

Timberland team

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Leadership



Thomas G. Sarno

Global Head of Timberland Investments

Tom leads Manulife Investment Management's institutional timberland investment program, overseeing investment underwriting and portfolio management, acquisitions and dispositions, resource planning and analysis, client account management, economic research, and property management. 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 timberland management team and serves on the timberland investment committee. Previously, Tom served as global head of timberland and farmland operations, where he developed and led large-scale, integrated, investor-owned, and third-party agriculture and forestry property management platforms. Prior to that, he served as director of global timber operations. Tom has also served as senior portfolio manager, where he was responsible for account management and portfolio development for individually managed timber accounts, as well as pooled investment vehicles; and general manager, Southern Division and Mid-Atlantic region manager. Prior to joining the firm in 2004, Tom was a procurement manager for International Paper's Pensacola paper mill and McDavid sawmill enterprise. Among other roles, he served as forest operations manager as well as forest analyst for Champion International Corporation.

Education: B.S. with honors, Forest Resources and Conservation, University of Florida

Joined the company: 2004 Began career: 1995



Nick Ping, Ph.D.

Managing Director and Deputy Chief Investment Officer, Timberland

As deputy CIO, Nick leads the development of new investment strategies and growth initiatives, client investment governance, and identifying and mitigating risk exposures related to our timberland investment process, products, and client investments. He's a member of the timber and agriculture investment committee and timberland investment strategy committee and is also directly involved with business development activities, structuring investment management agreements, and designing client investment goals and constraints. Prior to joining the firm in 2008, Nick coordinated the resource planning functions for HVP Plantations, a Manulife Investment Management Timberland and Agriculture-managed entity; he also worked at Pöyry Management Consulting, where he consulted on a variety of projects throughout the Asia-Pacific region, including forest appraisals, due diligence, and strategic planning. Nick is a graduate member of the Australian Institute of Company Directors and a full member of the Institute of Foresters of Australia and the New Zealand Institute of Forestry.

Education: B.S., Forest Science, Ph.D., Forest Science, University of Melbourne; M.B.A., Finance, Deakin University

Joined the company: 2008 Began career: 2001

Leadership



Eduardo Hernandez

Managing Director, Global Head of Timberland Operations

Eduardo provides strategic leadership for the firm's global timberland operations platforms. In this role, he is responsible for managing health, safety, environmental, and risk while meeting client needs and maintaining internal profitability. Prior to joining the firm in 2021, Eduardo held several roles at CMPC Celulosa where he was chief operating officer of forest and wood products where he was responsible for 2.9 million acres (~1,173,588 hectares) of timber operations in Chile, Brazil, and Argentina. In addition, he was responsible for lumber operations, including three sawmills, two remanufacturing facilities and one plywood mill. Previously, Eduardo held several positions at Rayonier.

Education: B.S., Forestry Engineering, Universidad Austral de Chile; M.B.A., Universidad de Concepcion
Joined the company: 2021
Began career: 1996



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



David Kimbrough

Managing Director, Timberland Acquisitions and Dispositions

David leads the firm's timberland acquisition and divestiture programs globally. In this role, David manages a team that focuses on acquiring investment-grade timberland across all target area geographies. In addition, he's responsible for overseeing disposition strategies for each investor for both large-scale dispositions and retail sales. Previously, David was a regional forester and operations coordinator in the firm's forest operations and stewardship areas, where he was responsible for the assignment, review, and reporting of all third-party appraisal work performed on the firm's North and South American properties. Prior to joining the firm in 1994, David worked with a timberland consulting firm in the southern United States.

Education: B.S., Forest Management, M.S., Forest Economics, M.B.A., Mississippi State University
Joined the company: 1994
Began career: 1992

Leadership



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



John T. Perda, CFA

Managing Director, Senior Portfolio Manager and Head of Client Account Management, Timberland

John leads the timberland portfolio management team that manages individual client accounts and commingled funds. John is responsible for developing and implementing client investment strategies for timberland, 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 2005, he was a senior consultant at Pöyry, where he focused on strategy development, capital project analysis, and asset valuation within the forest products industry. John is a CFA® charterholder and is a member of the CFA Society Boston.

