

Question and Answer Session

Karl Seidman, of MIT and Seidman Consulting Services, asked the question of how to build fund-management capacity in the local community. The panel commented that it is important for the fund managers to know their communities well. Beth Sirull commented that Pacific Community Ventures has a department that works on helping community development organizations with capacity building. Tessa Hebb commented that fund managers should at least have a community-based partner.

Glenn Burdick, Chair of the Urban Land Trust's Boston Chapter, asked what the potential is for new ETI investment by public sector pension funds across the nation. Tessa Hebb commented that it is "significant" as the 200 largest sector pension funds in the US are currently valued at \$1.65 trillion. Many companies could qualify for targeted investment by public sector pension funds, such as those that deal with the environment or clean energy that benefits urban communities. Lisa Hagerman further commented that currently pension fund adopters of targeted investing usually set aside 2% of their total assets toward ETIs so the potential across the largest pension funds is substantial.

Lesylee White, AFL-CIO Housing Investment Trust, asked the question about where is the potential job growth. Both Beth Sirull and Matt HoganBruen commented that job growth is a good goal but so is job retention and focusing on high quality jobs.

Raquel Pichardo, Reporter with Fundfire.com, asked a question regarding executive compensation to which it was commented that the due diligence process includes looking into compensation issues.