

RODRIGUEZ, Mario

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MIAMI BEACH

CITY COMMISSION GROUP IV VACANCY APPLICATION

This application form is required as part of the City Commission Group IV Vacancy application submittal. The completed application MUST accompany your letter of interest, current resume, photograph, and City of Miami Beach oath. You may attach additional sheets, if necessary, to provide the required information. See the Notice of Commission Vacancy for additional information.

Rodriguez Urquiola	Mario	V
_____ Last Name	_____ First Name	_____ Middle Initial
5600 Collins Avenue, Apt 9Y	Miami Beach FL	33140
_____ Home Address	_____ City	_____ State
(206) 334 4502	_____ Zip Code	
_____ Cellular Telephone	_____ Email Address	
Consulting	Consultant Corporate Matters Energy	
_____ Business Name	_____ Occupation	
Same as residence		
_____ Business Address	_____ City	_____ State
		_____ Zip Code

- Have you been a resident of Miami Beach for a minimum of one year? ☒ Yes ☐ No
- Are you a registered voter in Miami Beach? ☒ Yes ☐ No

Florida Voter Registration Number (located on your voter information card): 123899087

- Are you presently a registered lobbyist with the City of Miami Beach? ☐ Yes ☒ No
- Have you ever been convicted of a felony? ☐ Yes ☒ No
- Have you been issued a violation(s) of the City of Miami Beach Code that remains open or pending?
☐ Yes ☒ No

If yes, please explain in detail: _____

- Do you currently owe the City of Miami Beach any money? ☐ Yes ☒ No

If yes, please explain in detail: _____

- In what organization(s) in Miami Beach do you currently hold membership?

Organization Name _____

Position _____

Organization Name _____

Position _____

- List all properties owned or in which you have an ownership interest in Miami Beach:

5600 Collins Avenue, Apt 9Y Miami Beach FL 3314

- How long have you lived in Miami Beach? 4 years and 5 months

- Have you served on any City of Miami Beach Board(s) or Committee(s)? ☐ Yes ☒ No

If yes, which Board(s) or Committee(s)? _____

What were your contributions to the Board(s) or Committee(s)? _____

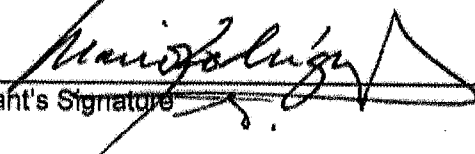
- Why are you interested in serving on the City Commission? During my professional career of 30 + years in banking and industry I have met a varied set of challenges and experiences in many capacities and geographies, from simple analyst to CEO of a large conglomerate. I truly think that I can make a positive contribution to the city in solving important outstanding problems.

- How does your education and/or experience complement the powers and duties of the City Commission?

I am a Materials Engineer with a Ph.D with solid knowledge of technical matters. Moreover, my career path has also trained myself in complex commercial and legal issues for getting done important transactions such as billion-type financings to closing complex contracts in the energy business. I practice discipline, clear thinking, creativity and team work in all of my actions.

- Will you run for a City Commission seat in 2019? ☐ Yes ☐ No ☒ Undecided

I HEREBY ATTEST TO THE ACCURACY AND TRUTHFULNESS OF THIS APPLICATION.


Applicant's Signature

January 9, 2019

Date

NOTE:

The completed application **MUST** accompany your letter of interest, current resume, photograph, and City of Miami Beach oath. You may attach additional sheets to provide the required information.

The completed application along with all accompanying materials may be submitted via:

- Email to RafaelGranado@miamibeachfl.gov
- Hand delivery to the Office of the City Clerk, 1700 Convention Center Drive, First Floor
- Postal mail to City of Miami Beach, Office of the City Clerk, Attention: Rafael E. Granado, 1700 Convention Center Drive, Miami Beach, FL 33139

PUBLIC RECORD:

Pursuant to Chapter 119, Florida Statutes, this application and everything attached to it is a public record. The materials you provide will be posted on the Office of the City Clerk's Election webpage and will be available for inspection. If you are an individual listed in Section 119.071, F.S., whose home address is exempt from disclosure, the City Clerk will maintain that confidentiality if you submit a written request.

