Agriculture team

Leadership | Portfolio management | Investment management | Economic research |
Asset management | Business support

Leadership

Oliver S. Williams IV, CFA
Global Head of Agriculture Investments

Oliver is responsible for the overall direction and growth of Manulife Investment Management's institutional agriculture investment program. He's a member of the senior management team for the firm's timberland and agriculture businesses and serves on the executive committee. He also leads the farmland management team, serves on the farmland investment committee, and chairs company boards for the firm's Australian investment vehicles. Previously, Oliver headed the farmland asset management function. Prior to joining the firm in 1997, he spent five years with First Pioneer Farm Credit, where he was responsible for evaluating and appraising farmland and farm businesses for potential loans. Oliver holds the Chartered Financial Analyst designation and is a member of the American Society of Farm Managers and Rural Appraisers, the Association for Investment Management and Research, and the Boston Security Analysts Society.

Education: B.S., Agricultural Economics, Cornell University
Joined the company: 1997
Began career: 1997

Richard Bodio, Jr., CFA
Managing Director, Deputy Chief Investment Officer, Agriculture

Rick is responsible for the development of new investment strategies and growth initiatives, client investment governance, and identifying and mitigating risk exposures related to the firm's agricultural investment process, products, and client investments. He's a member of the natural resource investment committee and investment strategy committee and is also directly involved with business development activities, structuring investment management agreements, and designing client investment goals and constraints. Rick previously led the farmland plus investment team, the client account management team, and the investment underwriting function. Prior to joining the company in 2011, he worked in financial strategy for Forest Systems Management Company. Rick holds the Chartered Financial Analyst designation and is a member of the CFA Society Boston.

Education: B.A., English and Philosophy, Providence College; M.B.A., University of Connecticut
Joined the company: 2011
Began career: 2005

Leadership

David Baughman, AFM
Managing Director, Acquisitions and Dispositions, the Americas, Agriculture

Dave leads the firm's farmland acquisition and divestiture programs in North and South America. In this role, he manages a team that focuses on sourcing and disposing of farmland investment opportunities, managing the due diligence and escrow process, and developing strategic alliance opportunities. Previously, Dave was managing director of U.S. farmland acquisitions and dispositions, and earlier, he was senior vice president at Hancock Farmland Services, providing oversight for the management of the firm's leased row crop properties in the United States, as well as providing support for acquisitions and sales east of the Rocky Mountains. He was also responsible for oversight of the development and direct farming operations for 2,270 acres (~918 hectares) of cranberries in Wisconsin. Prior to joining Farmland Management Services, he worked as a farm manager for JHUSA. Earlier in his career, he promoted crop protectants to distributors, dealers, and farmers for the company now known as Aventis Crop Science. Dave is a licensed managing broker in the state of Illinois and holds the Accredited Farm Manager designation with the American Society of Farm Managers and Rural Appraisers.

Education: B.S., Agronomy, Ohio State University
Joined the company: 1988 Began career: 1981

Matthew Griffin, CFA®, CPA
Managing Director, Senior Portfolio Manager and Head of Client Account Management, Agriculture

Matt leads the agriculture portfolio management team that manages individual client accounts and commingled funds. Matt is responsible for developing and implementing client investment strategies for agriculture, evaluating acquisition and disposition opportunities, evaluating portfolio performance, developing and implementing acquisition funding strategies, and managing all aspects of the client relationship. Prior to joining the firm in 2016, he worked for Park Street Capital as a senior vice president and controller for its natural resource-focused investment partnerships. At Park Street, Matt's responsibilities included investment analysis, valuation, operational and investment due diligence, financial forecasting and analysis, and management of partnership operations and reporting. Prior to this, he worked for PricewaterhouseCoopers in alternative asset management assurance practice. Matt is a CFA® charterholder and Certified Public Accountant and is a member of the CFA Society Boston.

Education: B.A., Accounting, University of Massachusetts
Joined the company: 2016 Began career: 2002

Julie Koeninger, CFA
Managing Director, Business Development, Timberland and Agriculture

Julie is responsible for business development activities with a focus on capital formation for the firm's global agriculture strategy. Julie is also involved in new agricultural product development and is a member of the Agriculture Strategy Team. Prior to joining the firm, Julie was director of agriculture at Conservation Resource Partners and, before that, was the product strategist for timber and agriculture at GMO where she was involved in the development of both timber and agriculture strategies as well as client relationship management and business development with the firm's Renewable Resources Group. In addition, Julie was an independent consultant in agricultural investment and a portfolio manager with Hancock Agricultural Investment Group, where she served in a number of roles. Julie is a CFA® charterholder and is a member of the CFA Society Boston.

Education: B.A., English, Dartmouth College; M.B.A., Tuck School of Business at Dartmouth College
Joined the company: 2018 Began career: 1985

Leadership

Brent McGowan
Managing Director, Global Head of Agricultural Operations

Brent provides strategic leadership for the firm's global agricultural property management platforms. In this role, he is responsible for managing health, safety, environmental, and risk objectives while meeting client needs and maintaining internal profitability. Prior to joining the firm in 2021, Brent was vice president of operations for the agricultural division at Wilbur-Ellis Company, LLC, where he led the company's U.S. operations and managed the network of retail and distribution logistics, application, manufacturing, and procurement functions. He was accountable for safety, compliance, cost optimization, operational excellence, supply chain effectiveness, and risk mitigation.

