



New York Minute

October 2022

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Fall is here, but is the real (market) fall still to come?

Hello everyone! We here at NIRI NY hope that you're all well and keeping safe. With one of the most important earnings seasons in recent memory upon us, there are questions that the world...and especially us all in the IR community are looking for clarity on. Is a recession here now, or coming in the future, does my company need to cut costs further in a slow growth environment, and will the Fed's soft landing actually be attainable? In order to piece together these answers, the buy and sell-side are looking even closer at companies guidance to solve a complicated puzzle. [This WSJ article](#) gives a great flavor on the difficulties of projecting and forecasting results in this environment.

In addition, [this article from Markets Insider](#) gives unique insight into the likelihood of a recession and how to think through what this may mean for the November Fed meeting.

In order to better inform our guidance, we first need to better understand the state of the macro- environment. For our NIRI NY members, we have a fantastic

PARTNER PERSPECTIVE

S&P Global

Market Intelligence

Shedding Light on Index Inclusion and ETF Trends for Corporate Issuers

Passive investing has grown in relative size and importance over the years, and this trend seems likely to continue if not accelerate. It is now more important than ever for corporate issuers to understand the methodologies of index inclusion and dynamics of ETF trading. A panel of experts from S&P Global shed light on:

- What are the key criteria/parameters for inclusion in market

opportunity to learn from a respected U.S. Economist, Aditya Bhawe of BofA Securities, at our November 9th event at the NYSE! [Register Here](#) to save your spot.

Also as part of that same fantastic event, we will hear from Peter McDermott of Korn Ferry about the state of the IR job market. The good news is, amid the challenges of operating throughout the pandemic and the public markets volatility during the past year, [a new survey](#) by Korn Ferry and NIRI National, validates the increasingly critical role investor relations officers (IROs) play. Peter will discuss the results of the survey and what it means for the IR community.

I am really excited about the event at the NYSE, as well as our first kick-off event of the year on Thursday, November 3rd. [Register here](#) to Join NIRI NY and NIRI Westchester/CT as we jointly kick-off the new program year at Nasdaq MarketSite with newly appointed NIRI President and CEO Matt Bruschi. Matt will discuss NIRI's strategic direction, recent SEC areas of focus, the National Conference scheduled for Chicago in June, and more.

This month's [Member Spotlight](#) highlights a pillar in the NIRI NY community; long-time member, and past NIRI NY President **Patrick (Pat) Tracey**, Vice President, ISS Corporate Solutions (ICS). Pat is a fixture in our chapter and is quick to take others under his wing, particularly new members. He shares a few funny stories, memorable moments in his 20 years with the chapter, and great advice for our junior members.

As always, I would encourage you to stay connected with the NIRI NY chapter by following us on [Twitter](#), [LinkedIn](#), and checking out the latest information on our [website](#).

I hope that everyone had a smooth earnings season!



indices like the S&P 500?

- Who makes inclusion decisions regarding these indices? What is the process?
- What are the dynamics of ETF products that track indices and how do they impact the trading of an individual stock?
- What trends in the index and ETF space present opportunities for issuers?

Please click the [link](#) to see the full webinar

UPCOMING EVENTS

Thurs, 11/3 - **NIRI NY & WESTCHESTER / CT Kick-off @ Nasdaq** - Register [here](#)

Wed, 11/9 - **NIRI NY: State of the Markets @ NYSE** - Register [here](#)

Wed, 11/16 - **NIRI NY: NextGen Kick-off Event** - Register [here](#)

[See entire calendar](#)

WELCOME NEW MEMBERS!

- [Douglas Cooper](#), FTI Consulting, Inc.
- [Alexander Hutter](#), Silgan Holdings Inc.
- [Douglas Kris](#), Diversified Energy Company PLC

Best,
MaryKate McGilley
President, NIRI New York Chapter
president@niriny.org

Find us here: [NIRI NY Board](#) and [NextGen Committee](#)

- [Mark Macaluso](#), ITT Corporation
- [Wendy Ngai](#), Chubb Limited
- [Vincent Perrone](#), UroGen Pharma Ltd.



Member Spotlight

Patrick Tracey, Vice President, ISS Corporate Solutions, joins us for this month's **Member Spotlight!** Here are a few snippets from our conversation. You can find the complete profile [here!](#)

"Be prepared to work hard and develop relationships with IR professionals who can help you identify future opportunities. Invest your time in developing these relationships, and be patient."

"...I said – "Yeah, I can do better," so she invited me to plan and execute the next program. And it went well!"

"I wanted to pay it back to the next generation to thank those guys for helping a young guy from Long Island to do well."

[Please let us know](#) if you'd like to be featured in the **Member Spotlight**.

Mentorship Program Update

2022-2023 Mentorship Initiative Call for Mentors and Mentees

Are you relatively new to Investor Relations and looking to advance your IR knowledge and skills? Perhaps you're a senior IRO and are looking to "pay it forward." Here's your opportunity!

NIRI New York has a mentoring initiative to foster greater connection and knowledge-sharing within our community. The program is designed to deliver experience insights, career advice and networking opportunities to chapter members across experience levels

and backgrounds. Mentees will be paired with a senior investor relations professional who will serve as a sounding board, educator, and guide during the program and beyond.

If you are interested in participating in this program, please email Mentorships@niriny.org



Kick-off to the 2022-2023 Season!

NIRI NY NextGen is excited to bring its members together for the first in-person social event of the season. Please join us on Wednesday, November 16th at The Glass Ceiling Nomad from 6-8pm ET. Hors d'Oeuvres and drinks will be included in the evening.

[Registration Link to Follow - We look forward to seeing you there!](#)

WHAT IS NEXTGEN? NIRI NY NextGen events are available to all NIRI NY members that are within the first 5 years of their IR career. If you know of a member or prospective member, please forward this invitation on!

If you know a potential NextGen member please reach out to Alana Carpenter (alana.carpenter@lazard.com) and Taylor Krafchik (taylor@ellipsisir.com).

Your NIRI National Profile Data

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