

ALBERTO PONTONIO

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WORK EXPERIENCE

RAYMOND JAMES

Financial Advisor, January 2019-Present

Financial Advisor for Individual and Corporate Clients, Domestic and International, Retirement Benefits. Licenses: Series 7, Series 65, Series 3, Florida 2-15.

LINCOLN INVESTMENT – GABOR AGENCY

Financial Advisor April 2017-August 2017

Financial Advisor for retirement benefits, mostly to public employees of Florida state universities (529, 403b and other retirement types of accounts).

DP Trading, LLC Miami

Co-Founder and Co-Manager, February 2014 – March 2017

CME (Chicago Mercantile Exchange) Corporate Electronic Member. Market Maker for Equity Index Futures and Equity Index Futures Spreads.

CENSIBLE, LLC Miami

Co-Founder and Principal, April 2015 – March 2017, shareholder.

Formed to be an automated investment platform focused on socially responsible investment strategies. The services offered are now centered around institutional wealth managers that wish to integrate Censible's proprietary rating system to create customized stock portfolios. Compliance Super Account administrator.

KB FINANCE, LLC Miami

Founder and Manager, May 2013 – February 2014

Commodity Trading Advisor merged into DP Trading LLC, registered with the CFTC (Commodities and Futures Trading Commission, a US Government Agency) and a member of the NFA (National Futures Association).

GAA SIM SpA, Milan, Italy

Co-Founder and CEO, April 2009 – August 2012

Authorised by the Consob and the Bank of Italy (Italian Regulators) to advise institutional clients and to distribute third party financial securities to retail investors (RIA Equivalent). Advisory Services included asset allocation and stock picking for Luxembourg based mutual funds.

- First CEO of an Italian Financial Services firm to be awarded with the AIVI (Italian Association of Auditors) prize for "Exceptional Quality" of Services.
- First ISO Certified Personal Financial Planner and member of the UNI GL14 (Italian Expert group for the Italian UNI - ISO 22222 Financial Planning family of standardisation rules.
- Company's assets grew from inception to about € 60.
- Advisor for a Family buy-out structure.

EXECUTION LIMITED, London, UK**Partner, Global Equity Sales, June 2007 - October 2008**

Responsible for US and European equity sales to continental European Institutions. Execution Limited was an agency stockbroker based in London, New York and Hong Kong acquired by Espirito Santo Investment Banking in 2011. In addition to traditional research/sales services we advised our Institutional clients on off-market block trading and stake building.

- Responsible for mandates in advising Activist Investors on market intelligence, data gathering and tactical strategies.

BEAR STEARNS, London, UK and Milan, Italy**Managing Director, Institutional Equity Research/Sales, May 2001 – February 2007**

Recruited to re-build the US equity business in southern Europe. Created a 4-person team that covered mostly Continental Institutions and marketed Bear Stearns' research and capital market products. Led a cross selling effort to strengthen the portfolio trading product and equity derivatives to mutual funds and prop desks.

- In 2 years we attained a greater than 10% market share in the US equity products.
- Assisted in the opening of the Bear Stearns Milan Branch.

MERRILL LYNCH, London, UK**Director, Institutional Equity Research/Sales, December 1997 – April 2001**

Responsible for a team of 4 people that sold research to Italian Institutional clients. Introduced OTC derivatives to mutual funds and Prop desks.

- Marketed a total of 185 research analyst/company roadshows in Milan in 1 year.
- Placed over 350 deals, company's IPOs and Private Equity deals.
- Top growing market for Merrill Lynch and one of top producing teams on US Equity desk.
- The Italian team under my lead was at the top of all sales rankings as confirmed by third party data (McLagan, Greenwich Associates).

MERRILL LYNCH, New York, NY**Vice President, Institutional Equity Research/Sales, December 1996 – December 1997**

US equity Research/Sales to Italian and Spanish Institutional clients.

- First Research Salesperson to create client relationship in Italy with the top Italian Portfolio Managers.
- First Research Salesperson to create client relationship with the top Institutional Accounts in Spain (Banco Central Hispano, Banco Santander, BBVA)
- Organised the presentation for the opening of the first Merrill Lynch Italian office in Milan.

COWEN & CO., New York, NY**Associate Institutional Equity Sales, December 1992 – November 1996**

Junior Research Sales for Italian and Spanish Institutional clients.

- Provided additional support for a Private client portfolio management team.
- Introduced Omnitel/Pronto Italia, the second Italian Wireless Service Provider, to Investment Banking and to Vodafone Airtouch Plc.
- Liason to the Investment Banking Team for selected prospective Clients

EDUCATION

Miami-Dade College, 2016

School of Engineering and Technology: Computer Programming coursework.

New York University, New York

Information Management and Systems 2000, graduate coursework.

Universita' Cattolica del Sacro Cuore, Milan

Degree in Economics 1993.

ADDITIONAL INFORMATION

Licenses: Series 3, Series 65, Series 7, Florida 215.

