, please visit trilincglobal.com

Nothing above shall constitute a recommendation or offer of any security, strategy, or instrument. TriLinc is not suitable for all investors.

INVEST WITH IMPACT

In a time of fast-moving changes and instability
Orrick proudly supports the

**Kellogg-Morgan Stanley
Sustainable Investing Challenge**

and the next generation of leaders developing
innovative financial solutions to some of the most
pressing environmental and social challenges.

**Congratulations to all of the students
competing in the 2021 Challenge!**


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MANAGEMENT**

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MILKEN INSTITUTE

Building Meaningful Lives

We are proud to support and share
the goals of the Kellogg-Morgan Stanley
Sustainable Investing Challenge.

Congratulations to the 2021
student competitors!

The logo for Northwestern Kellogg School of Management. It features the word "Northwestern" in a serif font, underlined, positioned above the word "Kellogg" in a larger, bold serif font. Below "Kellogg" is the text "School of Management" in a smaller, sans-serif font. The background of the entire page is a light purple gradient with a pattern of overlapping, semi-transparent triangles in various shades of purple and lavender.

Northwestern
Kellogg
School of Management

Congratulations to all of the students competing in the **2021 Kellogg-Morgan Stanley Sustainable Investing Challenge**. We salute you and your innovative approaches to the economic, social, and environmental challenges that drive the field of impact investing and sustainable finance!



2021 Kellogg-Morgan Stanley Sustainable Investing Challenge

For more information on Morgan Stanley and The Challenge:

[MorganStanley.com](https://www.MorganStanley.com)
[SustainableInvestingChallenge.org](https://www.SustainableInvestingChallenge.org)

Give us a shoutout on Twitter!

[#SIChallenge](https://twitter.com/SI_Challenge)
[@SI_Challenge](https://twitter.com/SI_Challenge) 

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