



American University's Third Annual Latino Public Affairs Forum

Latino Entrepreneurship: Access to Capital, Challenges for Growth

Monday February 27, 2017

Abramson Family Founders Room, AU School of International Service

Forum Participants

Marla Bilonick is the Executive Director of the Latino Economic Development Center (LEDC), a non-profit servicing Latinos and other D.C.-area residents with the skills and financial tools to create a better future for their families and communities. She also served as LEDC's Director of Small Business Development and as a microloan officer. Previously, she worked for Seedco with entrepreneurs in New York City affected by the September 11, 2001 attacks. Ms. Bilonick has also worked in microenterprise development and microfinance in the international arena for DAI in settings such as Bolivia, El Salvador, Mexico, and Panama. She also serves on the Board of Directors for the National Association of Community Asset Builders, the Enterprise Community Loan Fund, and the National Housing Trust's Institute for Community Economics. She is also a non-Board member of the Opportunity Finance Network-OFN's Equity Committee. Ms. Bilonick is a graduate of the University of Wisconsin Madison and received her M.A. in International Economics and Latin American Studies from The Johns Hopkins University.

John T. Delaney is a Professor of Management and Dean of the Kogod School of Business at American University. Prior to his appointment at AU in 2016, he served as the Henry E. Haller, Jr. Dean of Business at the University of Pittsburgh from 2006 until 2015. During his deanship, the school experienced increased enrollments, better student quality, improved student satisfaction scores, greater diversity, and enhancements on virtually all key metrics. He has also held faculty positions at the Columbia University Graduate School of Business, University of Iowa, and Michigan State University before joining AU. Dr. Delaney earned a B.S. from LeMoyne College, and an A.M. and Ph.D. degrees from the University of Illinois.

Maria Figueroa-Armijos is a Professorial Lecturer in the Kogod School of Business, currently teaching Global Corporate Citizenship, and specializing in entrepreneurship and regional economic development. Dr. Figueroa-Armijos is also Senior Fellow in the Schar School of Policy and Government at George Mason University, and Professorial Lecturer in the Busch School of Business and Economics at The Catholic University of America. Prior to joining AU, Dr. Figueroa-Armijos was Professor of Practice in the College of Business and Economics and Director of the Office of Fellowship Advising, under the Deputy Provost for Academic Affairs, at Lehigh University. Dr. Figueroa-Armijos holds a B.A. in Sustainable Development from EARTH University in Costa Rica, an MS.c. in Applied Economics, and Ph.D. in Public Policy from the University of Missouri.

Maryam Haque is Vice President of Research at the National Venture Capital Association (NVCA). She provides strategic leadership related to venture capital research and data to support NVCA's mission of advocating for policies that empower entrepreneurs, and as the definitive resource for venture capital data. In her role, Ms. Haque produces the annual NVCA Yearbook and frequently publishes on the NVCA Blog. Prior to NVCA, she served as Senior Director of Research at EMPEA, the global industry association for private capital in emerging markets. Ms. Haque started her career in the Private Equity and Venture Capital

division of Dow Jones & Company in San Francisco, where she primarily supported its flagship product VentureSource in various research capacities, including data collection, analysis, and reporting. At Dow Jones, she coauthored the study “Women at the Wheel: Do Female Executives Drive Start-up Success?” Ms. Haque graduated from Carnegie Mellon University with a B.S. in Policy and Management, and International Relations.

Eric Hershberg is the Director of the Center for Latin American & Latino Studies and Professor of Government at American University. Dr. Hershberg received his Ph.D. in Political Science from the University of Wisconsin-Madison. He is a frequent commentator on U.S. electoral trends and the impact of public policies on Latino communities, specializing in the Latin American political economy, and has taught at New York University, Southern Illinois University, Columbia, Princeton, and the New School. His most recent publications include two co-edited volumes, one with Maxwell A. Cameron, entitled *Latin American Left Turns: Politics, Policies, and Trajectories of Change* (Lynne Rienner, 2010) and the second, *New Institutions for Participatory Democracy in Latin America: Voice and Consequence* (Palgrave Macmillan, 2012), with Maxwell A. Cameron and Kenneth E. Sharpe.

Manuel “Manny” Hidalgo is the Director of the Office of Economic Opportunity at the U.S. Small Business Administration (SBA), responsible for providing loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses. Mr. Hidalgo has over 25 years of experience in community-based economic development in Miami, Louisville, and the Washington D.C. metro region. He has served as COO at National Community Reinvestment Coalition, Director of Entrepreneurship at the Corporation for Entrepreneurship Development (CFED), and Executive Director of the Latino Economic Development Center. He has served on the faculty of NeighborWorks America since 2005, writing curricula and teaching courses on small business development. Mr. Hidalgo holds a B.A. in History from Georgetown University and an M.A. in Latin American & Caribbean Studies from Florida International University.

