

THE BOSTON SECURITY ANALYSTS SOCIETY, INC.

2013
ANNUAL REPORT



BSAS
THE BOSTON SECURITY ANALYSTS SOCIETY, INC

Fellow BSAS members,

As we close out our fiscal and operating year, it's the right time to reflect about the past 12 months and begin to shape the narrative of our Society's future.

Starting with our Society's continuing programming efforts, volunteers and staff set an ambitious agenda a year ago yet still found ways to raise the bar throughout the season. Punctuated by our Market Dinner this past February, more than 700 members and guests listened to Dr. Alan Greenspan share thoughts and insights assembled over his remarkable career. In addition to that very special evening, we hosted many national and local thought leaders during the season including John Bogle, Congressman Barney Frank, as well as Professor Lynn Stout from Cornell University Law School, who was part of our highly regarded *Bringing Theory to Practice* series. Building on your positive feedback and attendance, we expect to extend this series and our day long Asset Allocation Seminar into next year.

Additionally, we continued our "Career Chats" series. Here, successful, seasoned member-volunteers share their skills and experiences with fellow members interested in learning more about specific career disciplines. These sessions, initiated two years ago, have become a key part of our ongoing commitment to networking and career development for our members and expect to carry into the future.

On the Educational front, our multi-year commitment to producing high-quality CFA Practice Exams continues to be the industry benchmark. Nearly half of the 138 Societies globally approach us annually to purchase over 3,000 individual exams that they in-turn administer to their local candidates. Beyond the financial benefits to BSAS, our in-house production brings more than 30 of our members together each year to assemble an extraordinary series of practice exams. Beyond this meaningful commitment, our Education Committee, working closely with CFA Institute, made the decision to pursue a Claritas® preparation course for Boston's exam participants in the exam's pilot year. As the only Society in the world to have undertaken this effort, we hosted more than 30 exam takers over a 4-day lunch series and received extremely positive feedback. We will look to expand this effort in the ensuing years.

Your Board of Directors also tackled a number of governance and society branding topics in an effort to provide better leadership, structure and global identity to our society. Several executive leadership positions were evaluated and repositioned to address the changing needs of our Society. One key element was the establishment of a Vice Chairperson role to our Board. This will provide greater leadership continuity for our Society in the future. Additionally, more transparency and independent voices have been structurally introduced to the nominations and decision-making processes. Considering the BSAS "brand", a select group of Board leaders, volunteers and staff undertook a thorough analysis of our local and global identity both as a standalone 5,300 member entity as well as how we are positioned relative to the global community of more than 110,000 members. Working closely with CFA Institute throughout, we have completed the task confident that our current and future brand direction remains vibrant, highly regarded and recognizable.

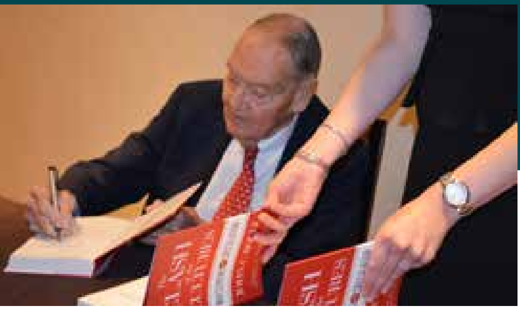
I am pleased to highlight that your Society's financial position also remains strong. With a projected surplus for this fiscal year of $50,000 and long term reserves of $3.8 million, our Treasurer and staff leadership maintain excellent planning and controls while not sacrificing the resourcing of important programs and initiatives.

On the "new and exciting" front, our Society is moving homes this summer. This past year, we signed a 7-year lease for newly built office space at 2 Financial Center in Boston. The staff moves into their new home on June 18th. Stay tuned for an open house invitation to members sometime this summer.

Finally, it has been an honor leading our Society this past year. I have savored every moment. I believe now more than ever and have come to appreciate more fully how special our Society is in a global context. If there were one goal I had last July, it was to challenge myself – and our many great volunteers, leaders and staff – to find ways to improve the Society and member experience where and whenever possible. I believe we have accomplished this in a number of important areas. I am excited to watch the next wave of leadership execute their own strategic agenda and take us forward in new and existing directions.

