

## Stephanie LOIACONO

**Position:** Consultant, Capital Markets **Chartered Financial Analyst**  
**Years as Consultant:** 5 years **Nationality:** American  
**Languages:** English (native-speaker), French (Speak – basic, Read – basic)

**Countries worked in:** Afghanistan, Albania, Armenia, Bosnia/Herzegovina, Egypt, Georgia, Honduras, Jordan, Lithuania, Malawi, Mauritius, Moldova, Montenegro, Mozambique, Nicaragua, Paraguay, Serbia, Slovenia and Yemen.

### Core Capabilities:

- Extensive skills in capital markets policy and strategy, specializing in financial training and advisory work.
- Consultant on investment funds management, portfolio construction for pension funds, structuring a risk capital fund, government cash and debt management and cash flow forecasting. Emphasis on institutional capacity-building, education and training.
- Experienced at managing complex teams and projects. Launched the project and built the team of advisors that currently provides technical assistance and training on government cash & debt management, sponsored by U.S. Dept of Treasury, Office of Technical Assistance. Previously, managed key corporate strategic projects for the CEO of a Fortune 500 company.
- Entrepreneurial and managerial experience as chief investment officer for an investment management and trust business, and as co-founder of a venture capital fund.
- Relevant experience in a wide range of countries demonstrating flexibility, ability to adapt to different circumstances and problems, and preparation of actionable recommendations and reports.
- On-going responsibilities include project management, designing training materials, doing “advance” work for teams, instruction, preparation of detailed action plans, and follow-through on organizational and administrative details.
- Strong presentation and analytical skills.

## Recent Consultancies

- **Mauritius (April 2007):** met with and investigated the role of major parastals, which pose an explicit and implicit burden on central government finances. Interviewed 10 of the largest non-financial public enterprises to discuss cash & debt management techniques and difficulties, plus a proposal for “financial disintermediation.” Facilitated a working session with stakeholders to brainstorm ways to overcome operating and cash constraints. Provided an action plan for reform with both short-term and long-term recommendations. (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**)
- **Jordan (March 2007):** Conducted training on Equity Portfolio Construction, covering asset allocation and equity analysis and valuation. Participants included public and private sector entities including the Social Security Administration, commercial banks, the Central Bank, Ministry of Finance and private investment firms. (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**)
- **Yemen (March 2007):** Led the project team, prepared and delivered training and provided recommendations for reform on government cash and debt management (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**).
- **Malawi (January 2007):** Led the project team, prepared and delivered training and provided recommendations for reform on government cash and debt management (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**).
- **Montenegro (June 2006):** Led the project team, prepared and delivered training and provided recommendations for reform on government cash and debt management. (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**).
- **Republic of Georgia (Nov 2005-June 2006):** Assisted the Finance & Private Sector Development team of Millennium Challenge Corp headquarters in DC and Tblisi, to finalize and implement the structure, fund documents and RFP for the Georgia Regional Development Fund. (Consultant to Finance and Private Sector Development Group, **Millennium Challenge Corp**)
- **Egypt (April 2006):** Led the project team, prepared and delivered training and provided recommendations for reform on government cash and debt management (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**).
- **Bulgaria (April – May 2006):** Helped the Bulgarian National Bank prepare a study on cash demand for banknotes/coins; reviewed cash forecasting techniques against best practices and provided recommendations and training; reviewed currency processing operations of the Sofia Branch against best practices & made recommendations; provided ideas for public education materials on how to recognize counterfeit money. (Consultant to USAID Financial Sector Integrity Project, **Emerging Markets Group, Ltd.**, Deloitte Touche Tohmatsu)

