



HOUSE COMMITTEE ON SMALL BUSINESS
Witness Disclosure Statement
Required by House Rule XI, Clause 2(g)

Your Name: <u>Andrés P Castaño</u>		
1. Are you testifying on behalf of a Federal, State, or Local Government entity?	YES	NO
2. Are you testifying on behalf of an entity other than a Government entity?	YES <input checked="" type="checkbox"/>	NO
3. Other than yourself, please list what entity or entities you are representing: <u>Small Business Development Center - SBDC</u>		
4. Please list any offices or elected positions held or briefly describe your representational capacity with the entities disclosed in question 3. <u>Business Advisor</u>		
<i>(For those testifying on behalf of a Government entity, ignore these questions below)</i>		
5. a) Please list any Federal grants or contracts (including subgrants or subcontracts), including the amount and source (agency) which <u>you</u> have received and/or been approved for since January 1, 2013: <u>N/A</u>		
b) If you are testifying on behalf of a non-governmental entity, please list any federal grants or contracts (including subgrants or subcontracts) and the amount and source (agency) received by the <u>entities listed under question 3</u> since January 1, 2013, which exceeded 10% of the entities' revenues in the year received: <u>N/A</u>		
6. If you are testifying on behalf of a non-governmental entity, does it have a parent organization or an affiliate who you specifically do not represent? If so, list below:	YES	NO
<u>ASBDC (AMERICA'S SMALL BUSINESS Development Centers)</u>		

Signature: _____

Andrés P Castaño

Date: _____

02/18/2016

ANDRES PASCUAL CASTAÑO

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Detail oriented, innovative and hardworking bilingual professional, with a Masters in International Education and a cross-disciplinary career that includes Business Development, Corporate event management and entrepreneurship business consulting.

EXPERIENCE

<u>NYSBDC- Small Business Development Center</u> Business Advisor <i>The SBDC offers professional business advisement, education, network resources and advocacy for small business and aspiring entrepreneurs.</i> <ul style="list-style-type: none">• Provided one on one advising services to start ups and established small business in a variety of business areas: marketing, access to capital, disaster assistance, operations, business plan and Financial projections among other areas.	Brooklyn, NY	Apr 2013 to Present
<u>The Gira - The Global Investor Relations Advisors</u> Director of New Business Development <i>Planned, managed and executed successfully "Colombia Inside Out" a high profile 4 days international event in NYC & London, aiming to promote investment into Colombian markets with a \$240.000 Budget, which 15 CEO's and senior Government leaders participated and more than 300 investors attended</i> <ul style="list-style-type: none">• Successfully oversaw all logistics during the event cycle including: Budget management (US dollar \$240.000), creation of the event time line and timely deadlines, venue selection and negotiation with vendors, liaison with all group leaders, assistance with the website design and communication material and responsible for post event reconciliation• Managed the accommodation, transportation and security arrangements of 15 Senior Colombian Government leaders, CEOs and CFOs from top Colombian companies	New York, NY	Aug 2011 - May 2013
<u>Escuela de Administración, Finanzas y Tecnologías (EAFIT)</u> Student Advisor for EAFIT Business Students in NYC <ul style="list-style-type: none">• Provided academic and professional advisement each semester to 6 EAFIT International Business students via NYC internships	Medellin, Colombia	Mar 2011 to Present
<u>INDITEX Group - Zara U.S.</u> Spanish for Business Instructor <i>Developed a personalized methodology and materials for the study of Spanish for business</i> <ul style="list-style-type: none">• Provided personalized instruction for 3 Zara Executives 3 times per week	New York, NY	Jul 2010 - Jun 2011
<u>Seeds of Peace – SOP</u> Development Intern <i>Initiated the development of a peace education curriculum directed to religious organizations, student clubs, and secondary private school teachers.</i> <ul style="list-style-type: none">• Created strategy plan to increase the involvement of U.S religious organizations into the Seeds of Peace network. (Researched and assessed organizations with potential to become SOP partners)• Participated successfully in the planning, logistics and execution of the « Peace Market » fundraising event, in which, a record of 1100 people attended and SOP collected a record amount of funds (US \$300.000)	New York, NY	
<u>CubaLibre Deluxe T-Shirts</u> Founder and President <i>Responsible for all accounting and financial operations</i> <ul style="list-style-type: none">• Created and executed entrepreneurial concept that evolved as a profitable small business, achieving break-even on year one, 4% net profit year two and 8% net profit year three• Developed comprehensive business plan that allowed company to raise start up capital• Successfully achieved incremental sales per collection (80% year one, 86 % year two, 90% year three)• Created, executed and evaluated sales and marketing campaigns	Medellín, Colombia	Jul 2004 - Jul 2007
EDUCATION <u>New York University</u> The Steinhardt School for Education, Culture, and Human Development Master of Arts in International Education / Concentration: Global Education	New York, NY	2010
<u>Escuela de Administración, Finanzas y Tecnologías (EAFIT)</u> Bachelor of Business Administration / Major in International Marketing / Received Full Scholarship	Medellín, Colombia	2002

TRAINING, INTERESTS AND SKILLS

Volunteer Work:

- Bpeace. New York , NY (Oct 2009 to present)
Member & volunteer

Skills/Languages:

- Fluent in Spanish and English, Beginner Japanese
- Proficient in MS Office: Excel, Word, PowerPoint