Awards: 2011- AIVI Chief Executive Officers' Italian Award for "Exceptional Quality" (Italian Association of Auditors.). 2005 - Institutional Investors – US Institutional Research/Sales Force.

Languages: Italian (Native), English, French and Conversational Spanish.

Organizations: Past visiting member of the GL14 – Personal Financial Planning Expert Group – UNI ISO.

Alumni Group: Bank of America Merrill Lynch Alumni Group.

U.S. Residency Status: Extraordinary Ability Green Card holder, Permanent Resident. Italian Passport.

Linkedin: <https://www.linkedin.com/in/alberto-pontonio-4615556>

EXHIBIT "A"
PROVIDED BY
COUNCILMEMBER LAUREDO

Mr. Eduardo Michelsen Delgado holds a BS in Economics from the Universidad de los Andes in his native Colombia and holds an MBA from the J.L. Kellogg Graduate School of Management at Northwestern University.

Over the past 18 years he has participated in the operation of businesses in various sectors ranging from media companies, telecommunications, Internet and financial sector companies.

Michelsen Delgado was CEO of Editorial Televisa, the world's largest Spanish-language magazine publisher. During his 8 year tenure, he turned around a 13 consecutive quarter decline, posting 27 continuous double digit quarterly growth on average, in both sales and EBITDA, while consolidating the company as the market leader in 18 of the 20 countries where it operates. Close to 100 new titles were launched, achieving a regional market share of close to 50%.

Additionally, he led Grupo Televisa's digital content strategy where he consolidated its operation by growing its sales by 300% and traffic to all their sites by over 50% in the first 12 months under his leadership.

Before Televisa, Michelsen was CEO of Publicaciones Semana, at that time, the leading magazine publishing company in Colombia.

Prior to Publicaciones Semana he was a consultant at McKinsey & Co. where among other projects he led in conjunction with the management team, the launch of a telecommunications service provider in Colombia, Orbitel (today EPM - UNE), achieving a 25% market share within the first 6 months of operation. Before McKinsey he was at Procter & Gamble both in Bogota and Medellin.

At present, Mr. Michelsen founded Kandeo Private Equity Fund surrounded by a team with extensive experience in the private equity and in business operation in various sectors including microfinance.



Eduardo Michelsen Delgado

**2009 – Present. CEO / Managing Director
Kandeo Private Equity Fund**

**2007-2009. CEO Televisa Publishing , Distribution and Interactive Media and Vice
President of Grupo Televisa**

CEO – Vice President Televisa Publishing & Interactive Media 2009

EXPERIENCE:

Turned around interactive media operation achieving breakeven EBITDA for the first time ever during first 12 months.

Grew interactive media sales by 300% and traffic by over 50%. Sales budget for 2009 100% increase again (60% committed by February)

Developed and launched key interactive initiatives for core Televisa properties

Developed key commercial relationships for interactive media business such as Coca Cola, Bacardi and Government of Mexico additional to Cisco, Hi5 and Google for technology and distribution among other.

Additional to the publishing company responsibilities, the interactive media segment represented sales of \$10m in 2008 and 78 employees. Expected sales 2009 \$20m.

**2001-2009 CEO Televisa Publishing and Distribution and Vice President of Grupo
Televisa**

EXPERIENCE:

Grew sales from Mx\$1,670m in 2002 to \$3,700m in 2008. Grew EBITDA from Mx\$280m in 2002 to Mx\$648m in 2008 (25 straight quarters of double digit growth on average).

Employees managed 750+ in publishing and 1,000+ in distribution. Current EBITDA margin 20%.

Gained market leadership in 18 of 20 markets where company is present.

Grew market share in México from 30% in 2002 to 50% in 2008 in advertising sales.

Doubled the company's portfolio from 60 to 156 titles obtaining undisputed readership leadership (3 of 4 top titles in México, 5 of top 10. Similar results in other LATAM countries.)

Consolidated relationships with Hearst Magazines, National Geographic, Gruner + Jahr, Marie Claire and developed commercial relationships with Procter & Gamble, Loreal and Estee Lauder among other.

General Manager Televisa Publishing International 2001-2002

2005-2010 Operadora de Servicios Mega

Board Member

EXPERIENCE

Business Concept

Credit Committee

Project Development

Pricing Strategy

1999-2001. Publicaciones Semana (Colombia)

General Manager

EXPERIENCE:

Received company with a -15% EBITDA margin and took it to a 5% margin in 24 months.

Sales of \$20m.

1997-1999. McKinsey&Company (LATAM)

Engagement Manager 1998-1999

EXPERIENCE:

Led project to launch a long distance carrier in Colombia. It achieved 25% market share in 6 months. Sales of \$200m.

Associate 1997-1998

Developed pricing, product and regulatory strategy for Venezuela's incumbent in local, long distance and mobile telephony.



