

UNIVERSITY
OFFICE OF DEVELOPMENT
RESEARCH DEPARTMENT *Profile Report*
Managing Director—Investment Banking

Karen Ellen Jones

Since graduating from the University, Karen Jones has gone on to lead a noteworthy career in investment banking. Highly visible during the Internet boom of the late 90s, Jones's expertise in private-equity placements for educational and environmental technology ventures garnered her high visibility as well as invitations to tech-centric brainstorming sessions with Silicon Valley's top entrepreneurs.

The New York Times reported that "a typical managing director at a major investment bank will earn about \$1 million for 2002, down from \$1.6 million last year and \$2.1 million two years ago." (NYT, "The Envelope, Please" 12/8/02). Further, she is listed as co-owner of her Berkeley residence which showed an assessed value of \$824K as of July 2002, and husband, Phillip Jones—believed to be an M.D. but research unable to confirm. The Humbolt IPO in 1996 may also have garnered Karen significant returns but because she is no longer an insider of the company research cannot confirm.

Presently a managing director with Xena Securities Inc. in San Francisco, she was last known to be managing The North Area Community Equity Fund, value unknown.

CONFIRMED TITLE

Managing Director, co-head Xena's North Area Equity Fund

BRIEF BUSINESS DESCRIPTION

Xena is a leading global financial services firm with assets of \$713 billion and operations in more than 30 countries. With relationships with over 99% of the Fortune 1000 companies, the firm is a leader in investment banking, asset management, private banking, private equity, custody and transaction services, and retail and middle market financial services. A component of the Dow Jones Industrial Average. Xena is headquartered in New York and serves more than 30 million consumer customers and the world's most prominent corporate, institutional and government clients.

BIOGRAPHY

Karen E. Jones is a Managing Director at Xena Securities Inc. She is currently co-head of Xena's North Area Equity Fund, a private equity fund aimed at investing in emerging growth companies located in lower-income neighborhoods of the North Area. The North Area Equity Fund is bringing together traditional venture capitalists with community and government leaders to improve the overall sustainability of the North Area region by extending venture capital's reach to lower income. In addition to general venture capital investing, Ms. Jones's areas of investment interest include educational and environmental

technology. She has sponsored numerous private equity investments while at Xena Securities Inc., and currently sits on the boards of directors of a number of private companies. Ms. Jones joined Xena Securities Inc. in 1985 as a securities analyst and later joined its venture capital department as Principal in 1989. In addition to her private equity responsibilities, Ms. Jones also built and directed Xena Securities Inc. external affairs and philanthropic programs from 1996 to 2001. Prior to joining Xena Securities Inc., Ms. Jones worked at Intel Corporation, Cambridge University, and the Sierra Club.

FOUNDATION AFFILIATIONS

K.E. Jones Foundation, Inc.

Donor(s): Karen Jones, George Jones (deceased)

Type of grantmaker: private foundation.

Background: Established in 1988

Fields of interest: Community development, business promotion; Federated giving programs; Health care; Secondary school/education.

Geographic focus: California

Limitations: Applications not accepted. Giving primarily in California. No grants to individuals.

Application information: Contributes only to pre-selected organizations.

Officers and Directors:* Karen Jones and Philip Jones,* Chairs; Pres.; Sally Jones, Sr. V.P. and Secy.; Gregory S. Madar,* Treas.; Peter Mulligan.

Financial data: (yr. ended 12/31/01): Assets, \$627,318 (M); gifts received, \$333,332; expenditures, \$73,053; total giving, \$73,053; qualifying distributions, \$73,053; giving activities include \$73,053 for 3 grants (high: \$50,000; low: \$10,553).

EIN: 222947047

ASSETS

Assets, Stock

None found

Assets, Salary

- None found; However, according an article in the New York Times (“The Envelope, Please” 12/8/02) “a typical managing director at a major investment bank will earn about \$1 million for 2002, down from \$1.6 million last year and \$2.1 million two years ago.”

Assets, Family Foundation

None found

Assets, Real Estate

- PROPERTY RECORD FOR ALAMEDA COUNTY, CA
ESTIMATED ROLL CERTIFICATION DATE JULY 1, 2002
Owner: JONES KAREN TRS (Trustee/Conservator)
Mailing Address: 171 Jones lane, BERKELEY, CA 94705-1510
Property Address: 171 Jones lane, CA 94705-1510

Land Use: SINGLE FAMILY RESIDENCE

Assessment Year: 2002

Total Assessed Value: \$ 824,161

Current market value of house selling in area: \$2.5 million-\$5 million

Assets, Private Company

None found

Assets, Other

None found

GIFTS TO OTHER INSTITUTIONS

Source: Lexis-Nexis

Select Political Contributions

- **NORTHH, EVAN (DEM-IN) -EVAN NORTHH COMMITTEE**
JONES, KAREN E -- XENA -- BERKELEY, CA
04/30/2001 (N/A; Primary Election) \$ 1,000
- **KERRY, JOHN F (DEM-MA) -KERRY COMMITTEE**
JONES, KAREN E -- XENA H&Q -- BERKELEY, CA
05/13/2002 (N/A; Primary Election) \$ 1,000
JONES, KAREN E -- XENA H&Q -- BERKELEY, CA
05/13/2002 (N/A; General Election) \$ 1,000
- **PELOSI, KAREN (DEM-CA) -KAREN PELOSI FOR CONGRESS**
JONES, KAREN E -- XENA H & Q/EXECUTIVE -- BERKELEY, CA
02/25/2002 (N/A; Primary Election) \$ 1,000