

# FLAIA

— INVESTING TOGETHER FOR THE LONG TERM —

*An Overview of our Shared Mission*

Presented by the Alternative Investment Industry

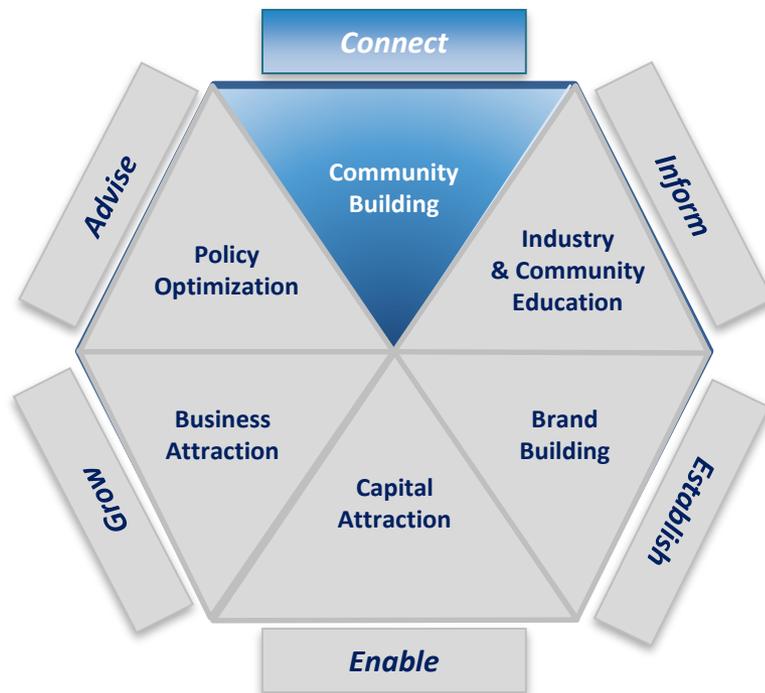
FLAIA is a not-for-profit 501 (C) 6 organization originally created to establish Florida as an internationally leading center for Alternative Investments. Our mission spans a broad range of areas including Community Building, Education, Branding, Capital Attraction, Business Attraction, and Policy Optimization. Our vision is to make Florida the best jurisdiction in the world to own & operate an Alternative Investment by systematically strengthening the Alternative Investment “eco-system”.

## Spotlight:

- **A not – for –profit alternative investment association – founded in 2007**
- **Members located in 13 different countries, including Argentina, Brazil, Chile, China, Colombia, France, Great Britain, India, Ireland, Mexico, Peru, Malta, Switzerland and USA.**
- **Over 300 members representing over a trillion dollars of discretionary assets under management**
- **Membership breakdown by percentage & type of company**
  - **36% - Fund Managers representing hedge funds, private equity funds and venture capital funds**
  - **10% - Best of Breed Service Providers representing law firms, accounting firms, administration firm & more**
  - **54% - Investors representing single family offices, multiple family offices, endowments, foundations, pension funds, pension fund consultants, fund of funds, sovereign wealth plans & more**
- **We focus on: “facilitating the flow of information and collaboration between Fund Managers, Government Officials, Service Providers & Investors by connecting, informing, establishing, enabling, growing, and advising on key issues like alignment of interests, transparency and best practices for all stakeholders. ”**

## Objective:

Provide a forum in which Alternative Investment owners and managers can benefit from each others expertise and identify ways in which the FLAIA can help further the objectives of our members.



- **8 Annual Events Covering 4 Important Topics**
  - Macro Economics, Geopolitical Risk & Asset Trends
  - Real Estate, Private Debt & Lending
  - Artificial Intelligence, Block Chain & Cyber Security
  - The Western Hemisphere for Alternative Investments
- **Full-featured association website with:**
  - Industry news & Events
  - Member Listing
  - Market Place
- **Partnerships with important regional affiliates**
  - CT Hedge Fund Association
  - New York Alternatives Investment Round Table
  - California Alternative Investment Association
  - Mid-Atlantic Hedge Fund Association
  - Texas Hedge Fund Association
  - Portland Alternative Investment Association
- **Daily Webcasts**
- **Monthly Newsletter**