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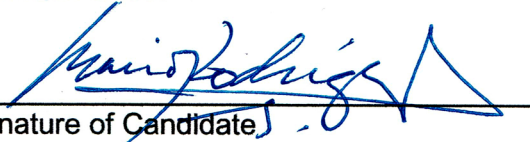
CITY OF MIAMI BEACH OATH

STATE OF FLORIDA

COUNTY OF MIAMI-DADE

Before me, an officer authorized to administer oaths, personally appeared Mario V. Rodriguez Urquiola to me well known who, being sworn, says that he/she is seeking appointment to the Office of City Commissioner (Group No. IV) for the City of Miami Beach, Florida; that he/she is a qualified elector of said City residing within the City at least one year before applying for this office; that his/her legal residence is:
5600 Collins Avenue, Apt. 9Y, Miami Beach, FL 33140

Miami Beach, Miami-Dade County, Florida; that he/she is qualified under the ordinances (including Miami Beach City Code Chapter 38 governing "Elections") and Charter of said City to hold such office.

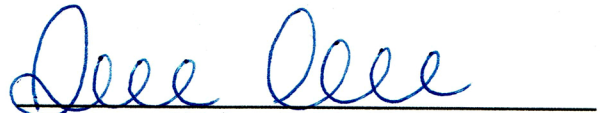

Signature of Candidate

Sworn to (or affirmed) and subscribed before me this 9 day of January, 2018^{9th DC},
by Mario V. Rodriguez Urquiola

(NOTARY SEAL)



DANNA COLON
Commission # GG 250804
EXPIRES: August 20, 2022
Bonded Thru Budget Notary Services


Signature of Notary Public-State of Florida

Danna Colon
Name of Notary Typed, Printed, or Stamped

Personally Known _____ OR

Produced Identification ✓
Type of Identification Produced FL DL



Miami Beach, January 9th 2019

City of Miami Beach
1700 Convention Center
Miami Beach, FL 33139

Re. Committee Member position, Group 4

Ladies and Gentlemen,

I am writing in regards to the temporary position of Committee Member Group 4, for which I am truly interested to apply for, as it would round me up in experiencing a public server position for my first time. Even though I lack the specific experience in serving this great city of Miami Beach in a government position, as a law-abiding citizen I am interested in being able to contribute to make things better for all of us, both residents and tourists.

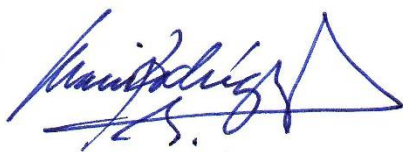
During my professional career of more than 30+ years in banking and industry I occupied a diverse number of increasingly complex functions and tasks, ranging from simple analyst, through implementing professional training programs, crafting and negotiation of complex financing and industrial contracts, to achieving breakthrough business results, while occupying managerial responsibilities in different levels. These include from basic managerial positions to the position of president and CEO of a giant conglomerate of a company such as General Electric (GE) in Venezuela. My responsibilities in the diverse roles of my career were also executed in a number of diverse geographies (New York, Houston in the US, Egypt, Nigeria, Angola, Ecuador, Peru, Chile, Colombia, Venezuela, among others), and as such I have learned much in appreciating the values of diversity.

I have a continuous drive for knowledge and learning processes, and as such, I have always included them in everything I do in life. Key to this has been the ability to develop skills in teamwork, team building, adaptability to changing circumstances, awareness of the relevant environments and ecosystems, knowledge transmission, mentoring & coaching, discipline, clear thinker, creativity, courage, inclusiveness, and expertise. I think that all these element form the basis for any successful enterprise or undertaking.

I think that the city is well managed, but given the immense challenges imposed by the tourist population and achieving a balanced harmony with Miami Beach residents, many challenges are the common issue in the everyday matters, and as such, there is a lot of room for improvement and the search for efficiencies. Therefore I sincerely ask you to consider my candidacy for this important position, or if you consider it relevant to any other position, ad-hoc or otherwise, that would help the city in being a better place to be in.

Thanks for your kind attention.