Education: B.S., Agricultural Economics, University of California, Davis
Joined the company: 2021
Began career: 1996

Hugues Rinfret, CFA, FRM
Managing Director, Global Head of Valuations, Agriculture

Hugues leads all farmland valuations, financial plans, and farmland analyses for the firm's global agriculture clients. In addition, he serves as a liaison across diverse functional groups within the organization in preparing, managing, and/or reviewing farmland investment models, property plans and investment analyses. Prior to joining the firm in 2017, Hugues was director of research with MetLife Investments, where he headed agricultural investment research to support the underwriting and analysis for the firm's agriculture portfolio. Before joining MetLife, he was a senior industry analyst with SunTrust Bank, where he developed a market risk analysis platform for the food and agribusiness portfolios. Hugues holds the Chartered Financial Analyst and Financial Risk Manager designations.

Education: A.D., Farm Management, B.S., Agronomy, M.S., Agricultural Economics, McGill University
Joined the company: 2017
Began career: 1993

Andrew Strahley
Managing Director, Head of Australasia Agricultural Investments

Andrew leads the ongoing strategy, management, and growth of the firm's Australasian farmland platform. Andrew has extensive experience in farmland agriculture in Australia and other countries. Prior to joining the firm, Andrew held senior management positions with ConAgra and Mitsubishi. Andrew has been a managing director of Hancock Farming Company and Hancock Natural Resource Group Australasia, the property manager for Manulife Investment Management's Australian assets since its inception. Andrew serves on the farmland investment committee, company boards for the firm's Australian investment vehicles, chairing each of the firm's Australian investment vehicles and is a member of the Australian Institute of Agricultural Science and Technology.

Education: B.S., Applied Science in Agriculture, Charles Stuart University at Wagga
Joined the company: 2000
Began career: 1987

Leadership

Brian J. Kernohan
Chief Sustainability Officer, Private Markets

Brian is responsible for sustainability strategy, support, and related engagements across Manulife Investment Management's private markets business. In his role, he directs global sustainability programs for the firm's timber, agriculture, real estate, infrastructure, and private equity and credit asset classes. Brian is also accountable for developing policies and environmental compliance mechanisms as well as being responsible for government relations concerning business and environmental strategies specific to timber and agriculture. Previously, he was director of policy and environmental advocacy for Hancock Natural Resource Group. Prior to joining the firm, he was director of policy at Forest Capital Partners, where he was responsible for a variety of programs, including forest certification, forest policy, government affairs, public relations, conservation transactions, and ecology support. Brian is a director of Programme for the Endorsement of Forest Certification and member of the Board of Governors of the National Council for Air and Stream Improvement, and he holds the Certified Wildlife Biologist designation from The Wildlife Society.

Education: B.S., Wildlife Ecology, Michigan State University; M.S., Wildlife Management, South Dakota State University
Joined the company: 2012
Began career: 1995

Patricia Mundy
Senior Managing Director and General Counsel, Timberland and Agriculture

Tricia oversees Manulife Investment Management's timberland and agriculture groups' legal team in supporting customary and strategic transactional initiatives and operational, management, and client needs in the investment and property management businesses. Previously, she provided in-house counsel to John Hancock's North American corporate finance group in connection with equity and debt investments. Prior to joining the firm, Tricia was a corporate attorney for sixteen years, where she provided legal services and advice to clients in all manner of business transactions, including private equity, mergers and acquisitions, corporate finance, and corporate governance.

Education: B.A., English and Philosophy, Boston College; J.D., Boston College Law School
Joined the company: 2018
Began career: 2000

Christoph Schumacher
Global Head of Real Assets

Christoph is responsible for defining the firm's private real assets strategy and managing the operations and development, launch, and growth of investment solutions for clients across the globe. Prior to joining the firm, he was the global head of real estate at Credit Suisse Asset Management, where he was responsible for setting the global direct real estate strategy, raising equity, and developing new products. Before that, Christoph was the CEO of Union Investment Institutional Property GmbH, where he oversaw the institutional business, as well as being a member of the firm's real estate investment committee. Earlier in his career, he worked at Generali Real Estate for several years and practiced law at Linklaters in Berlin and London.

Education: B.L., Law Studies, University of Freiburg; J.D., Doctor of Law, University of Münster–Institute for International Business Law
Joined the company: 2021
Began career: 1997

Leadership

Wilfred Steiner

Global Chief Operating Officer, Real Assets

Wilfred leads the financial management of the firm's timberland, agriculture, real estate, and infrastructure business units. Previously, he held the position of Chief Financial Officer for the global timberland and farmland operations and before commencing in that position in 2015 he was responsible for the overall management of the timberland and agriculture business in Australia and New Zealand, including coordinating financial work on international acquisitions and financial review of international operations. Prior to joining the firm in 2004, Wilfred was the chief financial officer of companies involved in the retail and entertainment industries, where he had overall responsibility for financial, treasury, and taxation aspects of the companies. Earlier in his career, Wilfred worked at a major accounting firm, where he had significant involvement with audit and corporate finance activities, including mergers and acquisitions and valuations.

Education: B.Com., University of New South Wales; M.Ecs., Macquarie University
Joined the company: 2004
Began career: 1985

Daniel Baker

Director, Global Water Resources, Timberland and Agriculture

Dan is responsible for leading the global water team of the firm's timberland and agriculture businesses by working closely with investment and property management functions to develop and execute the water investment, policy, and operations strategy. Prior to joining the firm, Dan was a principal at Aither, an Australian consulting firm, where he led the rural water and water markets consulting practice area.