## Objective:

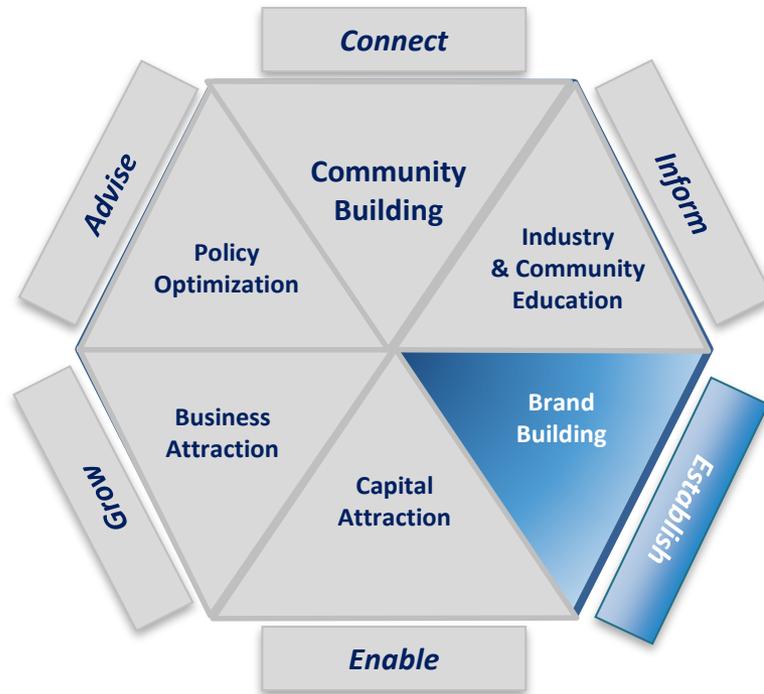
Provide association members access to the latest news and developments affecting the alternative investment industry as well as play a key role in educating and informing the general community on the role that alternative investments play in collective economics.



- **Member educational events focusing on:**
  - *Macro-economic trends and trajectories*
  - *Alternative Investment and risk management models and strategies*
  - *The evolving regulatory landscape*
  - *Research tools and service providers*
  - *Operational controls and risk management*
  - *Investor relations and performance reporting*
- **Community educational events focusing on:**
  - *The alternative investment industry's role in driving job creation*
  - *VC., P.E., and Hedge Fund enabled business success stories*
  - *Alternative investment's role in increasing public investment fund returns at lower levels of risk*
  - *Anti Money Laundering, Know Your Client Training and Cross Border Information Sharing*

## Objective:

Leverage pro-business policies, world-class infrastructure, diverse talent base, and attractive lifestyle to build upon our leading center for Private Equity Funds (P.E.), Venture Capital Funds (VC), and Hedge Funds (H.F.)



- Build upon Florida's position as a leading center for alternative investment ownership, operation and employment
- Lead by example and share best practices with other jurisdictions on how to build out a thriving alternative investment cluster
- Educate and Inform the Economic Development agencies to reinforce the strength of the alternative investments
- Connect the Alternative Investment industry through outreach programs and events
- Leverage a broad range of media both digital and traditional to build and reinforce alternative investments

## Objective:

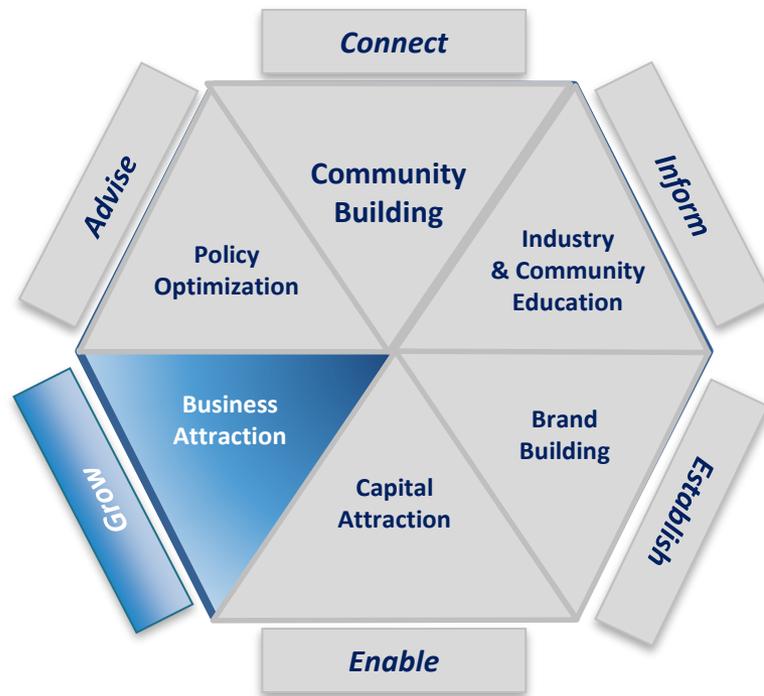
Connect investment managers and business owners with the sources of capital and assets needed to grow their businesses, invest in innovation, strengthen their regional and international competitiveness, and accelerate job creation