Sincerely,



Mario V. Rodriguez

5600 Collins Avenue, Apt. 9Y

Miami Beach, FL 33140

Ph. +1 206 334 4502

email: mariodri@gmail.com / mario.rodriguez.external@snam.it

Section A

PROFESSIONAL CURRICULUM

September 1 2018 – Present
New Business Advisor

Snam S.p.A. – (Largest Utility Co. in Italy)

- Assist SNAM with its international business activities in North and Latin America, leveraging on its competences in order to provide third parties with the possibility of accessing SNAM's knowledge and expertise in many midstream activities.
- Mapping potential Partner with special focus for Argentina, Brazil, Canada, Colombia and USA;
- Mapping potential Client with special focus for Argentina, Brazil, Canada, Colombia and USA;
- Analysis and high level report of identified Partners and Clients in the selected countries.

August 1st 2015 – Present
Freelance Consultant

GLG Group

Energy and Oil & Gas, freelance and for GLG Group.

June 4 2012 – July 31 2014
President & CEO

General Electric Venezuela

- Lead and manage the GE business the 650 people organization in Venezuela (around \$1 billion per year, established in 1927);
- Lead growth in the country – Developed long term business strategies with both private and public sectors to further the growth of the sustainable business; identified and executed several multisector business opportunities;
- Implemented the strategy and policies of the Oil & Gas business in Venezuela of GE, furthering the sales penetration of this business in the country;
- Single point of contact with both Corpoelec and the Ministry of Electrical Energy for tending the energy needs of the country: master umbrella agreement for maintenance of GE's thermal park in Venezuela (8 GW). New opportunities landed.
- Established and maintained high-level contacts with policy-makers administrators and influencing entities; establishing mechanisms to coordinate GE's overall engagement with Government.
- Restructured the A/R of PDVSA to financial debt for further sell-down to third party funds.

December 14 2010 – April 30 2012
Head Portfolio Management Americas

Eni US Operating Co. Inc.

Manage Eni's asset portfolio in the Americas, encompassing USA, Venezuela, Ecuador, Trinidad & Tobago and Brazil, as well as to generate new business opportunities for the company in the area of coverage. Responsible for the execution of mergers, acquisitions and divestments (both at the asset and/or company level) in the Americas for Eni. Responsible to execute Eni's strategy in the area in regards to the growth or shrinkage of its business in the region. Current focus lies in the development of Eni's capabilities in non-conventional oil & gas.

Provide executive-level support for Eni Group oil and gas production and exploration initiatives and ongoing activities in the Americas region, and other geographies, as required by the business. Developing and overseeing the implementation of strategies for new oil and gas exploration and production investment activities in the Americas region and other parts of the world where Eni operates. Acquisition and divestment of oil and gas assets participation. Cooperation with Eni's ETS (Eni Trading and Shipping S.p.A.) for developing the trading business of the company in Latin America.

July 2010 – Dec. 13 2010

Eni S.p.A.

Italy

Regional Business Support Manager Americas, Russia and North Europe

Direct Report to the Executive Vice President in charge of the Americas, North Europe & Russia of Eni S.p.A. As Regional Business Support Manager for the countries in which Eni conducts business in the Americas (principally the U.S., Venezuela, Trinidad & Tobago and Ecuador); North Europe (U.K and Norway); and Russia, provided executive-level business and commercial support to the Executive Vice President of the area, to Eni's Chief Operating Officer, and to the different Country Managers of Eni in the assigned region. Said support was centered in delicate areas such as oil & gas assets divestments, acquisitions, asset swaps, business development, partner issues and relations, government contacts, and concession-type contracts negotiation and re-negotiation, among others. Led operations of nearly \$400 million worth of contracts re-negotiation, and asset-related transactions.

April 2008 – July 2010

Eni S.p.A.

Italy and Venezuela

Project Director Junín 5 in Venezuela- REAM.