Education: First Class Honours, B.S., Interdisciplinary Studies—Environmental Policy and International Relations, Australian National University
Joined the company: 2019
Began career: 2013

Portfolio management

Sarah Dailey
Portfolio and Client Account Specialist, Agriculture

Sarah is responsible for developing and managing client relationships for the firm's agriculture group. In this role, Sarah crafts responses to due diligence requests, client presentations, quarterly reports, portfolio updates, webinars, annual meetings. She is also involved in coordinating and supporting activities associated with the business development team. Prior to joining the firm in 2021, Sarah was a financial advisor at Merrill Lynch, Pierce, Fenner & Smith where she designed and implemented custom portfolios and wealth management strategies for high-net worth individuals. Prior to joining Merrill, Sarah worked at Meketa Investment Group as the private markets marketing & business development coordinator. Prior to that, Sarah worked at Park Street Capital, a Boston-based private equity fund-of-funds, for thirteen years serving as vice president of investor relations and senior research associate for the firm's natural resource funds.

Education: B.S., Marketing, Boston College
Joined the company: 2021
Began career: 2002

Michael Lamb
Senior Portfolio Analyst, Agriculture

Michael supports the management of both agriculture and timberland client portfolios. He is responsible for analyzing investment performance drivers, evaluating acquisition and disposition opportunities, preparing client portfolio reviews and financial reports, assisting with the development and implementation of acquisition funding strategies, monitoring global agriculture and timberland and their respective markets, reviewing property budgets and long-term management plans. Prior to joining the firm, he served as a consultant at FactSet Research Systems in their global banking & brokerage and investment management groups.

Education: B.S., Economics – Finance, Bentley University
Joined the company: 2020
Began Career: 2017

Catherine Martinez
Portfolio Analyst, Agriculture

Catherine supports the management of agriculture client portfolios. She is responsible for analyzing investment performance drivers, evaluating acquisition and disposition opportunities, preparing client portfolio reviews and financial reports, assisting with the development and implementation of acquisition funding strategies, monitoring global agriculture and agriculture markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, she was an active participator in THON, the world's largest student run philanthropy organization focused on the fight against childhood cancer, worked as a waitress, and volunteered at her local Humane Society.

Education: B.S., Community, Environment, and Development; Environmental Economics and Policy, The Pennsylvania State University
Joined the company: 2022
Began career: 2022

Portfolio management

Aidan Mulligan
Portfolio Analyst, Agriculture

Aidan supports the management of agriculture client portfolios. He is responsible for analyzing investment performance drivers, evaluating acquisition and disposition opportunities, preparing client portfolio reviews and financial reports, assisting with the development and implementation of acquisition funding strategies, monitoring global agriculture and agriculture markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, he served as an intern with the firm's agricultural resource planning and analysis team.

Education: B.S., Agricultural Finance, Cornell University
Joined the company: 2021
Began career: 2021

Stuart Pattillo
Director, Senior Portfolio Manager, Agriculture

Stuart provides agricultural portfolio management and client relationship management for separate accounts and commingled investment vehicles. In this role, he evaluates portfolio performance, acquisition, and disposition opportunities and develops and implements client investment strategies. Prior to joining the firm in 2020, he consulted on alternative asset investment strategies with private asset managers in Canada and the United States as well as being the Director of Private Investments at Bonnefield Financial, Canada's largest farmland investment manager, where he was responsible for business development and the active management of a portfolio of Canadian farmland on behalf of private investors. Previously, Stuart was an agriculture equity research associate at AltaCorp Capital (now ATB Capital Markets) and a natural gas trader with TD Securities.

Education: B.A., History, University of King's College and Dalhousie University; M.B.A., HEC Montréal–Université de Montréal
Joined the company: 2020
Began career: 2006

Daniel Serna
Director, Senior Portfolio Manager, Agriculture

Daniel provides agricultural portfolio management and client relationship management for agriculture investors. In this role, he evaluates portfolio performance, acquisition, and disposition opportunities and develops and implements client investment strategies. He previously managed global economic market research for the firm's agriculture investment business. In this role, he developed market outlooks and price forecasts for crops produced on client properties, and he was involved with investment strategy. Before joining the firm in 2018, Daniel was an associate director at MetLife Agricultural Finance, where he originated agricultural real estate loans, including business development, credit analysis, and farmland valuation. Prior to this, Daniel was a business analyst with Agri-Mark/Cabot, a vertically integrated dairy farm cooperative, where he was involved with commodity futures and options.

Education: B.A., Economics, Yale University; M.B.A., Harvard Business School
Joined the company: 2018
Began career: 2008

Portfolio management

Ben VanDahm
Director, Senior Portfolio Manager, Agriculture

Ben provides agricultural portfolio management and client relationship management for separate accounts and commingled investment vehicles. In this role, he evaluates portfolio performance, acquisition, and disposition opportunities and develops and implements client investment strategies. Prior to joining the firm in 2021, he worked as an associate at Liberty Mutual Investments, where he actively managed direct investment holdings across the firm's timberland and agricultural portfolio. Previously, Ben worked for GMO Renewable Resources, where he was responsible for asset management, portfolio analytics, and research across the firm's timberland and agricultural strategies.