- **External capital acquisition “road shows”** (New York, Connecticut, Chicago, Los Angeles, San Francisco, Houston, Mexico City, San Paolo, Santiago, La Paz, Bogotá, Buenos Aires, Trinidad & Tobago & more)
- **Early-stage “Angel”, P.E., and V.C. business funding pitch sessions**
- **Entrepreneurial enablement seminars focused on optimizing the funding prospects for early-stage ventures**
- **Partner with economic development groups to identify targeted investment opportunities in high growth industries and firms**
- **Identify opportunities to fund ventures that address critical “Value Chain” gaps in strategic industry clusters**
- **Use of Digital Technology to promote Alternative Investment opportunities globally**
- **Private Investor Dinners**
- **Email Marketing**

## Objective:

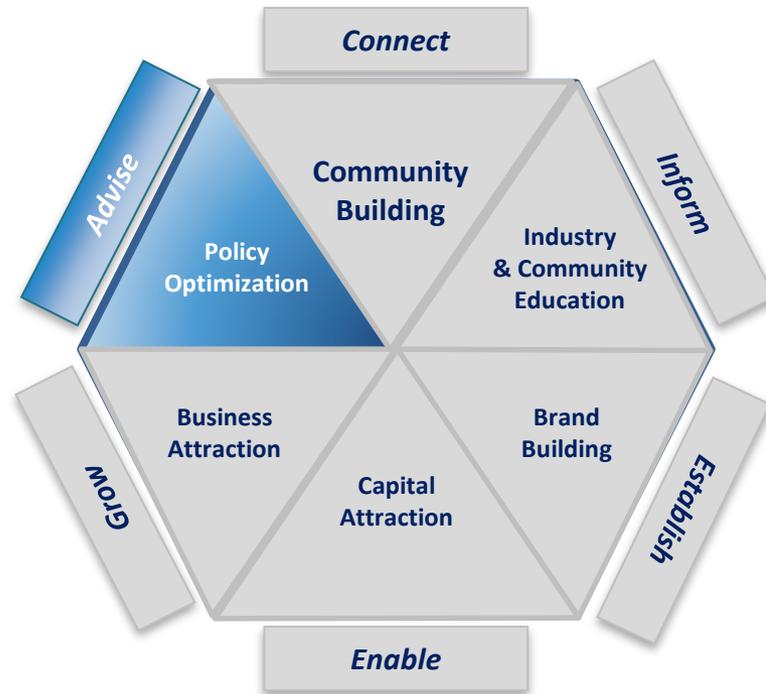
Leverage the FLAIA's access to capital and broad financing expertise to attract both financial and non-financial firms into the cluster, to accelerate growth and increased productivity for global growth.



- *Partner with FLAIA V.C., P.E. & H.F. members to relocate firms and create sustainable jobs within the alternative investment industry*
- *Partner with the Economic Development resources to find and present the case for relocation to our Alternative Investment cluster*
- *Host targeted business attraction road shows in key markets (New York City, Greenwich, Chicago, Los Angeles, San Francisco, Houston & more)*
- *Play key role in recruiting investment managers and other firms that align with the state's strategic cluster development strategy*
- *Work with banking, tax and legal professionals to ensure local talent training programs and needs are properly aligned*

## Objective:

Assist government decision makers in their efforts to establish an alternative investment regulatory framework while ensuring that alternative investments remain an attractive investment for all involved. In addition, significant effort will be made to identify ways in which alternative investment strategies can play an important role in accelerating the economic growth and job creation efforts.