With much gratitude and in service,

Dan Fasciano, CFA
BSAS President, 2012-2013



2012 – 2013 BOSTON SECURITY ANALYSTS SOCIETY BOARD OF DIRECTORS AND STAFF

Jeffrey B. Augustine, CFA, CFP
Argent Wealth Management
Director

Alice C. Avanian, CFA
Leerink Swann
Director

Damon C. Barglow, CFA
Rockland Trust
Director

Archana M. Basi, CFA
Wellington Management Company
Director

Daniel J. Fasciano, CFA, CMT, CAIA
BNY Mellon
President

Christopher R. Foti, CFA
BNY Mellon
Director

Daniel J. Fuss, CFA
Loomis Sayles
Past President

George R. Hoguet, CFA, FRM
State Street Global Advisors
Director

Thomas Linkas, CFA
Past President

Stacey L. Marino, CFA, CAIA
State Street Global Advisors
Vice President, Programs

George S. Mellman, CFA, CIPM, FRM, CFP
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Lawrence F. Pohlman, Ph.D.
Director

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Director

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MFS Investment Management
Past President

Scott D. Stewart, CFA
Secretary

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Taggart Associates
Director

Pamela G. Yang, CFA
Harvard Management Company
Treasurer

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Executive Director

Stephanie Field
Director of Education

Amy Pepe
Membership and Program Coordinator

Lauren Antolini
Department Head, Programs & Research Challenge

Amy Crouch
Marketing and Communications Manager

CFA INSTITUTE YEAR IN REVIEW

It has been a robust year for CFA Institute. We recently concluded our year-long celebration of the 50th anniversary of the Chartered Financial Analyst® Program. The pioneers who founded the program back in the early 1960s knew that creating a profession requires a rigorous and formal accreditation process, including academic, practical, and ethical qualifications. Throughout the decades, the finance sector has grown to become global, and our members have earned the reputation as ethical and highly competent professionals.

As we all know, the past five years have been turbulent for financial services and the investment profession. In the face of such adversity, CFA Institute's Board of Governors and staff have identified a unique opportunity to restore trust in the investment industry. Knowing that the global financial industry can be an extraordinary force for good, we believe there is much work to be done to shape a more trustworthy, financial industry that better serves society. Our Board and Leadership Team have developed a blueprint that moves us in that direction, and we have initiated four multi-year strategic projects designed to advance our mission.

The Future of Finance project encourages thought leadership and engagement. Working with a global advisory council of respected leaders, CFA Institute aims to produce significant research-based outputs, including publications, events, media campaigns, tools, and other communications for government agencies, financial regulators, member societies and members, industry leaders, and the general public.

The Americas Operating Platform is an overall organizational strategy and operating plan for CFA Institute initiatives in the Americas, including the United States, Canada, and Latin America. Tom Robinson, CFA, who recently accepted the role of managing director for the Americas, is leading this effort.

Our Global Operating Model has entered its second phase with the development of frameworks and guidelines for implementing a globally consistent, integrated operating model for the organization.

Our Market Opportunities for Educational Products project is focused on research and analysis of the market for financial education programs — particularly qualifications, designations, certifications, and related continuing education mechanisms and programs — and the identification of potential market opportunities. An example of such an opportunity, which resulted in a viable education program, is the recently launched Claritas® Investment Certificate. Our research revealed that one of 10 professionals working in the industry was not in a decision-making role, but worked directly with those who were making investment decisions (i.e. charterholders).

In effect, our current educational programming and products weren't reaching about 91% of financial services professionals working in our industry. Our new certificate aims to fill this gap by offering a path to finance knowledge for those working in finance who may not seek the CFA charter or another master's level designation. The success of the employer pilot program, which resulted in the participation of 70 global firms and more than 3,300 individual registrations for the Claritas Investment Certificate, has helped substantiate the market demand.

As always, the resources for all of these new initiatives will come from CFA Institute's financial strength, operational excellence, its people, and member societies. As of May 2013, CFA Institute had more than 115,000 members—with 138 societies in 60 countries. In FY2013, there were approximately 210,000 candidate registrations for the CFA Program.

BSAS members are encouraged to stay current on CFA Institute information and education by visiting www.cfainstitute.org.

EDUCATION COMMITTEE

George Mellman, CFA, *Vice President, Education*

The Education Committee oversees member and candidate education and strives to offer opportunities to help both members and candidates maintain professional excellence. The *Bringing Theory to Practice* series continues to grow. These forums showcase cutting edge investment research from CFA Institute's Research Foundation, along with both locally and nationally recognized academics and practitioners. The committee has also forged partnerships with professional development providers, such as Bloomberg and Wall Street Prep, to bring valuable learning opportunities to members and local professionals. In conjunction with the Programs Committee, the 2nd Annual Asset Allocation Seminar was offered, with an expanded roster of presenters and a 50% increase in attendance.

BSAS continues to be the local leader in candidate education with the creation of the Claritas® Pilot Review Program for the newly-launched Claritas® curriculum by CFA Institute. This certificate program is a new global education program designed to give those working in financial services a clear understanding of the investment industry and their responsibilities within it. For candidates in the CFA® program, the BSAS Practice Exam continues to be a key success in 2012 – 2013 on both a local and global level with society, firm and university participation. BSAS is currently in the third year of its co-branded agreement with leading Prep Provider Kaplan Schweser. This partnership provides candidates with the most comprehensive program, combining the strengths of both organizations for an optimal CFA Exam preparation experience.