Education: B.A., Economics and Biology, DePauw University; M.B.A., Boston University
Joined the company: 2021
Began career: 2004

Mitchell Zaniboni, CAIA
Portfolio Analyst, Agriculture

Mitchell supports the management of agriculture client portfolios. He is responsible for analyzing investment performance drivers, evaluating acquisition and disposition opportunities, preparing client portfolio reviews and financial reports, assisting with the development and implementation of acquisition funding strategies, monitoring global agriculture and agriculture markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, he served as a corporate audit analyst at Bank of America where he covered their global banking and markets line of business. He is also a Chartered Alternative Investment Analyst (CAIA®) Charterholder.

Education: B.S., Finance, Bryant University
Joined the company: 2022
Began Career: 2020

Investment management

Blaine Calkins
Farmland Acquisitions Manager, Agriculture Services, Canada

Blaine is responsible for sourcing quality farmland for lease to farm operators, who are interested in expanding their operations. Blaine has been a professional agrologist for over 25 years and has extensive business experience in agriculture working with farmers, ranchers, agronomists, grain companies and major crop input manufacturers/suppliers. Prior to joining the firm, he served as a director on the Alberta Agriculture and Food council which supported the growth of the Alberta Agriculture and Food sector through managing funding programs to support value-add initiatives. Previously, he worked at Agricore United, Dupont Pioneer and Decisive Farming in sales and business development leadership positions across Canada. Blaine also owns a third-generation family farm in Northern Alberta.

Education: B.S., Agriculture and Food Business Management, University of Alberta; M.B.A., University of Guelph
Joined the company: 2019
Began career: 1994

Eric Cooperström
Managing Director, Impact Investing and Natural Climate Solutions, Timberland and Agriculture

Eric is responsible for developing timberland and agriculture products that deliver on the firm's sustainability and responsible investing priorities. In this role, he's directly involved in developing the firm's carbon and climate investment strategy, supporting new business development, and providing market intelligence and leadership. Prior to joining the firm in 2021, Eric was a senior director with NatureVest, the impact investing arm of The Nature Conservancy, where he led asset management and the investment committee's review of new transactions. Previously, he was a principal with The Skoll Foundation, a private foundation focused on social entrepreneurship, where he led program-related and follow-on investments.

Education: B.S., Economics, The Wharton School at the University of Pennsylvania; M.A., International Economics and International Relations, School of Advanced International Studies at Johns Hopkins University
Joined the company: 2021
Began career: 2004

Donald Colter, AFM, AAC
Farmland Acquisitions Manager, Pacific Northwest and Mountain West Regions, Agriculture

Don is responsible for acquisition of farmland and permanent plantings in the U.S. Pacific Northwest and Mountain West regions, with oversight of sourcing, modeling, underwriting, due diligence, negotiations, closing of permanent plantings, and row crop investment opportunities. In addition, Don is involved in the assessment of investment opportunities in vertically integrated operations in his region. Previously, Don was a senior farm manager for farms in the Pacific Northwest and Texas. Prior to joining the firm, Don was an agricultural consultant with Wells Fargo Bank, where he was directly involved in operational, strategic, and risk assessment for large agricultural production and processing companies. Don holds the Accredited Farm Manager and Accredited Agricultural Consultant designations.

Education: B.S., Agricultural Economics, University of Arizona; M.S., Agribusiness, Arizona State University
Joined the company: 2016
Began career: 1985

Investment management

Bill Devens
Director, Strategic Initiatives, Farmland Plus

Bill is responsible for developing price and farmland valuation forecasting models, global supply and demand balance sheets for agricultural commodities and assisting in the development of the firm's Farmland Plus business strategy. Previously, he worked as a strategy consultant for HighQuest Partners, where he was co-head of HighQuest's consulting practice. During his time at HighQuest, Bill was responsible for the completion of 200+ projects for corporate clients in areas ranging from farmland investment and grain origination strategies to market entry strategies to due diligence on infrastructure and farmland assets. Prior to joining HighQuest, Bill worked for Bunge Global Agribusiness in roles ranging from international research to strategy development and M&A.

Education: B.A., History, Davidson College; M.B.A.,Thunderbird
Joined the company: 2015
Began career: 1999

Sean Dobbelaar
Regional Acquisitions Manager, Canada

Sean is responsible for the analysis and acquisition of new agricultural investment opportunities, business development and industry partnerships, and the management of current agriculture in Canada. In this role, he sources, underwrites, negotiates, performs due diligence, and closes agriculture investment opportunities. Sean has been involved in the agriculture industry his entire life hailing from a cash crop, seed production, and fresh market and processing vegetable farming operation located in Southwestern Ontario. His previous work experience includes nearly a decade in agriculture and commercial finance as a senior relationship manager and as the manager of Canadian sales for a US based vegetable seed company.

Education: BASc., Agri-Business, Olds College; AssocDip, Agriculture, University of Guelph
Joined the company: 2020
Began career: 2011

Carl B. Evers, Jr., AFM
Senior Director of Farmland Acquisitions, Pacific West

Carl directs acquisitions and originates investment opportunities in the Pacific West to meet our client's needs. Previously, Carl was president and a founding member of Farmland Management Services (FMS) which was acquired by the firm in 2014. Prior to joining FMS in 1987, Carl farmed permanent and row cropland for Newhall Land & Farming Co. Carl has vast operational knowledge and expertise of permanent and row crops and water in the Pacific West, and a wealth of business and personal contacts. He has sourced and closed many acquisitions for our clients during his tenure at the firm. Carl is an Accredited Farm Manager.