- Partner with governmental decision makers to establish the optimal regulatory framework for the alternative investment industry
- Partner with public and private pension funds to generate higher yields via targeted use of alternative investments
- Partner with economic development groups to accelerate the growth of the strategic industry clusters
- Partner with the Securities Exchange Commission & FINRA to influence national regulatory issues impacting the alternative investment community
- Promote the relaxation of the General Solicitation Rule so the general public can benefit from better access to Alternative Investments

# The Value of the FLAIA Model

The FLAIA's mission has been designed to serve the needs of our members and the communities in which we live and work by:

## Fund Managers

- ❖ Building bridges between alternative investment managers and sources of capital
- ❖ Facilitating capital acquisition efforts by building upon Florida as a leading center for alternative investments
- ❖ Representing fund manager's perspectives and needs as they relate to Regulatory reform efforts underway
- ❖ Improving the breadth and quality of the fund management service provider network

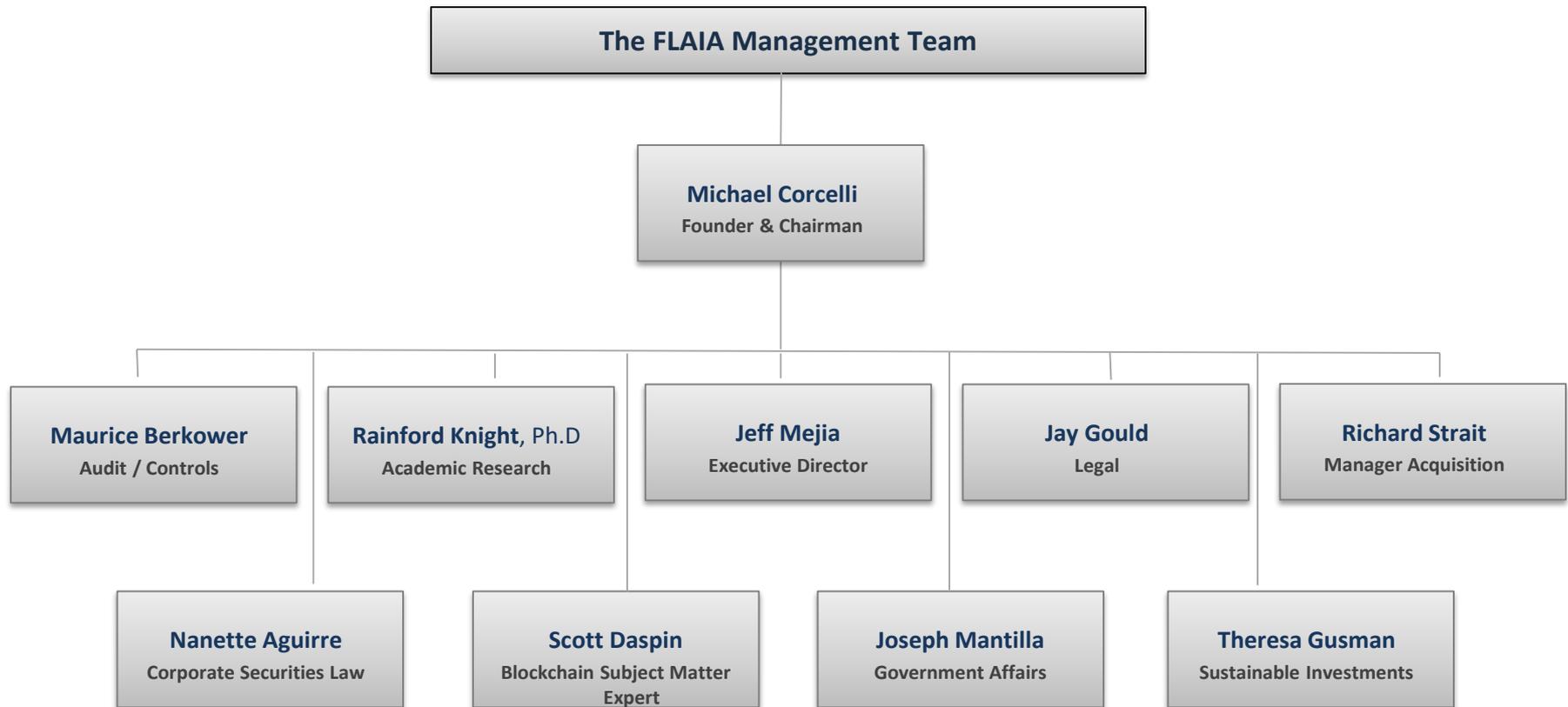
## Investor Members

- ❖ Creating a peer-driven forum for "Cross-Pollination" of alternative investment strategies and risk management best practices
- ❖ Providing Insight into Private Equity, Venture Capital, and Hedge Fund strategies structured to capture evolving market opportunities
- ❖ Providing an opportunity to play an integral role in strengthening the alternative investment industry
- ❖ Partnering with the FLAIA and peer members to accelerate economic growth and job creation across the state

