

## Luis Alamo

Founder, President & CEO

Since 1994, Luis Alamo has grown Alamo Insurance Group, Inc. from a one-man operation to one of New Jersey's largest minority-owned insurance brokerage firms -- an accomplishment he credits to the Company's intense focus on building both personal and professional relationships with its clients, and to the Group's Mission:

- To meet and surpass our clients' expectations
- To provide quality insurance products and services
- To establish a tradition of professionalism and teamwork
- To leave a philanthropic footprint in every community we serve
- To support and promote the spirit of volunteerism everywhere we go

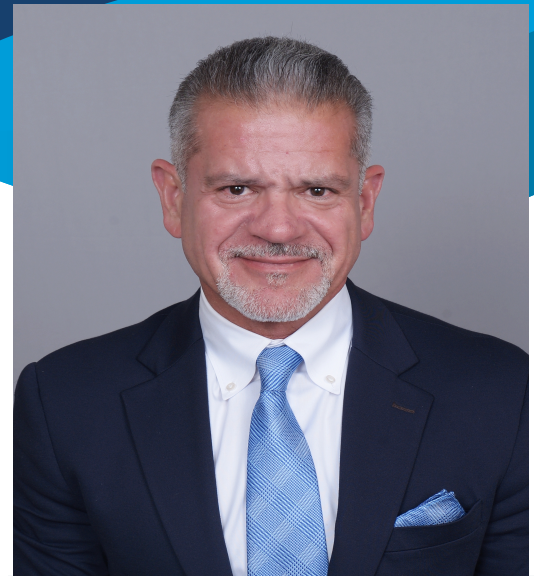
Luis is a MEL Accredited Risk Manager with more than 20 years' experience in the insurance industry; he possesses deep expertise in life, health, and property/casualty insurance products, as well as risk management consulting services.

As President of Alamo, Luis manages the Company's day-to-day operations and plays an active role in every account. The company has built a reputation as a specialist in turning around poorly performing public sector accounts with high claims frequency. We consistently deliver significant cost savings in a safe work environment through education and training. Creating awareness and accountability for claims dollars in a morale-building, safety first way is the corner stone of our Risk Management practice.

Prior to his career in Insurance, from 1980 to 1994, Luis was responsible for growing his family's designer clothing outlet business, Crisanto's Good Price, Inc. from a \$7 MM local operation in Hudson County, NJ to a \$20 MM multi-state operation with distribution in Central and South America. He then successfully downsized the business.

**Biography:** Luis is a first-generation Cuban American exile. He graduated from the New York Military Academy and attended the Fashion Institute of Technology. The sudden and violent death of his father prevented the pursuit of a life-long dream of playing college football; and precipitated his involvement in the family business. Luis cherishes the role women have played in molding his life, beginning with his mom, Gloria.

Luis is a recipient of the Continental Newspaper "Big Apple" Man of the Year Award for his widespread involvement in activism and advocacy on behalf of victims of violent crimes families, and community service in the New York/ New Jersey area. Luis has also been awarded Cuban American Man of the Year by Save Latin America, where he has served as a motivational speaker for "Reaching our Dreams", a role model program that serves grammar schools students across the tri-state area.



- Father to Lauren & Luis
  - Board Member, State of NJ Public Employees' Occupational Safety & Health Advisory Board (PEOSHA)
  - Board Member, North Hudson Community Action Corporation
  - Member, Newark Mayor Corey Booker's Transition Team & Finance Committee
  - Member, West New York Mayor Sal Vega's Transition Team & Finance Committee
  - Past President of the Latin American Kiwanis Club of North Hudson
  - North Bergen Little League Baseball and Pop Warner Football
  - Superintendent of Schools Advisory Committee North Bergen, NJ Board of Education
  - Reaching our Dreams Volunteer Role Model
  - MEL Accredited Risk Manager
  - HSCT Foundation Advisory Board
- Social advocacy:
- Recovery community
  - Violent crimes victims
  - Minority empowerment
  - Immigration
  - Mentorship
  - Philanthropy
  - Volunteerism