Education: B.S., Agricultural Management, California Polytechnic State University, San Luis Obispo; M.B.A., Golden Gate University
Joined the company: 1987
Began career: 1982

Investment management

Danielle Harris, CAIA, AFM
Regional Acquisition Manager, Agriculture

Danielle is responsible for sourcing permanent crop properties throughout California. In this role, she sources, underwrites, negotiates, performs due diligence, and closes agriculture investment opportunities. Previously, Danielle was a senior transaction manager supporting the row and permanent crop acquisition efforts across the United States and Canada, as well as vertically integrated opportunities in South America. Danielle served as operations manager for the agriculture farm management team from 2013 to 2016. Prior to that, Danielle was an analyst in Manulife's Real Estate Finance Group.

Education: B.S., Business Administration, Northeastern University; M.B.A., Boston College
Joined the company: 2013
Began career: 2010

Almin Hodzic
Director, Portfolio Company Management, Farmland Plus

Almin is responsible for oversight of Farmland Plus portfolio companies. In this role, Almin is primarily focused on integration of new investments, development of the tactical plans to prepare the portfolio companies for growth, and execution of the value creation plan for each portfolio company. Almin also supports the deal origination and execution efforts, as well as leads the communication and collaboration efforts with internal stakeholders. Previously, he worked at a large healthcare payor Aetna, where he led several large enterprise-wide efforts focusing on risk management, operational excellence, and cost optimization. Prior to joining Aetna, Almin worked for Bunge, a global agribusiness and food ingredient company where he held several roles in various capacities ranging from global segment finance lead to roles focusing on business development, strategy and mergers and acquisitions. Prior to joining Bunge, Almin worked as an investment banker focusing on the natural resource and energy space.

Education: B.A., Russian Language, Dartmouth College; M.B.A., NYU Stern School of Business
Joined the company: 2022
Began career: 2000

Brandon Lewis
Director, Sustainability, Timberland and Agriculture

Brandon is responsible for implementation of the timberland and agriculture group's Sustainability and Responsible Investing program. In this role, he works to integrate sustainability considerations throughout all aspects of the firm's timber and agriculture businesses globally, including corporate policy, investor communications and reporting, acquisition due diligence, product development, and operations. Prior to this position, Brandon held various technical and consulting roles in environmental finance, renewable energy, and mining.

Education: BSc in Geology from Wheaton College; MSc in Geology, Colorado School of Mines; MPA in International Development from Princeton University
Joined the company: 2019
Began career: 2008

Investment management

Zachary Sargent
Analyst, Farmland Plus

Zach is responsible for supporting the efforts of our Farmland Plus team in the areas of strategy development, acquisitions, and portfolio company oversight. In addition, he is directly involved in primary and secondary industry research, investment valuation, analysis of new investment opportunities, and transaction management. Prior to joining the Farmland Plus team, Zach was a rotational analyst with Manulife Investment Management's Investment Division Rotational Program (IDRP) where he worked on several fixed income strategies supporting in portfolio development and holding management.

Education: B.S., Business Administration – Finance, Marist College
Joined the company: 2020
Began career: 2018

Corbitt Simmons
Director, Transaction Management and Support, Agriculture

Corbitt is responsible for coordinating transactions within the firm's global agricultural platform through the consistent application of acquisition and disposition protocols, including deal management, investment approvals, due diligence assessments, transaction execution, and management integration. In addition, Corbitt is involved in the assessment of acquisition opportunities, contract negotiation, transaction strategy development, and global platform expansion. Previously, Corbitt was a senior portfolio analyst for the firm's client account management group and a senior planning analyst for the Southern regional division of the firm's timberland management operations. Prior to joining the firm in 2004, he worked for Forest Technology Group as part of the forest planning and analysis consulting team.

Education: B.S., Forest Management, North Carolina State University; M.B.A., University of North Carolina at Charlotte
Joined the company: 2004
Began career: 2001

Alistair Sutton
Acquisition Manager, Agriculture, Australia

Alistair manages a team that sources and evaluates investment opportunities in Australia and New Zealand that align with client investment strategies and objectives. In this role, he sources, underwrites, negotiates, performs due diligence, and closes agriculture investment opportunities. Before joining the firm in 2019, Alistair was an associate director at JLL (Agribusiness), where he provided valuation advice on large scale agricultural assets across Australia. Earlier in his career, Alistair was a senior valuer with CBRE, within the agricultural valuations team.

Education: B.Bus., Property (Valuations), RMIT University; Master of Agribusiness, Marcus Oldham College
Joined the company: 2019
Began career: 2000

Investment management

Beatriz Zavariz

Associate Director, International Carbon Markets, Timberland and Agriculture

Beatriz focuses on developing and expanding the firms' global forest carbon program. Beatriz is responsible for collaborating with partners to originate, execute and manage carbon projects. Previously, Beatriz served as a technical manager of nature-based solutions at Climate Impact Partners, a carbon offset provider to Fortune 500 companies. Her role at Climate Impact Partners was to assess the technical quality of offset credits transacted by the company. Prior to Climate Impact Partners, she developed her carbon expertise through a 5-year tenure at the Climate Action Reserve. In that role, she supported the development of carbon offset project protocols and ensured the compliance of projects to the Reserve's standards. She specialized in agriculture and nature-based project types such as avoided conversion of grasslands, soil organic carbon accrual, and forest management in Mexico.