Committee Members

Christopher Argyrople, CFA, *Triad Alpha Partners LLC*
Jeffrey Brown, CFA, *Wellington Management Company*
Venkat Chalasani, CFA, *Virtua Research Corp.*
Paul Curley, CFA, *Financial Research Corp.*
Paul Fruin, CFA, *S&P Capital IQ*
Peter Gerlings, CFA, *Segal Rogerscasey*
William Keim, CFA, *BNY Mellon*
Srikanth Krishnamurthy, CFA, *The MathWorks Inc.*
Robert Pleska, CFA, *FRM Global*
William Richardson, CFA, *Constitution Capital Partners*
Daniel Schmidt, CFA, *Pyramis Global Advisors*
Garrett Stuck, CFA, *Intex Solutions*
Irena Vodenska, CFA, *Boston University*

2013 BSAS Practice Exam

Advisor:

Christopher Argyrople, CFA, *Triad Alpha Partners LLC*

Level Coordinators:

David Hines, CFA, *HM Payson & Co.*
William Richardson, CFA, *Constitution Capital Partners*
William Keim, CFA, *BNY Mellon*

Writers:

David Brecht, CFA, *Pioneer Investments*
Christina Cheng, CFA, *DSW, Inc.*
Adam Cook, CFA, *Natixis Global Asset Management*
Paul Curley, CFA, *Financial Research Corporation*
Rebecca Fang, CFA
Richard Gibble, *Longfellow Investment Management Co.*
Bill Han, CFA, *Wellington Management Company*
Abbas Kazemi, CFA, *Rhode Island College*
Christopher Lagan, CFA, *Congress Asset Management*
Richard McCarthy, CFA, *Net Worth Management*
Steve Ng, CFA, *Woodland Investment Consulting*
Eric Pflaum, CFA, *Standish Mellon Asset Management*
Robert Pleska, CFA, *FM Global*
William Richardson, CFA, *Constitution Capital Partners*
Ruth Rowan, CFA, *Clark University*
Lester Satlow, CFA
Matthew Sheers, CFA, *Atlantic Trust Company*
Billy Soo, *Boston College*
Sharon Stark, CFA, *State Street Corporation*
Ching Tan, CFA, *Fidelity Investments*
Guillermo Tello, CFA, *U.S. Trust, Bank of America*
Christine Tshudy, CFA, *Nixon Peabody*
Matthew Turcotte, CFA, *Kaspick & Company*

Claritas® Planning Committee

Daniel Fasciano, CFA, *BNY Mellon*
Alison Kelly Hawke, CFA, *Suffolk University*
Richard McCarthy, CFA, *Net Worth Management*
John O'Reilly, CFA, *Congress Asset Management*
Billy Soo, *Boston College*

***Bringing Theory to Practice* Advisory Board**

George Mellman, CFA
John Minahan, CFA, *Massachusetts Institute of Technology*
Scott Stewart, CFA

PROGRAMS COMMITTEE

Stacey Marino, CFA, *State Street Global Advisors*, Chair

The BSAS Programs Committee oversees the six subcommittees that plan, implement and deliver the 50+ BSAS programs each year. Each subcommittee has a chair (or co-chair in some cases) and committee members who volunteer their time to brainstorm on relevant industry topics and recruit speakers. A few highlights from 2012 – 2013 include hosting John C. Bogle; Duncan Richardson, Chief Equity Investment Officer and Executive Vice President of Eaton Vance and multiple webinars. Below is a list of the subcommittees and their focus.

ALTERNATIVES

Brent Bell, CFA, *State Street Global Advisors*, Co-Chair
Chris Foti, CFA, *BNY Mellon*, Co-Chair

The Alternatives subcommittee is a combination of the former Hedge Funds, Venture Capital and Private Equity subcommittees that focus on non-traditional investments.

Committee Members

Jon Jared Annello, *The Baupost Group*
Melanie Arnold, CFA, *Hancock Natural Resource Group*
Ashish Bajpai, CFA
Michael S. Caccese, Esq., *K&L Gates LLP*
Brian Iammartino, CFA
John Hamilton Meyer, CFA, CAIA, FRM, *Loomis Sayles*
Kathleen A. Monks, CFA, *Windrose Advisors*
Douglas V. Moon, CFA, *JPMorgan Private Bank*
Robert Michael Petry, CFA, *Securities and Exchange Commission*
Joseph A. Rothermich, CFA, *Natural Selection Financial, Inc.*
Keith J. Roux, CFA, *Century Capital Partners*
Lin Shen, CFA, *HITE Hedge Asset Management*
Langxuan Yin, *Northeastern University*

FIXED INCOME

Erinn King, CFA, *Payden & Rygel*, Chair

The Fixed Income subcommittee provides programs on topics related to investment strategies, tools and techniques in the area of fixed income.