## Florida Residents

- ❖ Providing a "Jump Start" to job creation efforts
- ❖ Strengthening the competitiveness and growth prospects of the strategic industry clusters
- ❖ Improving the fiscal solvency of the state, its key agencies, and the 1 MM+ beneficiaries of the Florida Retirement System (FRS)
- ❖ Assisting in the creation of a regulatory framework that serves the interests of the investment, investor, and non-investor community

# The FLAIA Board of Directors



\*See page 11 for board member bio's

## FLAIA's Board of Directors



### **Michael Corcelli**

Mr. Corcelli is the Founder & Chairman of the Florida Alternative Investment Association and has played a critical role in establishing the vision and building the management team for the FLAIA. In addition to his work with the FLAIA, he is a Managing Partner at Alexander Alternative Capital, LLC. , based in Miami. Prior to joining Alexander Alternative Capital, Michael worked for UBS AG, where he was responsible for portfolio management and tactical asset allocation for private clients of UBS Global Wealth Management & Business Banking. Michael holds a Bachelor of Science degree from the University of Miami where he studied Business with a focus in Finance.



### **Jeff Mejia**

With 13 years of experience in small business and commercial lending, Mr. Mejia is the Executive Director at FLAIA. His depth of knowledge and experience in the local market gives Mr. Mejia the expertise needed to successfully lead one of the largest and most skilled teams in South Florida. What really sets Mr. Mejia apart, however, is his long history and relationships in the tri state and Florida market. Jeff's dedication to businesses and the community at large provides Members of FLAIA a distinct edge while growing their businesses. In fact, Mr. Mejia continues to has create trusted partnerships and long-lasting relationships with allocators, funding sources and alternative investment managers. Jeff began his career at JP Morgan Chase and spent more than 13 years developing business within the organization. Most recently, Mr. Mejia was the VP, Branch Manager at Regions Bank in Brickell. He earned his BA in Finance from Hofstra University in New York.



### **Maurice Berkower**

Mr. Berkower brings more than 25 years of experience providing accounting, auditing, tax and consulting services to the FLAIA board. He is a Co-Managing Partner of ACSB, LLP, and Co-Founder and Managing Director of Rankin Berkower (Cayman) Ltd. and leads those respective firms' national and international financial services practice groups. Maurice has an MBA in Taxation from Bernard Baruch College and a BS in Accounting from Brooklyn College, and is a Certified Public Accountant in the States of New York and New Jersey and in the Cayman Islands and is a member of the American Institute of Certified Public Accountants, New York State Society of Certified Public Accountants, New Jersey Society of Certified Public Accountants and Cayman Islands Society of Professional Accountants.

## FLAIA's Board of Directors



### **Jay Gould**

Mr. Gould practices in the Corporate & Securities area and is leader of Pillsbury's Investment Funds & Investment Management practice team. He is an acknowledged industry leader in alternative investments oversight, regulatory frameworks, and compliance. Prior to joining the firm, Mr. Gould served as Chief Counsel for E\*TRADE Global Asset Management, Inc., Vice President with TransAmerica Life Companies, Senior Counsel to Bank of America NT&SA, and as an attorney with the Securities and Exchange Commission, White & Case LLP, and two other major international law firms. He received his J.D. from Catholic University of America, Columbus School of Law in 1983 and his B.A. from University of Washington in 1978.



### **Richard Strait**

Mr. Strait is the founder and Senior Partner of Strait, LLC, a guaranteed broker for Triland USA, Mitsubishi Corporation's global futures clearing hub. He has held a number of senior positions across the financial services industry including Metals Marketing Director for NYMEX, and VP of Marketing for ING Barings. Richard has served on the board of the Gold, and Silver Institutes as well as numerous Exchange committees over the years. He currently serves as chairman of the Metro NY chapter of the International Precious Metals Institute, and is on the board of the NIBA (National Introducing Brokers Association).