Education: B.S., Finance, University of Rhode Island

Joined the company: 2005

Began career: 1996



Nick Blacklock

Managing Director, Global Timberland Resource Planning

Nick leads the firm's global resource planning and timberland investment valuation, including analysis of new investment regions and global timberland investment risk and return. He leads timberland acquisition valuation and due diligence and provides oversight for resource support teams and related resource information systems. Prior to joining the firm in 2012, Nick worked for Forest Capital Partners for eight years as general manager of decision support with overall responsibilities of forest planning, information systems, and timberland valuation. Previously, he held a series of positions with Boise Cascade in Canada, Brazil, and the United States, focused on resource planning, timberland investments, and forest information systems.

Education: B.S., Forestry, Lakehead University

Joined the company: 2012

Began career: 1990

Leadership



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



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



Michael Strzelecki, CFA

Managing Director, Business Development, Senior Timberland Portfolio Manager

Mike is responsible for business development activities with a focus on capital formation for the firm's global timberland strategy. He is also involved in new timberland product development and is a member of the Timberland Strategy Team. In addition, he manages investment portfolios and large institutional client relationships. Prior to joining the firm, Mike was a partner at Global Forest Partners, where he was directly involved in portfolio management, valuation analysis, and investment research. Previously, Mike was an equity research analyst at Merrill Lynch, where he covered the forest products industry. He holds the Chartered Financial Analyst designation and is a member of the CFA Society Boston.

Education: B.S., Finance, Pennsylvania State University

Joined the company: 2017

Began career: 2005

Portfolio management



Jonathan Aggett, CAIA

Director, Senior Portfolio Manager, Timberland

Jonathan provides timberland 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. Previously, Jonathan was senior portfolio analyst for timberland. Prior to joining the firm in 2006, he was a quantitative forestry analyst at NCASI, an environmental research organization. Jonathan holds the Chartered Alternative Investment Analyst designation.

Education: B.S., Forestry, University of Stellenbosch; M.S., Forestry Economics, Virginia Polytechnic Institute and State University; Executive M.B.A., University of Cape Town Graduate School of Business

Joined the company: 2006

Began career: 2004



Devon Baker, CFA

Director, Portfolio Manager, Timberland

Devon provides timberland portfolio management and client relationship management for separate accounts and commingled investment vehicles. In this role, he evaluates portfolio performance as well as acquisition and disposition opportunities and develops and implements client investment strategies. He joined the firm in 2016 and most recently served as a senior resource analyst focusing on timberland valuation, carbon valuation, and reporting, tax analysis, and biological growth and yield modeling. Previously, Devon worked in business development at Resource Management Service, a large institutional timberland manager. He is a CFA® and charterholder is a member of the CFA Society North Carolina.

Education: B.B.A., Finance, M.FR., Forest Finance, University of Georgia

Joined the company: 2016

Began career: 2013



Price Barnett

Portfolio Analyst, Timberland

Price supports the management of 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 timber and timberland markets, and reviewing property budgets and long-term management plans. Previously, he served as a resource planning analyst where he developed and maintained comprehensive property management plans for client timberland properties and provided support for tactical planning in collaboration with operations to ensure harvest scheduling, budgeting, and harvest plan execution decision support. Prior to joining the firm, he held positions with Weyerhaeuser/Plum Creek as a harvest manager and resource forester, managing timber harvest operations in South Carolina.

Education: B.S., Forestry, University of Georgia, M.B.A, Finance, University of North Carolina-Chapel Hill

Joined the company: 2020

Began career: 2014

Portfolio management



Harley Burton

Associate Director, Portfolio Manager and Manager of Portfolio Analytics, Timberland

Harley provides timberland portfolio management and client relationship management for individual client accounts and commingled funds. Harley is responsible for developing and implementing client investment strategies for timberland, evaluating acquisition and disposition opportunities, evaluating and reporting on investment performance and managing all aspects of the client relationship. Harley also leads the timberland portfolio analyst team. She joined the firm in 2017 and most recently served as a senior portfolio analyst, focusing on analyzing timberland portfolios. Prior to joining the firm, she worked as a pre-sale forester for the US Forest Service.