1992-1995. Procter & Gamble (Colombia)

Department Manager – Laundry and Dishwashing 1993-1995

Supervisor - Finance Department 1992-1993

ACADEMIC EXPERIENCE:

J.L. Kellogg Graduate School of Management (Chicago, IL) 1995-1997

Master of Management

Elected to student government

Universidad de los Andes (Colombia) 1989-1994

BS Economics

Co-founder Economics Department Student body newspaper

Wesley V. Pritchett

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SUMMARY

A **President** in the **Financial Capital Asset Markets Industry** with a prestigious background of accomplishments in profit generation through strategic **Asset Management, Capital Finance Structures, Financing, Equity Structured Products, Propriety Trading, Securities Lending, Equity Derivatives and Arbitrage**. A respected industry leader and innovator with a global vision and international experience in positioning and management of large, complex portfolios to ensure long-term, significant return on investment and extensive knowledge of many diverse pensions and defined benefit plans. Personable and articulate; uniquely qualified to discuss and explain multi-faceted financial strategies in layman's terms, making key contributions to decision making in management of all financial assets and personal portfolios.

QUALIFICATIONS

Currently, as **President and Owner at Investors Capital Partners**, directs the management of broad, asset class-based portfolios, making critical trading decisions on a daily basis. Excels in development and execution of proprietary trading strategies based upon significant industry experience. Annual trading turnover is well over \$1BB.

As **Executive Senior Vice President of Americas Capital Partners**, managed the assets of a fully integrated, private commercial real estate investment company with over 20 million square feet of office space under management and lease in targeted markets along the Eastern Seaboard of the United States with an aggregate asset value of over 4BB.

As **Director of Finance Department at BC Capital Group**, developed and negotiated all capital finance structures and loans with major U.S. financial institutions. Directly responsible for more than \$1BB of senior, mezzanine and equity financing which funded more than 20 diverse projects.

Extensive experience with **The Bank of New York Co., Inc.** as a **Member of Board of Directors of BNY Capital Markets, Inc.** (the wholly owned broker dealer subsidiary of **Bank of New York Mellon**) **President of BNY Financial Products, AG** (a German subsidiary of **Bank of New York Mellon**) and a **Sr. Vice President of Bank of New York Mellon**. Managed Equity Structured Products and Derivative Arbitrage Group, specializing in underwriting and trading activities. Acted as key liaison with Legal, Regulatory, Internal Audit, Risk Management, and the Asset and Liability Committee (ALCO). Developed the Sales Agency Financing for Equity ("SAFE") program and structured finance product for **Bank of New York Mellon** global corporate market clients.

As **Interim Director, U.S. Broker Dealer at Kempen and Company, USA, Inc.**, focused on sales and marketing of European securities while based in Amsterdam. Accepted the responsibility at Chairman's request until the position was filled permanently.

Additional experience at **Mees Pierson/ Fortis Bank (Fortis)**. As **Co-founder and Co-director of the Global Securities Lending Arbitrage Capital Markets Group** in Europe, created one of Fortis' most profitable trading operations. Specialized in Global Derivatives Trading, Securities Lending, (debt and equity), and Structured Products such as Convertible Bonds, Options and Warrants. Created Fortis' Hong Kong trading and operations unit. Traveled extensively throughout Asia and Europe, marketing Fortis' trading and lending products.

As **Co-director of the Capital Markets Department at Yamaichi International (America) Inc.**, managed the sales and trading Equity Derivatives Trading Desk. Specialized in Convertible Bond Arbitrage and Investment Opportunities in Mortgage REITs.

Wesley V. Pritchett

CAREER HISTORY

2009 – Present	Investors Capital Partners , Miami, FL President & Owner
2008 – 2009	Americas Capital Partners , Miami, FL & Washington, D.C. Executive Senior Vice President
2006 – 2008	United Capital Asset Management , Key Biscayne, FL Chief Operations Officer
2004 – 2006	BC Capital Group , Miami, FL Director of Finance Department
2000 – 2004	The Bank of New York Co., Inc. (BoNY) , New York City, NY Member of Board of Directors, BNY Capital Markets, Inc. President of BNY Financial Products, AG, a German subsidiary of BoNY Vice President of BoNY Managing Director of Equity Structured Products & Derivative Arbitrage Group
2000	Kempen and Company, USA, Inc. , New York City, NY Interim Director, U.S. Broker Dealer
1995 – 2000	Mees Pierson/ Fortis Bank (Fortis) , Amsterdam, The Netherlands Co-founder & Co-director of the Global Securities Lending Arbitrage Capital Markets Group in Europe
1992 – 1995	Yamaichi International (America) Inc. , New York City, NY Co-director, Capital Markets Department

LICENSURE

Series 24,7,63 & 55

MEMBERSHIPS

Member – Floor Trader

New York Mercantile Exchange
New York Commodities Exchange

Member

New York Board of Trade
Chicago Board of Options Exchange
Chicago Board of Trade

Education

UCLA Undergrad BA Psychology