Michael Hunter Aldrich

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Partner at Brown Advisory, LLC. Entrepreneur and Financial Services Executive

Education

Georgetown University **Washington, D.C.**
McDonough School of Business – *Executive Master's in Leadership* 2006

Virginia Polytechnic Institute and State University **Blacksburg, Virginia**
Pamplin College of Business – *Bachelor of Science in Finance* 2002

Experience

Brown Advisory LLC, Baltimore, Maryland **January 2012 - Present**

Global Head of Operational Strategy 2015 – Present

- Responsible for the global operations of a $150B+ RIA including the full client life cycle of activities required to meet client expectations, high rate of growth challenges, regulatory requirements and ever-changing market factors. From 2012 to present, we have grown from $26B in AUM to > $150B in AUM.
- Responsible for the sourcing, buildouts, renovations, relocations and negotiations of greater than 400,000 square feet of office space currently across 14 global offices. This includes facilities management, subletting strategies, capital projects and occupancy expense management.
- Member of the Executive Team and Head of the firm's Operating Committee, a delegation of ambassadors from around the organization tasked with collection and ideation of potential firm investments, prioritization of firm initiatives/projects and then ultimate execution on the agreed upon strategy.
- Oversight of the firm's Project Management Office, Vendor Management, Custodial Partnerships, Internal Business Intelligence and Physical Security program.
- Led deal team in four acquisitions. Led operational integration effort in a total of 11 acquisitions.
- Led firm's COVID task force February 2020 through end of 2021.

Head of Private Client Service January 2012 - 2014

People: Responsible for team of client service investment and trust administration professionals across 7 offices including attracting, identifying, developing and retaining top talent. We service 1,500+ relationships with total AUM of $22B. Act as point of escalation for all client service issue and risk mitigation efforts.

Process: Responsible for the successful implementation of strong project management and analytical skills to execute front to back office transactions using proprietary technology. Responsible for leading teams through the change management process to mitigate risk and introduce a scalable environment to absorb the +22% year over year growth experienced.

Propose, build and implement enterprise level IT systems with key internal business partners to support future growth. Creation of documented policy and procedures to meet compliance standards.

Technology - Responsible for building Brown Advisory's proprietary client portal - TouchPoint. Experienced in managing enterprise technology projects using proven project management expertise, experience with budgeting and basic financial modeling to present to C-level executive team after building a coalition with the sales, service, investment, R&D, I.T. and client focus groups.

Other key responsibilities:

- All aspects of the client experience including all interaction and satisfaction with technology used to execute their requests or technology that they interact with together.
- Creation and Development of the firms proprietary client portal, document storage and data warehouse - www.touchpoint.brownadvisory.com
- Management of all operational processes and teams related to client on-boarding, cash flow processing, proxy voting, pledged assets, class action settlements, escheatment and asset transfers.
- Responsibility for all relationship and partnership engagements including discovery, definition, estimation, and key stakeholder buy-in for firm wide projects.
- Performance management of the people, processes, and technology for all non-partner client facing team members.
- Establishing, negotiating and maintaining 200+ vendor/partner relationships with third-party service providers and custodians.

Bernstein Global Wealth Management **2003 – December 2011**
A unit of AllianceBernstein L.P., New York, NY

Vice President – National Director Private Client Services 2010-2011

Promoted to oversee 11 Private Client offices with staff of 240 supporting 200 Financial Advisors with total assets of $48 billion on the East coast of the United States.
Responsible for department wide risk management, headcount projection, service cost controls, client experience, legal/compliance/regulatory matters, IT prioritization, training programs, compensation planning and strategic vision for the unit.

Vice President – *Senior Manager Private Client Services 2008-2010, New York, NY*

Continued to perform responsibilities of Private Client Manager with expanded oversight of the firm's headquarters in New York. Including 7 Private Client Manager direct reports and their staff of 160 supporting 110 Financial Advisors. Continued oversight of the Philadelphia office. Responsible for developing and coaching new managers in both their people and project leadership responsibilities. Responsible for numerous national projects focused on compensation, cost controls, risk management, headcount projection, compliance/audit function and human capital management.

Assistant Vice President – *Manager Private Client Services 2005-2008, Philadelphia, PA*

Promoted to assist in opening and managing a new Bernstein Private Client office.
Participated in design, construction and project management of new office space.

Developed local recruitment strategy and was responsible for hiring, managing, developing a service staff of 10 people. 5 of which have gone on to be promoted within our firm.
Accountable for employee performance, all training, delivering feedback, compensation, and level client service support.
Participated in development of local marketing strategy including creation and hosting of client events
Acted as key risk management representative for the office including client complaint resolution.
National project lead for 2 initiatives focused on operational efficiency and risk management which included building proprietary applications and developing internal firm-wide policy.

Senior Private Client Associate – *Administrative Officer 2003-2005, Washington, D.C.*

Continued to perform responsibilities of Private Client Associate with expanded team leadership and direct report responsibilities including hiring and high-profile client interaction.
Private Client Associate - Responsible for servicing a $2+ billion client base, involving heavy interaction and problem solving for ultra-high net worth prospects, clients and professional intermediaries. Addressed client inquiries regarding portfolio performance, composition and market conditions. Established, maintained and reconciled client accounts including constructing and delivering training for new Financial Advisors on internal procedures and proprietary applications. Accountable for implementing and overseeing client specific instructions such as assets flows, allocation changes and tax management strategies.

Skills & Accomplishments

Chair of the Board of Trustees for The Maryland Zoo (2013-Present)
Board Member of the Pamplin Advisory Council for the college of business at Virginia Tech (2011-present)
Finance Advisory Board member for The Pamplin College of Business (2008-present)
Director – Fells Point Main Street (2015 to present)
Successful completion of Bernstein Private Client Financial Advisor Training Program (2009)
Awarded 2005 AllianceBernstein Employee of the Year and Recipient of April 2004 “Bernstein Bravo Cup”
Wells Fargo Distinguished Speaker - 2013
Series 63,7,9 and 10 Registered Representative