Committee Members

Ken Anadu, *Federal Reserve Bank of Boston*
Akshay Anand, CFA, *Longfellow Investment Management*
Aileen Barbiellini Amidei, CFA, *State Street Corp.*
Robert J. Fernandez, CFA, *Breckinridge Capital Advisors*
Mark Fitzgerald, CFA, *Property & Portfolio Research*
Matthew Guleserian, CFA, *Lee Munder*
Dylan H. Jones, *Sovereign Bank*
John T. Kasameyer, CFA, *Fidelity Institutional Services*
Tracey M. Manzi, CFA
Cory W. Monroe, CFA, *Wellington Management Company*
Michael P. O'Brien, CFA, *Eaton Vance*
Henry L. Peabody, Jr., CFA, *Merganser Capital Management*
Susan A. Sanderson, CFA, *Fidelity Investments*
Victor C. Saratella, CFA, *Liberty Mutual Group*
Brett Smith, CFA, *U.S. Trust Company*

GLOBAL EQUITIES

Michael Greis, *Riverbend Advisors*, Co-Chair
Shana Sissel, CAIA, *Fidelity Investments*, Co-Chair

The Global Equities subcommittee focuses on International, Socially Responsible Investing and Value Investing topics.

Committee Members

Damon C. Barglow, CFA, *Rockland Trust*
Geri D. Carroll, CFA, *Mercer*
Edward A. Ciancarelli, CFA, *Eaton Vance*
Brian G. Davies, CFA, *Ironwood Capital Management*
Noel E. Friedman, CFA, *MSCI*
Ariel B. Fromer, CFA, *American Independence Financial Services LLC*
Stanley L. Fung, *FarSight Ventures*
Sridhar Gudluru, CFA, *Eagle Investment Systems*
David L. Henry, CFA, *P/E Investments*
David R. MacDougall, CFA, *Crestwood Advisors*
George N. Patterson, Jr., CFA
Mitali Prasad, CFA, *Washington Capital Management*
Nathaniel J. Riley, CFA, *Boston Trust & Investment Management Co.*
Jose Luis Rojas Villarreal, CFA, *Massachusetts Growth Capital Corporation*
George John Stathis, CFA, *Citigroup Global Markets*
Judith A. Warners

PRIVATE WEALTH MANAGEMENT

George Kimball, CFA, *Chair*

The Private Wealth Management subcommittee provides a forum for the exchange of ideas and discussion about current practices for advisors of high-net-worth individuals. Its programs also focus on the latest tools and techniques in wealth management.

Committee Members

Jeffrey B. Augustine, CFA, CFP, *Argent Wealth Management*
Thomas R. Brennecke, *Timber Creek Capital Management*
Brian T. Eddy, CFA, CFP, *Cape Ann Savings Bank*
Edwin D. Everett, CFA
Susan E. Farris, CFA, *Windward Investment Management*
Christopher E. Houston, CFA, *Ropes & Gray LLP*
George J. Kimball, CFA
Laurence A. Manchester, CFA, *Mellon Private Asset Management*
Steven R. Mark, CFA, *Fidelity Investments*
Michael C. McManus, CFA, CFP
Steve Ng, CFA, *Woodland Investment Consulting*
Benjamin Sweigart, CFA, *Deutsche Bank*
David H. Thompson, CFA, *Highmount Capital*
Janet G. Wheeler, CFA
Pamela G. Yang, CFA, CPA, *Harvard Management Company*

QUANTITATIVE INVESTING

Larry Pohlman, *Chair*

The Quantitative Investing subcommittee arranges programs focusing on the analysis and discussion of performance measurement techniques as well as the latest quantitative techniques impacting investment management and analysis.

Committee Members

James W. Anderson, CFA
Justin Carr, CFA, *Golden Capital Asset Management*
Petr Chovanec
Hugh L. Crowther, *Crowther Investment*
Daniel E. Itano
Kenneth P. Robinson, CFA, *CFA Institute*
Bin Shi, CFA, *Acadian Asset Management*
H. Anthony S. Shufflebotham, CFA
Sonia H. Spirling, CFA, *F-Squared Investments*
Mark C. Szigety, CFA, *Harvard Management Company*
Sreeram Thirukkonda, CFA, *Batterymarch Financial Management*
Bret Valerio, CFA, *SCS Financial*

STRATEGIST/ECONOMIST

Guillermo Tello, CFA, *U.S. Trust, Bank of America*, *Chair*

The Strategist/Economist subcommittee brings renowned strategists, economists, analysts and portfolio managers to discuss the market and economic outlook.