Education: BSc in Biology by Universidad Autonoma de Guadalajara, Mexico; Masters of Environmental Management from the Yale School of the Environment.
Joined the company: 2022
Began career: 2010

Juan Pablo Casas Rehen

Director of Agriculture Acquisitions, South America

Juan Pablo is responsible for origination strategies, driving acquisition projects, and contributing to the overall development of the firm's South America agriculture platform. Juan Pablo works closely with the client account management, business development, resource planning, and operations teams to develop the capacity to identify, perform due diligence, close, and manage new investments on behalf of clients. Prior to joining the firm in 2020, Juan Pablo was with Apical, where he was a managing partner at a Chilean consulting and investment advisory firm specializing in the agri-food space. Earlier in his career, he had different roles in the wine industry. Juan Pablo has broad-based experience in agriculture, ranging from dairy and craft beer projects to completing a comprehensive study on land appreciation rates in Chile.

Education: B.S., Agronomical Resources Sciences and Agronomic Engineering, Pontificia Universidad Catolica (Chile); M.S., Economics and Finance, University of Sydney (Australia)
Joined the company: 2020
Began career: 2003

Marcus Wignell

Director of Acquisitions, Farmland Plus

Marcus is responsible for the development and execution of transactions for the firm's Farmland Plus team. Prior to joining the company in 2022, he co-founded NewAg Partners and helped lead the development and execution of their first large scale transaction in a vertically integrated tree fruit business in the US. Prior to NewAg, Marcus worked at Amherst Capital (BNYMellon), RREEF (Deutsche Bank) and Clifford Chance. Marcus was admitted as an Attorney in New York, a Solicitor in England and Wales and a Barrister and Solicitor in Victoria, Australia. He is based in the Boston office.

Education: BSc, University of Melbourne, LLB (Law) LaTrobe University
Joined the company: 2022
Began career: 2001

Economic research

Jaspreet Aulakh
Senior Natural Resource Economist, Timberland and Agriculture

Jaspreet provides analytical support for both the timberland and agricultural business units, developing market analysis and price forecasts for the transaction and operation groups and producing material to inform existing and prospective investors about the characteristics and investment opportunities of timberland and farmland. Prior to joining the firm, Jaspreet was a project manager with the International Food Policy Research Institute in New Delhi, India. Previously, she was an economic research intern at the U.S. Department of Agriculture, focusing on food security and development.

Education: M.S., Forestry, M.S., Applied Economics, Auburn University; M.S., Agricultural Economics, Purdue University
Joined the company: 2021
Began career: 2015

David A. Fortin
Senior Director, Economic Research, Timberland and Agriculture

David leads the timberland and agriculture economic research team where he is responsible for the market analysis supporting investment and operational planning and decision making for Manulife Investment Management's timberland and agriculture group. David is involved in transactional due diligence and exploring new investment strategies and concepts across timberland and agriculture sectors. His team maintains informational databases and produces analytical studies and thought leadership publications addressing trends in timber and agricultural commodity markets as well as the role of timberland and farmland in institutional investment. Prior to joining the firm, David was vice president of economic analysis covering the global fiber market at Fastmarkets RISI, an information provider to the global forest products industry, where he was responsible for leading a team of economists covering pulp, paper and wood products markets and the lead author of multiple recurring and ad-hoc forecasts and analytical reports on the industry.

Education: B.A., Economics, University of Massachusetts Amherst; M.A., International Economics and Finance, International Business School, Brandeis University
Joined the company: 2022
Began career: 2003

Weiyi Zhang, Ph.D.
Senior Agricultural Economist

Weiyi is responsible for driving agricultural economic initiatives at Manulife Investment Management. In this role, he's directly involved in farmland transactional due diligence and initiating new investment strategies and concepts. In addition, he leads the global agricultural economic, financial, and statistical analytical efforts, including commodity price forecasting, portfolio analysis, and authoring thought leadership publications. Previously, Weiyi was the senior natural resource economist, where he supported economic research and analysis for the group's timberland and farmland business sectors.

Education: B.S., Agricultural and Applied Economics, M.F.R., Forest Business, Ph.D., Forest Finance and Economics, University of Georgia
Joined the company: 2018
Began career: 2018

Asset management

Shane Bodiam
Managing Director, Agriculture Services, Australia

Shane provides operations management for the firm's agricultural clients in Australia, including safety, stewardship, human resourcing, marketing, all with a focus on maintaining client performance and profitability. Previously, he was chief operating officer of Hancock Farmland Services, Australia where he was responsible for all on-the-ground property operations. Prior to joining the firm, Shane was the chief operating officer of Hassad Australia, which managed the Qatar Investment Authority's operations within Australia, where he was directly involved in overseeing farmland in five Australian states, with a focus on livestock and row crops.

Education: B.S., Rural Science, University of Armidale, Australia
Joined the company: 2020
Began career: 1994

Keith Jones
Senior Region Manager, Farmland, Canada

Keith is responsible for the firm's Canadian farmland portfolio. Prior to joining the team, Keith served as general manager and CFO for one of Canada's largest irrigation and specialty crop farms in Southern Alberta. Keith has experience in farm management and operations, stakeholder and government relations, finance and management consulting in the agriculture, forestry, and energy industries. His board experience includes serving as past chair of the Board of the Canadian Hemp Trade Alliance, the national association for the emerging hemp industry. Keith's family has farmed continuously near Calgary since 1903, where he farms on a part-time basis with his wife.

