

BENJAMIN GONZALEZ

Experience 2013-Present

TRIMBLE PLACE CAPITAL ADVISORS

EL PASO, TX

Principal

- Provide strategic advice, business planning, and debt placement advisory services to corporate clients.
- Investment banking services offered through affiliation with Capital Alliance Corporation; serve as Managing Director covering the Borderplex region.
- Provide select private equity consulting services to the Borderplex Alliance.

2010-2012

KPMG LLP and KPMG CORPORATE FINANCE LLC

NEW YORK, NY

Principal, Restructuring

Managing Director, Investment Banking and Special Situations Advisory

- Responsible for business and infrastructure development, business generation, and marketing of new U.S. Restructuring Practice; influenced strategic direction and target market for practice.
- Averaged 22 business development meetings per month and met with 846 potential clients over a two year period. Participated in panel presentations, speaking engagements, and publication of thought leadership materials.
- Led cross-functional Distressed Municipalities Initiative, resulting in five significant referrals from issuers and credit enhancement providers.
- Served as lead U.S. Partner liaison to UK Restructuring Practice on Insurance Company Private Placement advisory mandates (domestic and cross-border).
- Responsible for coverage of major private equity clients of U.S. firm.
- Assisted in the preparation of several responses and oral presentations to noteworthy government RFPs.
- Advised CIT on complex sale of \$1.0 billion plus portfolio of non-performing assets.
- Advised bank syndicate in identifying strategic alternatives for a troubled dry bulk shipper in default of approximately \$1.1 billion of debt.
- Advised German publishing company during solvent wind-down of its U.S. operations.
- Advised Sharia-compliant sovereign wealth fund on restructuring approximately £100 million of debt on a mixed use real estate development project in the UK. Identified 14 potential investors and received 12 signed NDAs within two weeks.
- Responsible for recruiting, national training and staff development.
- Mentor and manager to five senior professionals.

2006-2010

GRANT THORNTON, LLP

NEW YORK, NY

Principal, Corporate Advisory and Restructuring Services

- Recruited by practice co-heads to help start and lead U.S.-based restructuring practice; practice grew from four partners to more than 100 professionals in less than 18 months.
- Responsibilities included business development, revenue generation, recruiting, training, infrastructure development, risk management, thought leadership, marketing, and execution oversight.
- Direct responsibility for MBA recruitment program and direct oversight of training, research and targeting initiatives.
- Senior advisor to Ford Motor Company with respect to strategic alternatives for various distressed automotive suppliers requesting financial accommodations.

- Senior advisor to Bank of America as Agent in restructuring a \$1.7 billion syndicated loan to National Amusements, Inc., the holding company controlling the voting shares of CBS and Viacom; indirectly held by Sumner Redstone.
- Senior advisor to St. Vincent's Hospital with overall responsibility for liquidity and cash management; led negotiations with vendors and landlords as our team helped the hospital system explore its options.
- Senior advisor to distressed subsidiaries of insolvent UK based multinational firm; advised senior management and trustee on liquidity, debt capacity, and M&A alternatives.

2004-2006

NAVIGANT CAPITAL ADVISORS, LLC

NEW YORK, NY

Director, Investment Banking

- Advised distressed companies and their stakeholders on financial restructuring alternatives; advised healthy and distressed companies on valuations, acquisitions, divestitures, and recapitalizations.
- Initiated and managed restructuring transactions, advised on the bankruptcy process, evaluated underlying business, developed strategic alternatives, and negotiated with creditors on behalf of distressed clients.
- Responsible for all aspects of M&A execution, including developing strategic alternatives, underlying business plan and financial models, making board presentations, conducting due diligence, drafting descriptive memoranda, organizing data rooms, and overseeing definitive legal documentation.
- Identified marketing opportunities and drafted industry and company overviews for use in pitch books and board, bank, and bondholder presentations.
- Served as a senior advisor to Souper Salad, TaB Warehousing, Atkins Nutritionals, Gadzooks, Loehmann's, and several confidential sell-side and buy-side mandates.
- Extensive experience developing sophisticated, transaction-specific iterative financial models; responsible for teaching financial modeling to new analysts utilizing Excel and Capital IQ.