Committee Members

John O. Barnett, *Ironwood Investment Management*
Justin H. Bourgette, CFA, *Eaton Vance*
Paul S. Edelstein, *IHS Global Insight*
Constance M. Everson, CFA, *Capital Markets Outlook Group*
Charles L. Hill, CFA, *Veritas Et Lux*
Michael E. Mullin, CFA, *MEM Capital Advisors*
Bruce G. Picard, Jr., CFA, *MassMutual Financial Group*
Christopher M. Reed, CFA, *CUNA Mutual Group*
Damian Uebelhoer, CFA, *Harvard Management Company*
Vitaly Veksler, CFA
James A. Waggett, Jr., CFA, *Bank of America*

YOUNG LEADERS COMMITTEE

Scott D. Stewart, CFA, *BSAS Board of Directors Liaison*

The BSAS Young Leaders Committee formed in 2012 to address the value of membership to BSAS's rising leaders. The committee focused its efforts in 2012 and 2013 on networking and small-group presentations. The committee is also looking at partnering with groups to provide training on investment research tools.

Committee Members

David W. Hunt, *Applied Capital Management, Inc.*
Amy Koch, CFA, *Standish Mellon*
Nicholas Gaskell, *John Hancock Financial Services*
Joshua Stein
Michael R. Joyce, CFA, *Pioneer Investments*
Dan M. Le, CFA, *Acadian Asset Management*
Louis H. Raffetto, CFA, *The Boston Company*
Ross M. Tremblay, CFA, *Hedgeworks*
John Hsu, CFA, *Cerulli Associates*
David J. Casariego, CFA, *Dartmouth College Investment Office*
Timothy John Herlihy, CFA, *State Street Investment Analytics*
Richard V. Howe, Jr., CFA, *Eaton Vance Management*
Benjamin Eischen, *Windham Capital Management*
Gregory Lewis, *Siharum Advisors*
Betty H. Lo, *State Street Corporation*
Edward M. Mulrane, Jr.
Matthew Ross, *Wellington Management Company*
Scott D. Stewart, CFA

COMMUNICATIONS COMMITTEE

Susan B. Weiner, CFA, *InvestmentWriting.com, Chair*

The newly created Communications Committee focuses on creating the best possible strategies to message our members. Some projects throughout the year have been a newsletter build out including the introduction of guest writer series, and updating our programs surveys and enhancing our social media communications.

Committee Members

Eric L. Biegeleisen, CFA, *Broadmeadow Capital*
Jeffrey J. Crampton, CFA, CFP, *Ameriprise Financial*
Juan Garcia, *Jack Welch School of Management*
Stephen C. Gaudette, CFA, *Northfield Information Services*
Theresa A. Hamacher, CFA, *NICSA*
Marilyn Mendel Han, *Boston Wharf Investment Management LLC*
Thomas P. Norton, CFA, *1640 Investment Advisors*
Anthony C. Santosus, CFA, *Cutwater Capital LLC*
Susan B. Weiner, CFA, *InvestmentWriting.com*

CAREER DEVELOPMENT

The Career Development committee works to provide the members with opportunities to advance and grow and advance their careers through networking and other soft skills. Highlights for the committee this year were BSAS "Career Chats," the number of social events hosted, and a workshop explaining the perils and perks of social media and how to navigate the cyber world optimally in order to further one's career

The group's large and more long-term goal in its infant stage is the establishment of a formalized mentoring program. The objective of this program would be to allow newer members or those in less senior positions to be paired with a more seasoned and/or senior BSAS volunteer to meet semi-regularly for the purposed of providing career support and mentorship.

Committee Members

Akshay Anand, CFA, *Longfellow Investment Management*
Lidia Borscheva-Tabbara, CFA, *PriceWaterhouseCoopers*
Lindsay Cook, *New England Canada Business Counsel*
Edwin D. Everett, CFA
Natalia Glekel, CFA, *Lee Munder Capital Group*
Leah Hirshfield, CFA, *SIA Partners US*
Charles L. McKenzie, CFA, *Fidelity Investments*
Yalemzewd Nega, CFA
Susana Ngan, CFA, *Baystate Financial Services*
Chijoke Okafor, *HULT International Business School*
Douglas R. Rand
Andrew S. Rubin, CFA, *Fidelity Management & Research*

MEMBERSHIP COMMITTEE

Scott D. Stewart, CFA, *BSAS Board of Directors Liaison*

A robust and diverse membership is critical to establishing a stable foundation for our society. The engagement of the members within ensures the sustainment of that community and allows for the exchange of ideas, the cultivation of a professional network and the identification of new leaders within the community. Recognizing this, the Membership Committee focused on two main goals: increasing the satisfaction and engagement of our current membership and increasing the membership base as a whole. The initiatives borne of these two goals include:

Renewal Campaign - Launching a broader renewal campaign, using a pre-renewal message from the society and employing efforts of committee volunteers to reach out individually to members who are close to a membership lapse or already lapsed.

"Charter-pending/Unaffiliated Member" Project – Distributing formalized society communication that details the last steps required in the process of activation membership for those in the final stages of receiving their charter as well as enumerates the member benefits of for our society for "unaffiliated" local charterholders. The potential members in these category totals over 800.