Monika Mantilla is the President and CEO of Altura Capital, which provides multi-manager investment solutions, institutional advisory and information to some of the largest institutional investors in the world. Under her leadership, Altura Capital has become a nationally recognized leader and innovator in the Emerging Money Manager space. She is also a Managing Partner of the Small Business Community Capital Fund, which provides customized capital solutions for small and lower middle market companies in the United States. Prior to founding Altura Capital, Ms. Mantilla was a principal with an investment management-consulting firm holding \$2.1 billion dollars of assets. In 2010 she was awarded “Entrepreneur of the Year” by the New York State Hispanic Chamber of Commerce. Ms. Mantilla holds an MBA from Columbia Business School in New York and a Law degree from the Universidad del Rosario in Bogotá, Colombia.

Carmen Ortiz-McGhee is the Senior Vice President and Resident Sales Director of Aon Risk Solutions, the worldwide leader in risk management and insurance broking. She is a member of the Executive Committee of the New America Alliance, which promotes the economic advancement of America’s Latino community, and Chair of NAA’s Institute. Prior to this, Ms. Ortiz-McGhee served as Executive Vice President of Sales for Aon’s Cornerstone Innovative Solutions. She is a board member of the NEA Foundation, an Advisor to the Hispanic IT Executive Council, and the former Chair of the Economic Inclusion Committee for the venture catalyst JumpStart, Inc. Ms. Ortiz-McGhee holds a B.A. in Psychology from the University of Virginia.

Javier Palomarez is the President and CEO of the United States Hispanic Chamber of Commerce, America’s largest Hispanic business association. A pioneer in multicultural marketing, Mr. Palomarez has more than two decades of corporate experience and entrepreneurial insight. At Allstate Insurance Corporation, he initiated the industry’s first nationwide Hispanic marketing, sales and service campaign. Mr. Palomarez also held executive positions at Sprint and Bank of America, where he was responsible for advertising, marketing, sponsorships, and public and media relations to help position this global leader in the financial services industry, with African American, Asian, LGBT, and Hispanic consumer markets in the U.S.

He received an honorary Doctorate from Westminster College and the Ohtli Award by the Government of Mexico.

Noel Poyo is the Executive Director of NALCAB - National Association for Latino Community Asset Builders, which represents and serves a geographically and ethnically diverse group of 100 non-profit community development and asset-building organizations and anchor institutions in our nation's Latino communities. Mr. Poyo has over 15 years of experience in residential real estate and neighborhood economic development. He serves on the National Community Advisory Boards for BBVA Compass Bank and Capital One Bank, the Board of Directors of the Center for Responsible Lending, and advises the Board of Governors of the Federal Reserve as one of fifteen members of the Fed's Community Advisory Council. Mr. Poyo is a graduate of Yale University.

Jose A. Quiñonez is Mission Asset Fund's (MAF) founding CEO. Under his leadership and vision, he quickly built the organization into an award-winning non-profit with innovative models for integrating financially excluded, low-income communities across the nation into the financial mainstream. He was named a 2016 MacArthur "Genius" Fellow for his creativity, accomplishments, and potential as a financial services innovator. Mr. Quiñonez is a visionary leader, highly regarded in the consumer finance field. In 2014, Governor Jerry Brown enacted legislation recognizing MAF's Lending Circles program, making California the first state to recognize credit-building and lending circles as forces for good. Mr. Quiñonez graduated from Princeton University's Woodrow Wilson School and the University of California Davis.

Bárbara J. Robles is a Principal Economist at the Board of Governors of the Federal Reserve System. Prior to joining the Federal Reserve Board, Dr. Robles was an Associate Professor at Arizona State University's School of Public Programs, Assistant Professor at the University of Texas Austin's LBJ School of Public Affairs, and a Revenue Estimator at the Joint Committee on Taxation, U.S. Congress. Dr. Robles earned her B.A. in Humanities at the University of Texas Austin and her Ph.D. in Economics at the University of Maryland.

Javier Saade is the Managing Director of Fenway Summer Ventures, an early stage venture capital firm focused on promising financial services companies. He is also the Director of SupportPay, Board Member of Harvard Business School's Rock Center for Entrepreneurship, Mentor at Techstars, and Trustee of the Organization of American States' Pan American Development Foundation. Mr. Saade has over 20 years of experience as an investor, entrepreneur, executive, and policy maker. Prior to Fenway Summer Ventures, he was the U.S. Small Business Administration's Associate Administrator, Chief of Investment & Innovation. He has also held short-term roles at Columbia University's Columbia Technology Ventures, Georgetown University's Beek Center for Social Impact + Innovation, and Stanford University's Latino Leadership Initiative. Mr. Saade has an M.B.A. from Harvard, an M.S. from Illinois Institute of Technology, and a B.S. from Purdue University.

Siri Terjesen is a Research Chair in Entrepreneurship at AU's Kogod School of Business and Interim Director of the AU Center for Innovation. She is an Associate Editor of Academy of Management Learning & Education, Small Business Economics, and Industry & Innovation. Dr. Terjesen is a co-author of the 2016 Global Entrepreneurship Monitor's Social Entrepreneurship report on the prevalence of social entrepreneurship in 53 countries around the world and concurrently the Project Director for the Global Entrepreneurship and Development Institute's Female Entrepreneurship Index. She is also an affiliated researcher with Catalyst (New York), the Ratio Institute (Stockholm), and Membership Chair of the Academy of Management's Entrepreneurship division. Dr. Terjesen earned a B.S. from University of Richmond, an M.S. from the Norwegian School of Business, and a Ph.D. from Cranfield University.