Education: B.S., Biology, James Madison University; M.F., Forest Resource Management, Duke University

Joined the company: 2017

Began career: 2016



Carolina Chavez

Portfolio Analyst, Timberland

Carolina supports the management of timberland 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 timber and timberland markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, she served as a resource planning analyst where she developed and maintained comprehensive property management plans for client timberland properties and provided support for tactical planning in collaboration with operations to ensure harvest scheduling, budgeting, and harvest plan execution decision support.

Education: B.S., Forest Engineering, M.S, Crop Production, Federal University of Jequitinhonha and Mucuri Valleys in Minas Gerais, Brazil

Joined the company: 2018

Began career: 2018



Cooper Heilman

Portfolio Analyst, Timberland

Cooper supports the management of 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 timber and timberland markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, he served as a senior operations specialist at Brown Brothers Harriman & Co, managing equity and fixed income trades for institutional clients, and conducting research projects related to the onboarding of new clients. He has passed Level I of the CFA® program and holds the CFA® Certificate in ESG Investing.

Education: B.A., Economics, University of Massachusetts Amherst

Joined the company: 2021

Began career: 2019

Portfolio management



Richard Wolfe

Portfolio Analyst, Timberland

Richard supports the management of 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 timber and timberland markets, and reviewing property budgets and long-term management plans. Prior to joining the firm, Richard was an equity research analyst at CFRA Research, covering publicly traded companies within the chemicals, fertilizers, and building products industries. Additionally, Richard previously served in the U.S. Army as a military intelligence officer. He passed Level III of the CFA® program in May 2021.

Education: B.S., Economics, North Carolina State University; M.S. Applied Economics, Georgia Southern University

Joined the company: 2022

Began career: 2015



Jackson Wyss

Director, Portfolio Manager, Timberland

Jackson provides timberland portfolio management and client relationship management for individual client accounts and commingled funds. Jackson is responsible for developing and implementing client investment strategies for timberland, evaluating acquisition and disposition opportunities, evaluating and reporting on investment performance and managing all aspects of the client relationship. He joined the firm in 2010 and most recently served as associate director for resource valuation where he focused on global timberland investment underwriting and diligence as well as appraisal management. Prior to joining the firm, he worked as a timber marketing forester for Rayonier in South Georgia.

Education: B.S., Forest Resources, M.FR., Forest Finance, University of Georgia

Joined the company: 2010

Began career: 2009

Investment management



Mike DiCarlo

Transaction Manager, Timberland

Mike is responsible for the execution of Manulife Investment Management's timberland disposition and acquisition program throughout all regions. In this role, he develops and implements strategies for large scale dispositions, retail sales, acquisitions, and renewable energy project development. Prior to his current position, Mike held progressive positions in Hancock Forest Management as a resource analysis team manager and analyst working with transactions, timberland appraisals, forest inventory, and forest operations.

Education: B.S., Forestry, Louisiana Tech University; M.S., Forest Resources, Pennsylvania State University

Joined the company: 2015

Began career: 2009



Heitor Gastaldi

Director, Timberland Acquisitions, South America

Heitor leads the timberland acquisitions program throughout South America, including identification, outreach, due diligence, investment analysis, negotiations, transaction management to closing, and supporting property management implementation. Previously, he worked at Brookfield Asset Management. He served as VP of Timberland M&A in Brazil and was responsible for valuation, due diligence, investment analysis, negotiations, transaction management to closing, investment performance review and business integration after closing. Previously, he was head of financial planning and analysis and investor relations at Nova Transportadora do Sudeste-NTS, a natural gas pipeline transportation company controlled by Brookfield, where he was responsible for business planning, financial performance, valuation, investor relations and attendance to CVM (Brazilian SEC equivalent) regulatory obligations.

Education: B.S., Agronomic Engineering, University of Sao Paulo; M.S. Economics, INSPER - Instituto de Ensino e Pesquisa

Joined the company: 2021

Began career: 2007



David P. Kenney

Director, Timberland Acquisitions

David leads the firm's timberland acquisitions program throughout all regions, including identification, outreach, due diligence, investment analysis, negotiations, transaction management to closing, and supporting property management implementation. Previously and earlier in his career, he worked at Rayonier collectively for 19 years, where he led acquisitions, asset management, resource planning and forest operations activities. In addition, David worked for Hancock Timber Resource Group where he served in several roles across forest operations, resource planning, and acquisition functions over 5 years in the Pacific Northwest and Australia.