Sponsorship Program - Identifying member volunteers prepared to vet new member applications and contact applicants need of a BSAS society member reference.

Member Outreach – continuing the tasks of last year, committee members are identifying where to target membership promotion efforts, from firms and universities to general industry areas, so as to better engage members and best understand how to do so.

Committee Members

Damon C. Barglow, CFA, *Rockland Trust*
Robert D. Cerow, CFA, *Munder Capital Management*
Kieran J. D'Souza, CFA, *Batterymarch Financial Management*
John C. DePalma, CFA, *Babson Capital Management*
Samuel B. Jones, Jr., CFA
Jeffrey P. Lucas, CFA, CPA
Scott R. Peterson, CFA, *JP Morgan*
Matya Schachter, CFA, *Battery Global Advisors*
Robert W. Taylor, CFA, *RBC Wealth Management*
Bradley J. Ursillo, CFA, *Golden Capital Management*

BSAS 2012 – 2013 PROGRAMS AND EDUCATION

NETWORKING EVENTS

BSAS Happy Hour Event
July 7 • 53 attendees

Boston Red Sox Outing
July 31 • 80 attendees

BSAS Happy Hour Event
February 7 • 52 attendees

27th Annual Market Outlook Dinner
Dr. Alan Greenspan, Chairman, Federal Reserve System (1987-2006)
February 12 • 700 attendees

Economics of Sports: Boston Celtics vs. Toronto Raptors
March 13 • 60 attendees

67th Annual Meeting & Election of Officers
June 13

CAREER PROGRAMS

Hello, It's Your Career… So Create the Correct Social Story
Kathy Graham, HQ Search
April 11 • 27 attendees

BSAS Career Chat: Endowment/ Foundation Consulting
Kristin Reynolds, CFA, CAIA, NEPC
April 2 • 25 attendess

BSAS Career Chat: Institutional Portfolio Management
Camille Humphries Lee, CFA, MFS Investment Management
May 1 • 26 attendees

PROGRAMS AND WEBINARS

Politics, Economics, and Investments
Ronald M. Florance, CFA, Wells Fargo Bank, N.A.
September 6 • 58 attendees

The State of the Financial Markets
James A. Bianco, Bianco Research, L.L.C.
September 19 • 53 attendees

The Year of the Dragon: Managing through Macro Driven Markets
Duncan W. Richardson, CFA, Eaton Vance Management
October 3 • 114 attendees
**joint evening program with the Cutler Center at Babson College*

Congressman Barney Frank
October 17 • 82 attendees

Accessing VIX and Volatility: Dynamics, Features and Portfolio Applications
Panel of Speakers
October 25 • 55 attendees

Webinar: Manager Selection and Due Diligence: Techniques for Evaluating Implementation Options
James P. Dowd, CFA, North Capital, Inc.
November 1 • 70 attendees

Equity Investment in Real Estate Through Public and Private Markets
Brad Case, Ph.D., CFA, CAIA, National Association of Real Estate Investment Trusts
November 27 • 49 attendees

Global Listed Infrastructure: In a Class of its Own
Edward P. Keating, Lazard Asset Management LLC
November 29 • 28 attendees

Catching the Tiger . . . Tail-Risk
Panel of Speakers
December 5 • 85 attendees

A Panel on Latin America: The Next Decade - A Discussion on Policy, Reform and the Investment Landscape
Panel of Speakers
December 6 • 37 attendees

Webinar: Investable Benchmarks and Hedge Fund Liquidity
Van Eck Global
December 19 • 26 attendees

The Causes of the Foreclosure Crisis
Panel of Speakers
January 10 • 34 attendees

How Index Trading Increases Market Vulnerability
Rodney Sullivan, CFA, CFA Institute
January 23 • 33 attendees

A Debate: Is Monetary Policy Too Tight or Too Easy?
Panel of Speakers
January 24 • 46 attendees

US Municipal Market: State Credit Outlook/Market Opportunities and Risks
Panel of Speakers
January 29 • 57 attendees

Global Macro and Commodity Outlook
Francisco Blanch, Bank of America Merrill Lynch
January 31 • 43 attendees

Emerging Trends in Elite Tier Wealth Management
Sterling Shea, Barron's Magazine
February 26 • 41 attendees

Global Macro Perspectives
David Zervos, Jefferies
March 5 • 50 attendees

Financial Data Analysis with Python
Wes McKinney, Lambda Foundry
March 12 • 23 attendees

Sovereign Wealth Funds: From Investment Goals to Asset Allocation Models
Patrick Schena, Fletcher School, Tufts University
March 14 • 42 attendees

Impact Investing
Panel of Speakers
April 3 • 35 attendees

Webinar: Senior Secured Loans: Profiting in a Zero Interest Rate Environment
Panel of Speakers
April 4 • 36 attendees