- **Mozambique (Oct 2005 – Feb 2006):** TA to design a credit facility to support Small & Medium Enterprise (SME) growth, including due diligence, preparing the Term Sheet and presenting the concept and structure to stakeholders in Maputo & D.C. (Consultant to Finance and Private Sector Development Group, **Millennium Challenge Corp**)
- **Afghanistan (April – June 2005):** TA to analyze, streamline and document key cash transactions, establish standard procedures, customize & install cash management database, build technical capacity of staff. Introductory cash management training provided to 48 government employees. (Consultant to Cash Management Unit, Ministry of Finance, sponsored by **US Dept of Treasury**)
- **Albania, Armenia, Bosnia/Herzegovina, Honduras, Jordan, Lithuania, Nicaragua, Paraguay, Serbia, Slovenia (Centre for Excellence in Finance) (April 2003 – April 2005) :** Led the project team, prepared and delivered training and provided recommendations for reform on government cash and debt management (Consultant to Ministry of Finance, sponsored by **US Dept of Treasury**).

#### Record of Employment

#### **International Consultant, Portland, ME**

**2002-Present**

Advisor and Investment Analyst

Provide advice and training to foreign governments as they develop their financial markets. Assignments include capacity building on forecasting techniques, equity portfolio construction in concentrated markets, structuring a risk capital fund, and government cash and debt management. Projects span more than 15 countries in Latin America, Eastern Europe, Africa and Asia. Also, prepare equity research reports on small cap companies and conduct financial education via seminars and published articles.

#### **Spinnaker Trust, Portland, ME**

**2001-2002**

Chief Investment Officer, Board member and Shareholder

Established and implemented large-cap growth strategy for this start-up investment management and trust company. Determined sector strategy and individual stock picks. Responsible for investment research and analysis, and defining “buy” and “sell” disciplines.

- Created, monitored and appraised model and client portfolios. Prepared quarterly investment newsletter and articles for clients.
- Instrumental player in putting together Spinnaker Diversified Managers Fund, a fund of hedge funds.

- Established strong relationships with prospective clients and referrers. Assisted in gathering assets totaling \$60 million.
- Skilled in AXYS portfolio management system and Baseline

**Women First Capital Fund, Portland, ME**  
Principal

**1999-2001**

Co-founder of this venture fund targeting women entrepreneurs. Launched the idea, conducted the market research and defined the structure of fund. Recruited Advisory Board and Special Limited Partner.

- Established investment criteria, operating principals and due diligence requirements.
- Identified and established relationships with nearly 100 potential fund investors.
- Completed private placement offering memorandum. Successfully obtained commitments exceeding \$3 million

**Unum Corporation, Portland, ME**  
Director, Executive Operations

**1997-1999**

Selected for highly competitive 2 year leadership role supporting James F. Orr III, CEO of UNUM Corporation, a Fortune 500 company.

- Represented CEO as his “surrogate” in variety of roles including with senior management group, employees and Board of Directors.
- Organized and facilitated senior leadership conferences to develop corporate strategy.
- Led key strategic projects and meetings for senior managers.

**Unum Corporation, Portland, ME**  
Director, Fixed Income Investment Securities

**1991-1997**

Authored strategy for investing in fixed income securities in finance companies, US & UK banks and building societies, US & UK retailers, US & UK food and beverage companies, Japanese & Canadian banks, and paper and forest product companies.

- Ramped up from virtually no background as bond trader to fully functional in 9 months. Acquired strong relative value skills.
- Front line responsibility for Euro-Sterling portfolio companies and trading Euro-Sterling bonds in assistant portfolio manager role.

- Instrumental team player in sale and liquidation of \$1 billion fixed income portfolio. Helped company realize several million dollars in incremental net investment income.
- Private placement experience in retailing and finance industries.

**Equitable Capital Management, New York, N.Y.** 1986-1991  
Assistant Vice President, Fixed Income Investments

**Westpac Banking Corporation, New York, N.Y.** 1984-1986  
International Credit Officer

### **Education**

Chartered Financial Analyst Certification 1994

M.A., International Affairs, George Washington University 1984

B.A., Government, St. Lawrence University 1978

### **Professional Associations**

Member, CFA Institute

Member, Financial Executives Networking Group

### **Proficiencies**

Microsoft Access, Word, Excel, PowerPoint

### **Contact Information**

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