Education: B.Sc. Agriculture, University of Alberta; M.B.A. International Business, University of British Columbia.
Joined the company: 2022
Began career: 1984

Jason Reynolds
Director, South American Operations, Timberland and Agriculture

Jason provides forest operations management for the firm's South American timberlands, including safety, stewardship, forest planning, wood marketing, regional public affairs, and government and community relations. Previously, he was general manager of Hancock Chilean Plantations in Valdivia, Chile, where he was responsible for operations, management, and growth of the company. Prior to that, he was a resource analysis coordinator for Hancock Timber Resource Group (HTRG), responsible for supporting valuation and forest planning efforts worldwide. Before joining HTRG, Jason worked for MeadWestvaco, an integrated forest products company, where he was directly involved in forest genetics, reforestation operations, and silviculture research.

Education: B.S., Forest Management, M.S., Forest Biometrics, University of Georgia
Joined the company: 2002
Began career: 1996
Began career: 1992

Asset management

Kevin Wright

Chief Operating Officer, Farmland Services

Kevin leads the teams responsible for operations, management, and support of the North American row crop portfolio.   In this capacity, Kevin oversees the teams that manage, operate and support our client's row crop properties in the United States and Canada. Prior to joining the firm in 2020, Kevin was president of E. Ritter Agribusiness, Inc., a fifth-generation family owned vertically integrated agricultural business, where he led the management of the family's agricultural land and business portfolio.

Education: B.S. Agriculture Business, Arkansas State University
Joined the company: 2020
Began career: 1992

Travis Baughman

Vice President Operations, North American Berries & Eastern Direct Operate

Travis leads the teams responsible for operations, management, and support of our client's cranberry portfolio in Wisconsin and Quebec. Travis also oversees our cash leased row crop assets in Wisconsin, and our blueberry assets in North Carolina and Oregon. Prior to this role, Travis has served as a farm manager, region manager, and vice president of Midwest operations within the company. Before joining the firm, Travis worked in property management, and was a chemist for ESC Labs in Mt. Juliet, Tennessee.

Education: B.S. Plant & Soil Science, Southern Illinois University
Joined the company: 2015
Began career: 2009

Emmanuel Benjamin

Vice President of Asset Management, Agriculture Services

Emmanuel is responsible for ensuring goals and objectives for each farmland asset in North America are established and met. Prior to this role, Emmanuel was a senior asset manager for the company, where he was responsible for creating property-by-property business plans. Previously he was an investment analyst, where he assisted in the underwriting of acquisitions on behalf of the firm's agriculture clients. Emmanuel grew up in the farming community of Modesto in California's Central Valley.

Education: B.A. Communications, UC Davis; Master of Arts, Theology, Dominican School of Philosophy and Theology.
Joined the company: 2009, 2017
Started career: 2008

Asset management

Paul Burgener

Vice President of Operations, Farm Management, United States

Paul provides operations leadership for the U.S. row crop team of regional farm management professionals. The responsibilities of this role are centered around execution of the company's strategic plans for client owned properties including safety, compliance, budgeting, sustainability, and profitability. Prior to joining Manulife, Paul was an assistant vice president, agriculture lending and a farm manager with Platte Valley Bank, where he was responsible for a diversified agriculture loan portfolio and established a farm management entity for the institution. He spent a dozen years in applied agricultural economics research and cooperative extension with the University of Nebraska before his bank role.

Education: B.S., Farm and Ranch Management, University of Wyoming; M.S., Agricultural Economics, University of Wyoming
Joined the company: 2018
Began career: 1998

Brett Calhoun

Vice President of Operations, Pacific Northwest Farm Services

Brett leads the team responsible for operations, management, and support of our client's apple and cherry portfolio in the Pacific Northwest. Prior to joining the firm in 2019, Brett has had an extensive career in agricultural operations, including his prior role as the vice president for an agriculture operation, which included the farming, packing, and marketing of apples, peaches, nectarines, apricots, pears, and cherries.

Education: B.S. Agricultural Economics, Washington State University
Joined the Company: 2019
Began career: 1998

Dewey Holliday

Senior Vice President of Operations, Western Crop Marketing

Dewey is responsible for managing relationships in the marketing of all directly operated crops across the western U.S. Prior to this role, Dewey was responsible for managing 40,000 acres of cropland in Oregon, Washington, and Idaho including 4,000 acres of apples, cherries, and wine grapes on behalf of the firm's agriculture clients. His farming background includes both growing and processing vegetables in CA, OR, NV, ID, and WA. Dewey is a seasoned farm manager who grew up on a small apple and cherry orchard in Dallesport, WA. Dewey is also an Accredited Farm Manager with the American Society of Farm Managers and Rural Appraisers.

Education: B.S. Agriculture, Oregon State University
Joined the company: 2018
Began career: 1991

Business support

Charles Amalfi
Chief Financial Officer, Timberland and Agriculture

Charlie leads the accounting, reporting, treasury and tax functions of the firm's timberland and agriculture investments in Australia and New Zealand. He serves as the chief financial officer and treasurer for investor-owned companies and corporate entities in these countries. He also works on acquisitions in the region. Prior to this role, he managed the investment entity Hancock Victorian Plantations Pty Limited for over seven years. Previously he was with Burns Philp & Company Limited and in Taxation and Business Services with Grant Thornton. Charlie is also a Chartered Accountant.