Algorythmic, High-Frequency and Automated Trading Strategies: What's Under the Hood?
Panel of Speakers
April 9 • 30 attendees

Frontier vs. BRICs: What Are The Real Emerging Markets?
James Johnstone, Everest Capital
April 10 • 58 attendees

Sovereign & Country Risk: Impact on Sovereign Bonds, Corporate Bonds and Equities
Panel of Speakers
May 7 • 49 attendees

Hedge Fund Advertising
Panel of Speakers
May 16

The Clash of the Cultures: Investment vs. Speculation
John C. Bogle, Vanguard Group
May 17 • 175 attendees

Webinar: China: Reasons for Optimism
Robert Horrocks, Matthews International Capital Management, LLC
May 22 • 24 attendees

US Economic Outlook: An Inflection Point Ahead
Vincent Reinhart, Morgan Stanley
May 23 • 51 attendees

The Future of Financial Services
Eugene A. Ludwig, Promontory Financial Group
May 30 • 36 attendees

Structured Credit: Opportunities, Pitfalls and Timing
Derek Brown, Angelo, Gordon
June 4 • 26 attendees

Global Low Volatility: Anomaly or New Normal?
Ryan Taliaferro, Acadian Asset Management
June 6 • 30 attendees

The Case for Managed Futures
Barry Cronin, Taylor Advisors
June 11

Interest Rates Quantitative Easing and the Search for Value in Fixed Income
Panel of Speakers
June 17

The Dynamics Between Physical and Futures Commodities Trading
Greg Buechele, Vermillion
June 25

RECOGNITION

VIP Charterholder Recognition Ceremony
Welcoming New CFA Charterholders
November 13 • 276 attendees

CFA Institute Research Challenge Hosted by BSAS
Annual educational initiative promotes best practices in equity research through hands-on mentoring and intensive training in company analysis and presentation skills.

Participating schools include: Babson, Bentley, Boston College, Boston University, Brandeis, MIT, Northeastern, Suffolk and UMass Boston

EDUCATIONAL OFFERINGS

***Wall Street Prep Series*: Financial Modeling**
September 17, 20, 24 • 22 attendees

***Bringing Theory to Practice*: Advisors and Clients - Testing the Inefficient Management Hypothesis**
September 18 • 57 attendees

***Wall Street Prep Series*: DCF Modeling**
October 29, 31; November 8 • 28 attendees

CFA Level I Boot Camp
November 2, 3 • 34 attendees

***Wall Street Prep Series*: Advanced Excel for Finance Professionals**
November 13, 15 • 12 attendees

***Bringing Theory to Practice*: Keynes the Stock Market Investor**
November 15 • 27 attendees

Level I Practice Exam
November 17 • 63 attendees

***Asset Allocation 2013*: What Now? Opportunities and Challenges in Changing Times**
January 15 • 152 attendees

***Bringing Theory to Practice*: Life Cycle Investing: Financial Education and Consumer Protection**
January 25 • 33 attendees

Building Portfolio Optimization Applications with MATLAB
February 1 • 20 attendees

***Bringing Theory to Practice*: The Shareholder Value Myth**
February 5 • 34 attendees

***Bringing Theory to Practice*: Investment Mgt. as a Profession**
February 25 • 26 attendees

Bloomberg: Back Testing Factors
March 13 • 30 attendees

***Bringing Theory to Practice*: Ethics**
May 8 • 10 attendees

FINANCIALS THROUGH APRIL 2013

	FY2013 Budget	FY2013 YTD *Forecast*	FY2012 Year End *Actual*
REVENUES			
Dues	$726,000	$759,500	$749,500
Programs & Events	$265,000	$330,000	$170,000
Education	$403,000	$425,000	$350,000
Other	$113,000	$123,800	$118,500
Total Revenue	**$1,507,000**	**$1,638,300**	**$1,388,000**
EXPENSES			
Programs & Events	$365,000	$465,000	$230,000
Education	$165,000	$175,000	$120,000
G&A/Operations	$968,500	$940,000	$750,000
Total Expenses	**$1,498,500**	**$1,580,000**	**$1,100,000**
Surplus/(Deficit)	**$8,500**	**$58,300**	**$288,000**

BSAS MEMBERSHIP TRENDS

Member Year	Total Members	Growth	% Growth
2000	3122	n/a	n/a
2001	3459	337	10.8%
2002	3778	319	9.2%
2003	3996	218	5.8%
2004	4131	135	3.4%
2005	4301	170	4.1%
2006	4465	164	3.8%
2007	4714	249	5.6%
2008	4798	84	1.8%
2009	4814	16	0.33%
2010	4898	84	1.7%
2011	4932	34	0.7%
2012	5045	113	2%
2013	5270	225	4%

2011 – 2013

STRATEGIC PLAN

THE BOSTON SECURITY ANALYSTS SOCIETY, INC.

