

Vincent Giannoni – Professional Summary

Since 1984, Vincent Giannoni has been involved with the development and growth of small and minority owned businesses in Puerto Rico, the Caribbean and Central Florida. As program director for the U.S. Small Business Administration (SBA) management and technical assistance program, Mr. Giannoni was directly involved in providing assistance to hundreds of firms and was directly responsible for designing and implementing strategies to help businesses succeed.

During that same period, Mr. Giannoni played an important role in the development of the Government of Puerto Rico's entrepreneurial development program, which targeted vocational school graduates. The program provided this important sector of the economy with specialized instruction in the areas of business management and self-employment and resulted in the integration of players of the underground economy into the mainstream.

From 1985 to 1987 Mr. Giannoni participated in the establishment of the Peace Corps program in the Island of Barbados and the expansion of the SBA program in the islands of St. Thomas, St. Croix and St. John.

In 1987 Mr. Giannoni founded GGM and Associates to continue providing consulting services in Puerto Rico.

In 1990, Mr. Giannoni moved to Central Florida and started working with minority and otherwise disadvantaged individuals by providing instruction to inmates during two years. Mr. Giannoni served as director of the Business Training Institute; a non-traditional educational institution focusing in teaching business skills to economically disadvantaged people.

After spending two years with the Business Training Institute, Mr. Giannoni opened his practice in Central Florida by first specializing in long term engagements designed to maximize the operation of the targeted firm and by integrating many of the elements of traditional consulting into the practice – namely a hands on approach using focused interviews and intervening at various levels in the organization to get a true picture of the firm’s operation.

In 1997 Mr. Giannoni joined the team of professional providers of the Hispanic Business Initiative Fund (Prospera) and started what he considers to be his most important professional relationship to date. Through Prospera, Mr. Giannoni has been able to continue providing professional services to the Hispanic community but more important yet, has been able to devote his time and energy to perform volunteer work for the organization including seminars and special presentations.

As president of GGM and Associates, Mr. Giannoni is responsible for the daily operation of the firm and in assisting its clients. Major responsibilities include marketing, research, preparing reports and representing clients before banks and investors as well as coordinating the different activities needed to complete a project.

Our distinguished clientele includes 14 recipients of the prestigious Hispanic Chamber of Commerce of Metro Orlando Don Quijote Award in 11 of the 17 years that the awards were first given including:

- 1998 Quality Cable Contractors – Jorge del Rio
- 1998 KDR Photography Ricardo Aguilar
- 1999 Albors and Associates – Rene Albors
- 1999 Central Florida Litho – Willie Molina
- 1999 American Paving Contractors – Raiza and Pete Tamayo
- 2000 Global Communications Solutions – Yuri Gomez
- 2002 Alta Moda _Philip & Eileen Rosado

- 2003 Intelliorg – Yasmin Tirado Chiodini
- 2004 Creative Angle Media – Gisele Marasca/ Susan Pagan
- 2005 Atlantis Flowers and Gifts – Elsa Morales
- 2006 Royal Press Printing Luis and Lorena Quiroz
- 2007 Pérez of Florida (Zaza) – Rubén Pérez
- 2008 NR Electronics – Norberto Ruiz
- 2010 Happy Paws Michael and Karina Pastrana

Mr. Giannoni has been a regular contributor to several publications in the Central Florida area including Visión, Florida Hispano, and Diario de Orlando and Univision’s Channel 26 news program.

Mr. Giannoni holds a bachelors’ degree in Economics from University of Massachusetts in Amherst and an MBA in Finance and Business Strategy from the University of Puerto Rico.

Mr. Giannoni has also been a teacher and lecturer in the areas of Finance and Small business management at Florida Metropolitan University and Webster.

He received the Professional of the Year Award, Que Pasa Magazine 1999 and is a current or past member of several business and community organizations including:

- Treasurer Hispanic Chamber of Commerce (2001)
- Vice president Hispanic Chamber of Commerce (2000)
- Director Hispanic Chamber of Commerce (1999)
- Member Don Quijote Awards Committee
- Member Workforce 2020 Immigrant Roundtables (01)
- Director Economic Dev. Comm. of Central Fla. (01)
- Director Enterprise Florida’s Exporting Program (00)
- Chair Entrepreneurial Dev. Committee, HCC. (99)
- Director Southern College’s Hispanic Task Force (00)
- Board Florida Hospital Community Council (99-01)
- Board Kissimmee Chamber - Small Bus. Council (1999)

Board	City of Winter Springs Pension Board. (Since 99)
Member	Institute of Management Accountants (Since 97)
Member	Hispanic Chamber Bus. Expo Committee (2001)
Member	National Association of Hispanics MBA's (00-01)