- Responsible for conducting an integrated feasibility study for bringing finished hydrocarbon products into the international markets, derived from the production of heavy oil from the Junín 5 Block of the Orinoco Belt in Venezuela.
- Responsible for the conduction of: (a) the quantification and certification of oil reserves of the block; (b) execution of the concept, vision and pre-basic engineering of the facilities of the integrated project (upstream, downstream facilities, transport pipelines and export marine facilities); (c) logistical survey of the existing site and infrastructure of the project areas; (d) elaboration of detailed marketing plan for the project; (e) formulation of an economic model of the project; (f) HSE and sustainability studies for the proposal of social projects within the project's areas; (g) formulation of the best plants configurations and localizations: production capacity, product quality, product types, environment, economic returns; (h) formulation of the best business concepts available (commercially, economically and fiscally) for the project.
- Work executed up to pre- Basic Engineering (upstream, downstream, pipelines and marine export facilities), entitling the use of around 45,000 man-hours of both project personnel (team of 27 highly-qualified multi-disciplines professionals) and six outside consultants. Project definition: production of 240,000 bopd of heavy oil (PETROJUNIN), for further processing in a medium conversion refinery PETROBICENTENARIA) for the production of diesel (Euro quality), naphtha and LPG (liquid petroleum gases). Estimated Total Project Cost around 23 billion dollars.
- Negotiation of entry Bonus, Joint Venture Agreements for both upstream and refinery companies, and ancillary documentation.
- Project works continue under the structure of each joint venture.

August 2005 - April 2008

Eni S.p.A.

Italy

International Contracts & Negotiations Manager LNG- AIM Division Eni S.p.A.

- Responsible for negotiations of the LNG-related agreements regarding Eni's upstream interests within the Africa, Italy and Middle East Division.
- Documentation negotiation and implementation of the Brass LNG Ltd. Project in Nigeria
- Closing of Angola LNG equity acquisition from Sonangol
- Gas Supply and Pipeline Network Agreements negotiation of the Angola LNG LLC project
- Documentation negotiation and implementation of the Damietta Train 2 in Egypt

- MOU with Shell for potential monetization of Eni's gas cap in Intisar-D, Libya
- Preparation of diverse documents and presentations for pursuing diverse LNG-related opportunities in the AIM area.

December 1999 – August 2005

Eni Dacion Venezuela (formerly Lasmo Venezuela)

Commercial & Business Development Manager, IT Director (from 10/00 to 10/02)

- Management of the Commercial & Business Development area
- Management of the Information Technology Unit (Department of 13 people).
- Member of the Management Team and Tender's Board LASMO Venezuela B.V.
- Dación divestment effort
- Gas business assessment, qualification for LG 2000, strategy layout (hedging)
- Assessment of different opportunities within Venezuela of oil-producing fields.
- Farm-in Golfo de Paria Este
- Plataforma Deltana strategy implementation
- Commercial representative of Agip in the Venezuela & Trinidad assets
- Liaison with government, other operators
- Scout for new business opportunities
- Commercial representative in Block NCMA1 T&T for Eni/ Closing of T4 agreements
- Manage governmental & PDVSA relations

October 1997– November 1999

ING Barings Venezuela

Vice President, Structured Lending/Oil & Gas Head/ Management Team Member – Director ING Barings Valores

- Head of the Oil & Gas business unit of ING Barings in Venezuela; sourcing and execution of advisory and project financing services for major energy clients (team of 4 bankers).
- Developed the Oil & Gas business for the bank in Venezuela.
- Sourced and executed around US\$1,900 MM transactions, including the Pigap II Project (High Pressure Gas Re-injection Project) and ING's co-manager role in the PDVSA Finance issue.
- Sell side advisory services of an M&A cellular service transaction in the Caribbean.
- Developed important relationships with a number of national and multinational corporate clients for the bank.
- Fostered the cross-selling of opportunities for the bank's businesses in other countries of Latin America.

September 1996-1997

ING Bank, N.V. - North Latin America Regional Office

Regional Project Finance Manager . Regional Office based in Caracas, Venezuela

- Project Finance Manager of ING Bank, covering the Andean countries, Central America and the Caribbean, supporting the network of relationship managers in the sourcing and execution of structured deals in the region.
- Closed Petrozuata (heavy synthetic crude first project in the world), the largest ever project finance transaction for ING Barings.
- Appointment as exclusive financial advisor of PDVSA for the implementation of the Pigap II project.
- Sell side advisory services of an M&A cellular service transaction in the Caribbean.
- UHT-milk plant project finance in Perú (with Friesland)
- Development of relationships with industrial investors and developers.