In late 2010, BSAS and its entire Board of Directors set out to chart a new course for the society through an off-site strategic planning session. The goal of the retreat was to engage and involve the Board in identifying the needs of the society. The result was a comprehensive, well-thought and forward-looking 3-year strategic plan focusing on increasing member satisfaction, creating a comprehensive career development strategy and providing cutting-edge technology options to our members. Each goal has a task force assigned to drive the goal and set benchmarks for measuring the outcomes. As we enter the final stretch of this three year plan, here is an update on the outcomes of the plan.

Mission of the Boston Security Analysts Society

The mission of the Boston Security Analysts Society, since 1946, is to advance the professional competence, integrity and fellowship of our members through events and educational programs, for the benefit of their clients and the broader investing public.

Goal #1

To Be the Society Leader in Operations and Management

BSAS will continuously strive to be recognized as a leader among CFA societies in operations and management. In the 2011 Strategic Plan, BSAS will focus on changing its current governance structure, rewriting the bylaws and updating accounting systems. BSAS will also work to continuously improve its financial position through the development of a new sponsorship program and invest its operating reserves strategically to fund society endeavors moving forward.

STATUS: BSAS has upgraded its IT systems, including the BSAS member database. We are also currently working to deliver a new website this summer, which will provide members with a unique user experience online. We have updated the BSAS bylaws to incorporate leadership succession planning in the governance structure.

Goal #2

Reach 100% Member Satisfaction

When members pay their BSAS dues each June, the goals of BSAS as an organization is to have them say "I really get a lot from my membership dues." BSAS will institute a series of projects and programs to see this goal come to fruition. BSAS will start by increasing its membership base to include more than local CFA charterholders. We will look at expanding our membership offerings (programs, topics, public-focused); developing a comprehensive employer outreach program; and promote BSAS in local colleges and universities. We will also look at ways to increase member volunteer opportunities, since engaged members are much more likely to renew and be satisfied than non-engaged members.

STATUS: After implementing the feedback from the member satisfaction survey, BSAS has been working to increase membership involvement, engagement and satisfaction. We have revamped our communications tools, including a new "guest author" series in our monthly newsletter and incorporating photos from every event, which has increased the clicks on both the newsletter and the website from unique visitors. The development of the BSAS Young Leaders Committee has increased involvement from members who are under 35 years of age – our next generation of leaders. The number of society volunteers has increased from 200 to close to 300 over the last two years.

Goal #3

Decrease the Number of Unemployed BSAS Members by 50%

As a victim of timing and market conditions, this could either be easy or difficult, but the goal remains the same. BSAS wants to ensure that its members are gainfully employed and utilizing their investment and analytical skills. BSAS will work towards this goal by emphasizing networking, skills training and online resources. BSAS plans to use many of its financial and human capital to achieve this goal. Some examples of programs being developed are: BSAS Career Chats, redeveloped career center on www.bsas.org and job interview, presentation and networking skills seminars and one-on-one training.

STATUS: The Career Development Committee continues to focus on bringing relevant career programming to the BSAS members. Career Chats continue to be one of our more popular events, and this year we added more networking opportunities to the slate of events. BSAS also held a career program on managing LinkedIn profiles to maximize job success. From 2012 to 2013 the number of unemployed BSAS members decreased from 4.6% to 4.2%.

Goal #4

Provide Best-in-Class Programming and Education to Our Members

As the need for information and knowledge continues to dominate member surveys, BSAS is determined to continue providing platforms for learning, and keep its reputation of high-level programming. The goal is to develop unique education and programming opportunities that can't be found in other venues. This includes CFA prep courses, timely luncheon programs and introducing other ways of offering education/programming, including live and recorded webinars, audiocasts and interactive chats. This group will also look at forging relationships with local colleges and universities.

STATUS: BSAS dedicated many resources to this objective in FY2013. The most successful and popular event of the year was the Market Dinner with Dr. Alan Greenspan. The Asset Allocation seminar has paved the way for the organization to offer more opportunities for in-depth learning in a conference setting. BSAS also delivered 7 *Bringing Theory to Practice* programs, showcasing the bridge between academia and practitioners. Webinars continued to be a good vehicle for reaching the BSAS audience.

Summary

BSAS will continue to deliver services that have been core to our mission throughout the years. CFA prep education will still be central to the organization; the BSAS Practice Exam continues to be an effective tool for members, non-members and other societies. We will continue to publicly recognize new charterholders each year. Our frequent programs will remain a focus and CFA prep will remain at the core of who we are. BSAS will tie all of these goals and objectives together by ensuring we are at the cutting edge of technology and delivery methods for our members. And in Fall of 2013, BSAS will embark on developing another long-term strategic plan.

BSAS

A member society of CFA Institute