



MEMORANDUM

Agenda Item 15(C)1

To: Honorable Chairman Joe A. Martinez, and
Members, Board of County Commissioners

Date: September 4, 2012

From: Harvey Ruvin, Clerk
Circuit and County Courts

Subject: Appointment of Pedro E. Lacau
to serve as a member of the
Community Small Business
Enterprise (CSBE)
Advisory Board

Christopher Agrippa, Division Chief
Clerk of the Board Division

It is recommended that the Board consider the appointment of Pedro E. Lacau to serve as a member of the Community Small Business Enterprise (CSBE) Advisory Board.

In accordance with Section 10-33.02 of the Miami-Dade County Code, the Board of County Commissioners shall appoint a representative of the Local Banking and Financial Industry to serve on the CSBE Advisory Board. The Department of Small Business Development has submitted the name of Mr. Lacau as recommended by City National Bank, as a qualified candidate to fill the vacant seat.

The memorandum from the Department of Small Business Development, the recommendation from City National Bank, and Mr. Pedro E. Lacau's resume have been attached for your review.

CA/sm
Attachment

Memorandum



Date: July 26, 2012

To: Shania Moore, Boards Coordinator
Clerk of the Board

From: Sheri McGriff, Director Business Support Services
Small Business Development / Business Assistance Division
Department of Regulatory and Economic Resources

Subject: Appointment of Community Small Business Enterprise (CSBE) Advisory Board
Member

Attached please find correspondence from the City National Bank wherein they recommend Mr. Pedro E. Lacau who holds the position of Banking Center Manager. It is respectfully requested that the Board of County Commissioners take action on this item at their next Commission meeting.

Should you have any questions or need additional information, please contact me at 305-375-3123. Thank you in advance for your prompt attention to this matter.

Attachments

c: Mario Goderich, Assistant Director Business Assistance, RER
Veronica Clark, Assistant to the Director, Small Business Development, RER



P.O. Box 025620, Miami, FL 33102-5620

May 21, 2012

Ms. Laurie Johnson,
Small Business Development
Miami Dade County
111 N.W. 1st Street, 19th Floor
Miami, FL 33126

Re: Advisory Board candidate for City National Bank

Dear Ms. Johnson;

We are submitting the name of Pedro E. Lacau to represent City National Bank on the Small Business Enterprise (CSBE) Advisory Board for Miami Dade County. Mr. Lacau is a permanent resident of Miami-Dade County and holds the position of Banking Center Manager for our Metro Banking Center located in the lobby of the Government Center.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dustin Symes', written over a horizontal line.

Dustin Symes
1st Vice President
Personal Small Business Director

citynational.com

Pedro E. Lacau

8983 S.W. 9th Terrace • Miami, Florida 33174 • (786) 488 - 0460

placau@msn.com

QUALIFICATIONS

A proactive business developer with excellent interpersonal and communication skills. Posses the ability to identify the needs of the client and make cost effective recommendations towards desire business goals. Displays good leadership skills and the ability to motivate people. Recognized by senior management as a people Manager and Coach.

PROFESSIONAL EXPERIENCE & ACCOMPLISHMENTS

City National Bank 2009- present Miami, Fl.

Vice President/Branch Manager

- Managed the sales, service, operations and profitability of a retail branch office.
- Coached, counseled and prepared developmental plans for employees on performance goals and expectations.
- Directed activities to implement institution's policies, procedures and practices concerning granting and extending lines of credit, commercial loans, real estate loans and consumer credit loans.
- Contacted customers and business, community and civic organizations to promote goodwill and generate new business.

Colonial Bank 2006-2009 Miami, Fl.

Vice President/Private Banking Officer II

- Managed \$84MM portfolio of high net worth clients. Identified their financial goals and provided comprehensive solutions to reach their goals.
- Leverage and coordinate specialists (Investor, Capital Advisor, Trust and Estate Advisor and Wealth Advisor) to provide interdisciplinary expertise for our most complex clients.
- Obtained and compiled copies of loan applicants' credit histories, corporate financial statements, and other financial information to prepare & submit loan requests.
- Ensured that the proposed products and services maximize the clients' needs, goals and objectives.
- Utilized relationship with Centers of Influence such as CPA's & Attorneys to develop additional prospect client relationships.

Regions Bank 2005-2006 Miami, Fl.

Vice President/Business Banking

- Obtained and compiled copies of loan applicants' credit histories, corporate financial statements, and other financial information to prepare & submit loan requests.
 - Worked with clients to identify their financial goals and to find ways of reaching those goals.
 - Submitted applications to credit analysts for verification and recommendation.
 - Worked with other bank partners to uncover sales opportunities between both current and potential business customers. Provided a high level of customer service to business clients and managed their banking relationships.
 - Utilized relationship with Centers of Influence such as CPA's & Attorneys to develop additional prospect client relationship.
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Pedro E. Lacau - PAGE 2

South Trust Bank/Wachovia 2002-2005 Miami, Fl.

Vice President/Business Banking

- Obtained and compiled copies of loan applicants' credit histories, corporate financial statements, and other financial information to prepare & submit loan requests.
- Worked with clients to identify their financial goals and to find ways of reaching those goals.
- Submitted applications to credit analysts for verification and recommendation.
- Worked with other bank partners to uncover sales opportunities between both current and potential business customers. Provided a high level of customer service to business clients and managed their banking relationships.
- Utilized relationship with Centers of Influence such as CPA's & Attorneys to develop additional prospect client relationships.

International Finance Bank 1999-2002 Miami, Fl.

Vice President/Branch Manager

- Managed the sales, service, operations and profitability of a retail branch office.
- Coached, counseled and prepared developmental plans for employees on performance goals and expectations.
- Directed activities to implement institution's policies, procedures and practices concerning granting and extending lines of credit, commercial loans, real estate loans and consumer credit loans.
- Contacted customers and business, community and civic organizations to promote goodwill and generate new business.

LANGUAGE

- Read and write fluently in both English and Spanish

EDUCATION

- Miami Dade Community College 1982-1985
- Various Credit Classes with Citibank

AWARDS

- "The People's Choice Award" Citibank April & Nov. '95

REFERENCES

Available upon request