Education: B.S., Forest Engineering, University of Maine; M.S., Forestry, Virginia Polytechnic Institute and State University

Joined the company: 1998, 2015

Began career: 1987

Investment management



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



Derek Solmie

Director, Timberland Dispositions and Acquisitions

Derek is responsible for managing and executing the firm's global timberland disposition program for both large-scale and retail sales. In addition to the disposition program, Derek is involved in the timberland acquisition program including identification, outreach, due diligence, investment analysis, negotiations, transaction management to closing, and supporting property management implementation. Previously, Derek was an operations analyst with Hancock Forest Management, then a property management subsidiary of the firm, where he was involved in budgeting, land records management, appraisal review, and transaction support. Prior to joining the firm in 2003, he worked in the forest engineering department for one of the largest private timberland owners in western Canada.

Education: B.S., Forest Engineering, University of New Brunswick; M.F., Forest Operations, Oregon State University; M.B.A., University of Portland

Joined the company: 2003

Began career: 2001



Kyle Wehner

Director, Timberland Acquisitions

Kyle is responsible for managing and executing the firm's timberland acquisitions program throughout all regions, including identification, outreach, due diligence, investment analysis, negotiations, transaction management to closing, and supporting property management implementation. Prior to joining the firm, Kyle worked at GreenWood Resources, where he sourced and implemented timberland acquisitions throughout North and South America, supporting commercial negotiations and due diligence on assets under consideration. Previously, Kyle worked for Rayonier, a timber real estate investment trust company, where he was an acquisitions supervisor and held several operational roles.

Education: B.S., Forestry; M.S., Forestry, Michigan State University; M.B.A., University of Florida

Joined the company: 2019

Began career: 2006

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

Economic research



Mary Ellen Aronow

Director of Forest Economics, Timberland

Mary Ellen conducts economic research to support the firm's business and forestry investment decisions, including market analysis supporting investment and operational planning and decision-making for the firm's timberland strategies. She is directly involved in timberland transactional due diligence and initiating new investment strategies and concepts. Mary Ellen leads the global timberland economic, financial, and statistical analytical efforts, including commodity price forecasting, portfolio analysis, and authoring thought leadership publications. She has experience in industrial forest management, timberland investment, and forest products markets, with a special interest in global markets and international trade. Before joining the firm in 1999, she was a Research Coordinator with the Center for Forest Business at the University of Georgia, focused on timber supply research and reporting on structural changes within the timberland industry with Timber Mart-South.

Education: B.S., Forest Management, University of Montana; M.S., Forest Economics, University of Georgia

Joined the company: 1999

Began career: 1993



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

Asset management



Chris Barnes

Senior Director, New Zealand Physical Asset Management, Timberland

Chris is responsible for timberland operations in New Zealand. Previously, he was the Chief Operating Officer for the firm's New Zealand forest operations business where he was responsible for silviculture, engineering, harvesting, distribution, and sales functions. Chris started his forestry career in silvicultural research in Tasmania before moving into operations and has held senior management roles across Australia and New Zealand involving large scale temperate and subtropical forestry estates. Chris is a member of the Australian Institute of Directors, the New Zealand Institute of Foresters and is on the Executive Council of the New Zealand Forest Owners Association.

Education: B.Agr. Sci, University of Tasmania; MBA, University of New England.

Joined the company: 2019

Began career: 1996



Matt Bonham

Managing Director, North American Operations, Timberland

Matt oversees management of North American timberland operations for the firm. Previously, he led both timberland and agriculture operational businesses in North America. Earlier, he served as general manager of Hancock Timber Resource Group's (HTRG) southern U.S. timberland division and was President of Hancock Forest Management. Prior to joining HTRG, he was president at Soterra, where he developed multiple revenue streams such as a consulting group, a retail pine straw business, a wetlands mitigation bank, and wildlife outfitting. Earlier in his career, Matt held positions of increasing responsibility in timber management at PCA, Georgia-Pacific, The Timber Company, and Plum Creek.