2001-2004

DELOITTE CONSULTING

NEW YORK, NY

Senior Manager, Reorganization Services Group

- Advised debtor and creditor constituents in in-court and out-of-court restructuring transactions.
- Served as lead advisor on US Airways, Lens Express, Universal Fiber Systems, and Brazilian media conglomerate TV Globo/Globopar; assumed significant responsibility on other engagements under partner direction, including Global Crossing.
- Advised companies, banks, bondholders, and creditors' committees on financial restructurings, recapitalizations, and sell-side advisory mandates.
- Served as principal liaison between U.S. and Latin American restructuring practices; responsibilities included market development, deal sourcing, and advising clients.
- Led recruiting, counseling, and training initiatives for practice. Structured recruiting and interview process and formulated recruiting strategies; introduced training programs in bankruptcy, corporate finance, credit analysis, financial modeling, and business writing.

2000-2001

BEAR STEARNS COMPANIES

NEW YORK, NY

Associate, Investment Banking

- Extensive transaction experience, including buy-side and sell-side advisory mandates, and raising

new debt and equity capital across a variety of industries.

1999-2000 **ALIX PARTNERS** **NEW YORK, NY**
(Formerly, Jay Alix & Associates)
Associate

- Provided crisis management and distressed debt advisory services to debtor clients, including Fruit of the Loom and LTV Steel, working closely with legal counsel, unsecured creditors' committees, secured bondholders' committees, senior management, and engagement team.

1993-1996 **GREENWOOD MILLS, INC.** **NEW YORK, NY**
Vice President, Business Development, International Division **LONDON, UK**

- Identified and evaluated significant strategic business opportunities in international markets; presented recommendations to senior management and Board of Directors.
- Traveled extensively throughout Europe, Asia, the Middle East and Latin America sourcing potential business opportunities and significantly developed firm's international footprint.
- Monitored, reported, and advised on performance of investments; served as board member of all strategic investments in Europe, Asia, and Latin America.

1987-1992 **GREENWOOD MILLS, INC** **EL PASO, TX**
Executive Vice President and Chief Financial Officer, East-West Apparel, Inc.

- Facilitated all aspects of start-up project (a denim jeans finishing operation), including the design and staffing of all administrative and financial functions; procured initial enterprise financing, and subsequent financing to consummate leveraged buyout of firm by minority shareholder; served as primary contact to banks, board members, and shareholders.
- Developed and managed all activities related to enterprise financing, financial reporting and control and managed all administrative functions of company, including liquidity, accounting, human resources, and purchasing.
- Responsible for setting direction, leading, financing and managing high growth company from start-up through divestiture. Assumed responsibility for numerous financial and strategic initiatives, including expansion of operating facilities into Mexico and development of vertically integrated denim jeans product line. Acting President of company from 1991 to 1992.
- Managed working capital to support rapid growth of enterprise (1,000 employees within six months and \$50 MM in gross revenues by the end of the fourth year of operations).
- Responsible for running company during prolonged absence of principal.
- Initiated sales process, prepared confidential information memorandum, organized management presentations and led negotiations of sale of enterprise to Greenwood Mills in 1992.

1984-1987 **INTERFIRST BANK, N.A.** **DALLAS, TX**
(Subsequently acquired by Bank of America, N.A.) **EL PASO, TX**
Assistant Vice President

- Involved in all corporate loan processes from origination, structuring, pricing, and annual

- credit reviews; prepared credit committee memoranda and presentations.
- Participated in rotational training program and received extensive credit training.

Education

1998-1999

**HARVARD UNIVERSITY GRADUATE SCHOOL
OF BUSINESS ADMINISTRATION**

BOSTON, MA

Master of Business Administration, 1999

1980-1984

UNIVERSITY OF TEXAS EL PASO

EL PASO, TX

Bachelor of Business Administration, 1984

Language

Skills

English (Fluent); Spanish (Proficient); French (Limited)

Community

2013-Present

El Paso Opera, Board of Directors
Cornudas Mountain Foundation, Board of Directors
Borderland Business Association, Partner
Design El Paso, Founding Member
Friends of the Tom Lea Institute, Sponsor
Hub of Human Innovation, Mentor
Paso Del Norte Venture Competition, Judge
Mike Loya Weekend Startup, Judge
Twenty20 Payments, Advisory Board Member
TED Talks Border Conference, Sponsor

EL PASO, TX

Previous

Amigo Airshow, Board of Directors
Child Crisis Center, Board of Directors
Bridge Gallery for Contemporary Art, President
Junior Achievement, Economics in the Classroom Teacher

EL PASO, TX

City Squash, Sponsor
Point Foundation, Sponsor
Trevor Project, Sponsor

NEW YORK, NY