### **Rainford Knight, Ph.D.**

Dr. Knight joins the FLAIA from the University of Miami and Florida Atlantic University, where he holds joint professorship positions. In addition to his academic focus, he brings a wealth of applied industry experience, as he is a co-founder and Partner of the Florida Institute of Finance, a consulting and financial services think tank located in West Palm Beach, FL. Dr. Knight also possesses significant applied industry experience in the areas of: Mergers and Acquisition, Venture Capital Investments, Fixed Income Pool Analytics, Hedge Fund Analytics and Portfolio Construction and Asset Allocation. He holds a Ph.D. in Finance from Florida Atlantic University with a doctoral thesis in the area of initial public offerings (IPOs)

## FLAIA's Board of Directors



### **Nanette Aguirre**

Shareholder of the Corporate & Securities Group at Greenberg Traurig, Nanette Aguirre concentrates on derivatives and structured products. Her experience includes negotiating all forms of international derivative (ISDA), trading and prime brokerage agreements with global institutions. Additionally, she regularly advises on regulatory issues affecting the derivatives market, including without limitation, Dodd Frank and related cross border regulation. Nanette works throughout Latin America, in countries like Mexico and Colombia, advising banks, endowments, clearing organizations and other financial institutions.

Nanette Aguirre serves as a Board Member of Structured Finance & LATAM for the Florida Alternative Investment Association. Prior to Greenberg Traurig, Nanette spent eleven years in the Structured Products and Derivatives department of a major New York law firm serving the financial services sector and working closely with some of the industry's largest hedge funds, mutual funds and pension plans.



### **Theresa Gusman**

Theresa is a business builder and transformer with extensive leadership, investment, and sustainability/corporate governance experience. Her former positions include Global Head of Equities, Head of US Equity Research and Global Head of Commodities at Deutsche Bank. A passionate investor, she managed domestic, international and commodity strategies, with assets ranging from \$4 to \$17 billion. In October 2013, Theresa was tapped to become the first Chief Knowledge Officer of Deutsche Bank's \$1 trillion asset and wealth management business.

After leaving Deutsche Bank, Theresa founded ENDURANCE LLC, where she helps clients do good, be great and deliver long term performance by transforming their businesses for a more sustainable future. She works with corporate leaders, asset owners and investment professionals to accelerate the identification, implementation, institutionalization, communication, and monetization of sustainability performance strategies that drive long-term value creation for clients, employees, shareholders and society. Her specialties include investment process enhancement, strategy assessment and transformation, sustainable/ESG investments education, culture change, and diversity and inclusion.

## FLAIA's Board of Directors



### **Scott Daspin**

Scott Daspin is Director of Institutional Sales at Triad Securities Corp., a New York full service agency broker dealer that specializes in prime brokerage and investment banking services. He is responsible for establishing relationships with institutional clients such as hedge funds, family offices, registered investment advisors and private companies, and introducing capital for FinTech companies developing Blockchain and other capital markets technologies. He became the Blockchain SME and Board Member for the Florida Alternative Investment Association after successfully planning and organizing the industry-leading FLAIA Artificial Intelligence, Blockchain & Cryptocurrency Forum in April of 2018. He is recognized as a high profile connector within the Blockchain community, and collaborates and contributes to many industry partnerships between established and emerging participants. He is a frequent speaker and panelist at industry events.

Mr. Daspin was previously at ConvergeX Group, where he spent 14 years, first in sales and business development for their global trading products and then managing the electronic sales group. Scott has a passion for eating, cooking and sharing favorite niche restaurants and supports regional farmers, local chefs, and farm-to-table endeavors. He is known by friends, colleagues and clients as the go-to person for all things food and lives in NYC with his wife and daughter. He holds a Finance degree from Boston University, and is recognized for his ongoing directorship of high profile networking events for the alumni of Boston University in the greater New York City area.



### **Joseph Mantilla**

Joe is a Senior Business Advisor in Reed Smith's Financial Industry Group. Joe is known as a strategic "Problem Solver" who works with his clients to help drive revenue and shareholder value by resolving complex corporate growth priorities. Joe works with early stage, mature corporate and private equity clients interested in strategic capital investment, joint ventures, fund formation, market penetration into Latin America (LATAM) and those interested in taking their company public. Joe also works with investment banking clients interested in infrastructure project finance and public private partnerships within the US and LATAM. To this end, Joe strategically markets and works closely with the firm's LATAM, aerospace, capital markets, infrastructure, energy, fund formation and the firm's strategic corporate practice groups overall to execute priorities for his corporate clients.

Prior to his private sector roles, Joe served as a Senior US Senate Aide to former US Senator Mel Martinez of FL (who served on the Senate Armed Services, Housing and Foreign Policy Committees). Joe's portfolio of issues included Florida NASA/aero-space, macro infrastructure, banking, economic development, tourism, homeland security and Puerto Rico/LATAM policy matters. Joe interfaced on regular basis with FL local and state elected officials and with the FL mainstream and Hispanic media on behalf of the Senator.