Education: B.S., Forest Resource Management, University of Florida

Joined the company: 2015

Began career: 1993



Robert Green

Managing Director, Australasia Timberland Operations

Robert is responsible for timberland operations on investor-owned properties in New Zealand and Australia. Prior to joining the firm, Robert served as the CEO of Kaingaroa Timberlands (KT), a 494,211 acre (~200,000 hectares) softwood plantation located in New Zealand's Central North Island. Previously, Robert served as the director of sales, contracts, and planning and ultimately as the CEO for VicForests, a state-owned business in Victoria, Australia. Robert also has experience as a general manager at Snavelly Forest Products. Robert is a member of the Institute of Directors New Zealand, and the Institute of Foresters. Robert has served as a member of the Board Finance Committee at the Royal Childrens Hospital in Melbourne, Australia, and he has also served on the Board of the NZ Forest Levy Trust, on the Ministerial Advisory Group, and on the Executive Council of the NZ Forest Owners Association.

Education: B.Com, Economics (Honours), University of Otago

Joined the company: 2021

Began career: 1992

Asset management



David Groesch

Chief Operating Officer, Western Timberland Operations

David oversees forest management operations on 1.4 million acres of investment grade timberlands, leases and timber deeds located in California, Idaho, Oregon, Washington, and British Columbia. He is responsible for meeting client returns and stewardship goals through appropriate silviculture, maintaining compliance with all environmental and regulatory standards, promoting team excellence and safety, and being the log supplier of choice to many mill customers. He accomplishes this with a team of 60 forest management employees including the general manager of western silviculture and five region managers. Prior to joining the firm, David was the Idaho state forester and deputy director for the Idaho Department of Lands. As state forester, he represented the State of Idaho on several national and state organizations and committees dealing with trust land management and natural resource-related policy issues. His broad and extensive forestry and natural resource experience includes work in the private, industrial, and public sectors as well as in three different geographic regions of the country – the South, the Lake States, and the West.

Education: B.S., Forest Management, University of Wisconsin – Stevens Point; M.S., Forest Science, Virginia Tech

Joined the company: 2020

Began career: 1989



Chet Hargreaves

Chief Operating Officer, Southern Timberland Operations

Chet oversees forest management operations on 1.7 million acres of investment grade timberlands, leases and timber deeds located within ten states across the U.S. south. He is responsible for maximizing the net present value of forest assets for timberland clients through appropriate silviculture techniques, maintaining and monitoring peak compliance with environmental standards, promoting team excellence and safety, directing timber harvest operations to satisfy long-term delivered supply agreements to several large industry mill customers, and exceeding our customers' expectations. He accomplishes this with a team of 50 forest management employees, including the general manager of southern silviculture and five region managers. Prior to his current position, he served as general manager, harvesting operations manager, and marketing and sales manager in the firm's western gulf division. Previously, Chet managed forestlands for International Paper for 25 years, holding positions of increasing responsibility across the southern US.

Education: B.A. in Business Administration from Franklin & Marshall College; M.A. in Environmental Management from Duke University.

Joined the company: 2008

Began career: 1981

Asset management



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



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



Annie Husa

Region Manager, Lake States & Northeast, Timberland

Annie provides regional operational leadership and oversees the sustainable forest management and stewardship activities practiced on the Lake States & Northeast timberlands for the firm. Prior to joining the company in 2018, Annie served as regional director for Steigerwaldt Land Services, Inc., a forestry consulting firm, providing land and resource services to private, industrial, and timberland investment owners. Earlier in her career, as senior forester at Plum Creek Timber Company, she managed timberlands in addition to veneer and timber merchandising yards. Upon commencement of her career, Annie held a role as procurement forester for Midwest Forest Products Company where she sourced roundwood for their Iron River, WI facility, monitored wood chip quality, and managed remote woodyard inventories for regional paper mill clients.

Education: B.S., Forest Ecology & Management, University of Wisconsin – Madison

Joined the company: 2018

Began career: 2000

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