

PERSONAL PROFILE



Mark C. Minichiello **President and Chief Investment Officer**

Mark C. Minichiello is President and Chief Investment Officer of Quincy Cass Associates and QCA Capital Management and a specialist in opportunistic investing. Prior to joining Quincy Cass Associates, Mark was a portfolio manager and member of the investment committee of The Occasio Fund and acted as a sub-advisor to the Hatteras Alternative Mutual Funds. He is a founding principal of Spin-Off Advisors, a Chicago-based research firm. He also served as Chief Operating Officer of High Yield Analytics, a registered broker/dealer.

Mark is known in the investment community for his insightful commentary. For five years until 2009, he co-published “*The Distressed and Turnaround Situation Report*,” a monthly advisory report featuring information on reorganizations and distressed securities. At Spin-Off Advisors, he co-produced “*Spin-Off Research*,” a monthly research advisory.

The media have sought out Mark for observations about spin-off situations and have quoted him extensively in print and broadcast. Minichiello’s insights and commentary on spin-off situations have been featured in various media such as *Atlanta Journal*, *Barron’s*, *Capital Magazine*, *CFO Magazine*, *CNBC*, *Dow Jones News*, *Houston Chronicle*, *Investment Dealers Digest*, *Orange County Register*, *Reuters*, *Strategic Finance*, *Technology Investor*, *The Chicago Tribune*, *The Economist*, *The Wall Street Journal*, *The Washington Post* and *U.S. News & World Report*.

Mark writes a column in *Forbes Magazine* entitled, “*What If?*” A guide for small businesses and entrepreneurs.

He holds an MBA from the University of Chicago (2000) with concentrations in Finance, Accounting and Strategic Management. Mark received his BA from Northeastern University (1990) in Boston, Massachusetts.

Registrations:

FINRA: Series 4 Options Principal
 Series 7 General Securities Representative
 Series 24 General Securities Principal
 Series 63 Uniform Securities Agent State Law Examination
 Series 65 Registered Investment Advisor
 Series 79 Investment Banking Representative

Personal Interest:

In Mark’s spare time he is an animal rights advocate, a member of In Defense of Animals and supports numerous animal causes. He also contributes time as a Mentor in the Entrepreneurship Bootcamp for Veterans with Disabilities. He is an avid runner and an official Pace Leader of the Los Angeles Marathon. In his spare time you can find Mark training for Marathons with his wife Maria or walking their dog and enjoying a fine cigar.