Education: Bachelor of Commerce, University of Melbourne; Masters of Taxation, University of Melbourne.
Joined the company: 1999
Began Career: 1983

Amy Haynes
Director, Investor Relations, Timberland and Agriculture

Amy is responsible for driving all aspects of investor relations for Manulife's timberland and agriculture platform globally. Prior to this, Amy served as director, global distribution services across the firm's agriculture and timberland strategies. Previously, Amy was responsible for analyzing timberland investments and monitoring economic and industry specific factors affecting the timberland asset class. Prior to joining the firm in 2010, Amy worked as the Natural Resource Program Manager for the Virginia Department of Military Affairs.

Education: B.S., Environmental Resource Management and M.S., Forest Economics from Virginia Polytechnic Institute and State University.
Joined the company: 2010
Began career: 2002

Eugene Kwong
Managing Director, Client Reporting, Timberland, Agriculture, and Renewable Energy

Gene leads the accounting, reporting, and tax functions of the firm's timberland, farmland, and renewable energy investments and serves as the chief financial officer and treasurer of several third-party investor funds. Prior to joining the firm in 2006, he was employed by two hedge funds where he had various responsibilities, including accounting, reporting, and operations. Previously, Gene was a manager in the audit practice and transaction services group at PricewaterhouseCoopers.

Education: B.S., Accounting, Boston College; M.S., Taxation, Northeastern University
Joined the company: 2006
Began career: 1995

Business support

Daniel Lambert
Managing Director and Chief Compliance Officer, Timberland and Agriculture

Dan oversees Manulife Investment Management's timberland and agriculture groups' risks and controls related to regulatory compliance and global investment management and property management operations. He began his career with Boston Partners Financial Group, which is affiliated with the John Hancock Financial Network, providing guidance to sales associates on securities and insurance regulations. Prior to joining the firm, Dan worked exclusively in the financial services field, focusing on investment advisor and broker-dealer compliance.

Education: B.A., John Carroll University; J.D., Case Western Reserve University School of Law
Joined the company: 2008
Began career: 2002

Eric Pawlowski
Director, Property Management Accounting, Timberland and Agriculture

Eric oversees the accounting for client assets at the property management level, including reporting and tax functions for client investments in timberland and agriculture. He also serves as the assistant treasurer for several of the firm's real estate investment trusts. Prior to joining the firm in 2011, Eric worked at a large hedge fund and a private equity fund and, earlier in his career, he worked in public accounting for Arthur Andersen and Deloitte.

Education: B.S., Accounting, Boston College; M.S., Taxation, Northeastern University
Joined the company: 2011
Began career: 2000

Peta-Gaye Prinn
Managing Director and Deputy Chief Counsel, Timberland and Agriculture

Peta-Gaye supports all aspects of the firm's global transactional initiatives, operational, management and client needs in both the investment and property management businesses globally. Prior to joining timberland and agriculture group in 2012, Peta-Gaye was AVP & senior counsel in Manulife's investment law group and supported various debt and equity investments and corporate initiatives. Before joining Manulife, Peta-Gaye was a real estate associate at Nixon Peabody LLP and provided legal services and advice to clients for various real estate related transactions and tax credit investments.

Education: B.A., English, Boston College; J.D., Boston College Law School
Joined the company: 2003
Began career: 1999

Business support

Matthieu Riviere
Senior Counsel, Timberland and Agriculture

Matt supports all aspects of the firm's transactional initiatives and operational, management and client needs in investment and property management businesses globally. Matt has experience in complex commercial real estate transactions, REITs, private fund formation, leasing, corporate governance, private equity, mergers and acquisitions. Prior to joining the firm, Matt was senior real estate associate at Sullivan & Worcester LLP in Boston, providing legal services and advice to clients in various real estate related transactions.

Education: B.A. Political Science, Bates College; J.D., American University, Washington College of Law
Joined the company: 2019
Began career: 2011

Derren Tan, CFA
Director, Business Development & Investor Relations, Timberland and Agriculture, Asia Pacific

Derren is responsible for the firm's institutional business development, capital strategy and relationship management functions across the Asia Pacific region. Prior to joining the firm in 2021, Derren oversaw the portfolio management of Hostplus' global infrastructure portfolio where he was directly involved in investment evaluation and execution, strategy development and relationship management. Before joining Hostplus, Derren was part of the infrastructure team at AMP Capital Investors where he was involved in the asset management of healthcare infrastructure assets. Before the move into investment management, Derren started his career in investment banking in Australia with Goldman Sachs and Odyssey Capital.

Education: B.C., Finance, Monash University
Joined the company: 2021
Began career: 2007

Andrea Willard, CPA, MST
Managing Director, Corporate Finance

Andrea is responsible for the financial reporting, budgeting and tax functions related to the timberland and agriculture group. Before joining the firm, Andrea was a tax manager with Natixis Global Asset Management where she was responsible for the tax reporting and compliance of the company and its subsidiaries. Prior to that, she worked for a local public accounting firm where she performed audit and tax services for small businesses. Andrea is a Certified Public Accountant in Massachusetts.

Education: B.S. Accounting, Stonehill College, Masters in taxation, Bentley University
Joined the company: 2008
Began career: 1999