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**To:** Soura, ChristianChristianSoura@gov.sc.gov  
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**Subject:** Introducing Our New Managing Director, Lara Metcalf

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September 10, 2013

Dear Supporters, Partners, and Colleagues:

I am delighted to announce that Lara Metcalf has joined Social Finance as our new Managing Director. Lara's capital markets expertise and her strong management capabilities will be invaluable to our organization as we continue to lead the development of the US Social Impact Bond market.

Lara offers deep experience in the public and private sectors, including 18 years on Wall Street at world-class financial institutions including Credit Suisse, Goldman Sachs, and Morgan Stanley. As a Managing Director at Credit Suisse, Lara structured large, complex transactions and served as a trusted advisor to her institutional clients. Prior to Credit Suisse, she was a Vice President in the Fixed Income, Currencies and Commodities Division at Goldman Sachs. Lara began her career at Morgan Stanley in the Municipal Bond Department where she worked with investors and state and local issuers to structure and fund tax-exempt bonds.

Lara joins us from Harvard University's John F. Kennedy School of Government, where she most recently held the position of Chief Financial and Administrative Officer and Senior Associate Dean for Operations. At the Kennedy School, Lara oversaw the \$140 million school budget and was responsible for the school's financial reporting and oversight of philanthropic gifts and research grants, while managing the Facilities/Operations, Security, Human Resources, and Finance teams. Lara is a graduate of Boston College and earned her MBA from the Kellogg School of Management at Northwestern University.

Please join me in welcoming Lara to Social Finance. I am thrilled to have Lara as a partner to help build our organization and strengthen the firm's position as a leader of the US Social Impact Bond market.

Sincerely,

Tracy Palandjian

CEO and Co-Founder  
Social Finance US  
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