

GILBERT ANDREW GARCIA

Home

Work

1401 McKinney, Suite 1600
Houston, Texas 77010

EXPERIENCE

- 2002-Present** **GARCIA HAMILTON & ASSOCIATES, L.P** **HOUSTON, TX**
Managing Partner
Garcia Hamilton & Associates is an asset management firm with over \$13.9 billion in high-quality, domestic fixed income assets under management. The firm is 100% employee-owned and is certified as a MBE firm. The firm was founded in 1988 and offers high quality fixed income strategies for institutional investors. Its diverse client base includes public funds, trustee plans, endowments, and corporations.
- 1999-2001** **HACIENDA RECORDS AND RECORDING STUDIOS** **HOUSTON, TX**
President
Joined the family business, Hacienda Records, which was founded in 1978 and is one of the largest and oldest independent Spanish record labels in the U.S. Preserved and digitized the entire catalog of over 650 titles, increased distribution and prepared the Company for an eventual sale.
- 1996-1999** **SMITH GRAHAM & COMPANY** **HOUSTON, TX**
Executive Vice-President (1997-1999)
Chief Investment Officer

Executive Vice-President (1996-1997)
Director of Marketing
Member of the management team of one of the largest (\$2.3 billion) minority-owned fixed income investment managers in the U.S. Developed and implemented an enhanced marketing strategy. Authored various articles and market flash reports, spoke at numerous pension conferences, and handled various client service duties.

Became the Chief Investment Officer and designed a new investment process and implemented new risk management systems (Axiom) to monitor all portfolio characteristics, tracking error and daily performance. Products ranged across the yield curve from cash management, 1-3 year, 1-5 year, intermediate, core, core plus, and mortgage-backed securities.

Was a member of The Robeco Group's (joint partner in the Netherlands) investment committee and head of the United States Regional Team advising Robeco on their dollar-based fixed income investments.
- 1990-1996** **CISNEROS ASSET MANAGEMENT** **HOUSTON, TX**
President (1993-1996)

Senior Vice-President and Chief Portfolio Manager (1990-1993)
Joined former Mayor Henry Cisneros and Criterion Investment Management Company to build a premiere Hispanic-owned fixed income money management firm. Implemented all investment strategies for all client portfolios including the duration management, sector allocation, yield curve placement, issue selection and trading. Responsible for all risk monitoring, new business presentations, client reviews, and consultant meetings. Assumed a significant marketing role in 1992.

After Mr. Cisneros' departure to Washington, became President of the firm overseeing all aspects of the company. In addition to investment duties, negotiated various leases and hired most

vendors including lawyers, accountants, public relations professionals and office suppliers. Handled numerous labor and shareholder relation issues.

1985-1990

SALOMON BROTHERS

NEW YORK, NY

Vice-President

Served as an institutional bond salesman specializing in mortgage-backed securities. Client base included savings banks in the Midwest and Northeast as well as the trading desks of major regional broker-dealers. Experienced in most fixed income products including governments, corporates, agencies, mortgage-backed securities and asset-backed securities. Worked with liability management tools including interest rate swaps, options, caps and floors.

EDUCATION

1981-1985

YALE UNIVERSITY

NEW HAVEN, CT

Awarded a BA in Economics. Served for two years as the Yale recruiter for minority students in the Corpus Christi area. Served as an advisor to the Yale Admissions Department by meeting regularly with the Dean of Admissions and staff to educate them on issues pertaining to the minority community. Held leadership positions in numerous campus organizations including the Hispanic Student organization (MEChA) and the Yale Political Union.

Served as President of the Yale College Democrats and Co-Chairman of the New Haven Democratic First Ward Committee. Was a delegate to numerous conventions including the 1984 Democratic National Convention (Mondale). Gave numerous speeches and debated publicly in a variety of forums including radio, C-Span and William F. Buckley's "Firing Line."

Financed 100% of college tuition through financial aid, loans and work-study.

ACTIVITIES

Member of the Board of Directors of Sponsors for Educational Opportunity (SEO) since 1987 and its Treasurer since 1999. SEO is a New York-based non-profit organization that selects minority undergraduates for summer internships on Wall Street. SEO is now the pipeline for minority professionals to enter major Wall Street firms. Mentored many young people and visited with students of all ages in schools and colleges throughout the US.

Currently serves on the SEC's Fixed Income Advisory Board.

Previously served as Chairman of the Metropolitan Transit Authority of Harris County. Under my leadership, Metro secured \$900 million federal grant and completed a 15 mile expansion of light rail. A few more of the highlights of my tenure as Chairman include: overseeing a referendum that secured additional funds for Metro and passing with almost 80% of the vote, a complete overhaul of the entire bus network for the first time in history (that has become a nationwide model), won Comptroller Transparency award for several years (a first for metro), paid off significant debt, and was awarded the North American Transit Agency of the Year from APTA.

Served on the Board of the Houston Downtown Management District since 1997 and as its Secretary since 2000.

Served as a member of Houston Mayor Lee Brown's transition team focusing on the City's Finance Department. In addition, served on the Mayor's Commission to develop the Water Works Building and the Downtown Fire Station. These efforts have led to the Aquarium development in downtown Houston.

Graduated from Leadership Houston Class X.

Married with four children. Enjoys scuba diving, martial arts, live events, coaching soccer and any activities with my sons and daughter.