

## **MITCHELL D. WEISS**

# Professional Experience, Achievements and Affiliations

### **EXPERIENCE & ACHIEVEMENTS PRIOR TO THE FORMATION OF M.D. WEISS LLC**

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**Center Capital Corporation**, Farmington, CT, August 1992-October 2008

Chairman & CEO (2006-2008)

President & CEO (1995-2006)

Executive Vice President (1993-1995)

Senior Vice President (1992-1993)

Top-ranking executive for the equipment finance subsidiary of Webster Bank, which is a subsidiary of Webster Financial Corporation (NYSE:WBS).

- ▶ Leveraged entrepreneurial orientation and expertise in finance to acquire and take private Center Capital via an LBO during previous bank parent's sale to First Union Bank (Wachovia) in 1996. Successfully raised \$200 million in acquisition capital.
- ▶ Grew portfolio five-fold making the company attractive to investors and lenders. Garnered exceptionally favorable reviews from principal rating agencies, including S&P, Moody's and Fitch. Structured and negotiated multiple private and public debt and equity raises.
- ▶ Developed and implemented strategic plan to partner with larger financial institution. Determined criteria for prospective acquirer and re-engaged investment banking team to identify suitable prospects. Directed structural and legal negotiations and accomplished sale of Center Capital to publicly-traded national bank.
- ▶ Effectively steered business through legal, regulatory and enterprise risk management requirements. Succeeded with year-over-year financial performance excellence, consistently achieving best-in-class rankings by the Equipment Leasing & Finance Association.
- ▶ Member, Credit Risk Management Committee for Webster Bank.

**Financing Systems, Inc.**, Farmington, CT, 1988-1992

President & CEO

Primary driving force behind the start-up and growth of this privately held medical equipment leasing company.

- ▶ Conceived and executed business plan, built organizational structure, and contributed vision and thought leadership during start-up and growth phases.
- ▶ Structured and negotiated debt and equity capital to support company's growth. Led profitable sale of portfolio in 1992.

**Scientific Leasing, Inc.**, Farmington, CT, 1979-1988

**Senior Vice President, Operations**

Rapidly advanced through positions of increased responsibility and authority to key member of senior management team for this publicly traded, high-tech equipment leasing company.

- ▶ Teamed with fellow executive officers and the Board of Directors to stabilize company following changes in tax laws that adversely affected corporate earnings. Helped position the company for acquisition in 1988.

**ACADEMIC CREDENTIALS**

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**Master of Business Administration, Finance**

Iona College – New Rochelle, NY

**Bachelor of Science, Economics / Finance**

Farleigh Dickinson University – Madison, NJ

**PROFESSIONAL AFFILIATIONS**

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The Center for Personal Financial Responsibility at the University of Hartford, Co-Founder/Executive Director

University of Hartford, Adjunct Professor, Finance

Central Area Health Education Center (Central AHEC), Advisor, Former Board Member

Junior Achievement of Southwest New England, Former Board Member

Risk Management Association (RMA), Member

Healthcare Financial Management Association (HFMA), Member

Equipment Leasing & Finance Association (ELFA), Member

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