September 1995–September 1996

Citibank, N.A. – Venezuela

Vice President, Senior Transactor

- Origination, structuring and execution of corporate finance transactions for major corporate clients of Citibank in Venezuela.
- Origination of the Petrozuata exclusive financial advisory mandate.
- Execution of the advisory services to Conoco/Maraven (Petrozuata).
- Execution of different local private placements for prime local corporations.

- Structuring and implementation of the “Bonos Petroleros” for SOFIP.
- Sale of diverse derivative products.

September 1993–August 1995

Citicorp Securities – New York, N.Y.

Vice President, Senior Transactor

- Origination, structuring and syndication of limited recourse financing transactions in Latin America. Relationship management and utilization of different financing sources such as banks, capital markets, ECAs and multilateral agencies.
- Financial advisor to Petrozuata.
- Execution of the first telecommunications project finance in Latin America, the Alcatel Sesa Telecommunications Project in Colombia (ALCATEL ALTSHOM). Structuring, syndicating and placing a \$102 million limited recourse senior loan for partially financing the installation of a 200,000 land line network in five departments of Colombia.
- Syndication with institutional investors, international banks, and ECAs.
- Petropower. Foster Wheeler/ENAP-Chile Delayed Coker/ Hydrotreater and a 61 MWh coke-fired co-generation Project in Talcahuano, Chile. Financial advisory and arranging of US\$ 160 million limited recourse 18-year 144-A term financing.

January 1988–1993

Petroquímica de Venezuela, S.A. (affiliate of PDVSA)

New Business Project Manager

- Senior staff position in the International Finance/ New Business Group of Pequiven. Coordination and execution, together with diverse financial institutions, of the financing and implementation of the Pequiven expansion plan (around US\$ 3 billion).
- Implementation and financing of a 350/130-thousand tpy olefins plant. Total investment US\$ 430 million, financing was sourced from a combination of debt-to-equity conversion, export credits (mainly Hermes/KFW) and equity.
- US\$ 203 million implementation and financing of a linear low density polyethylene plant, Resilin C.A.
- US\$ 204 million implementation and financing of a 760 thousand tpy methanol plant, Metor, S.A.
- Led negotiations with IFC and a number of banks for the debt re-structuring of Propilven (polypropylene plant) and Pralca (glycol plant).

January 1981– July 1982

September 1986–December 1987

Universidad Simón Bolívar

Instructor and Associate Professor

- Professor of materials science in both undergraduate and graduate schools of the university. Research activities were also conducted during the period resulting in three publications in international journals.

Section B

ATTENDANCE TO BOARDS

Period: from 04/00 to 12/03
Committee designation: Tender's Board Lasmo Venezuela B.V.
Role: Principal Member

Period: from 12/2012 to 07/2014
Committee designation: Venezuelan American Chamber, Venamcham
Role: Principal Director

Section C

ASSOCIATION MEMBERSHIP

<i>Association:</i>	<i>Role:</i>	<i>Registration:</i>
AIPN	Member	2007
Alpha Sigma Mu	Member	1983
Colegio de Ingenieros de Venezuela	Member	1981

Section D

LANGUAGES

<i>Language:</i>	Spanish	level: Mother tongue
<i>Language:</i>	English	level: Advanced
<i>Language:</i>	Italian	level: Advanced
<i>Language:</i>	Portuguese	level: Reading
<i>Language:</i>	French	level: Reading

Section E

TRAINING

<i>Course:</i>	The Changeable Manager
<i>Institution for training:</i>	ING Business School, The Netherlands
<i>Period and location:</i>	March 1999
<i>Course:</i>	Breakthrough by Design
<i>Institution for training:</i>	King Chapman & Brousard
<i>Period and location:</i>	2000 (3 sessions 1 week each), Vancouver, Canada
<i>Course:</i>	Manager Development Course
<i>Institution for training:</i>	GE University, Crotonville
<i>Period and location:</i>	November 11-23 2013, Crotonville, N.Y., USA

Section F

EDUCATION

<i>Qualification:</i>	Doctor of Philosophy (Ph.D.) Materials Engineering; Minor Business Administration
<i>University/College:</i>	Rensselaer Polytechnic Institute
<i>Date and location:</i>	May 1986, Troy, New York, USA
<i>Qualification:</i>	Master of Science (MS) Materials Engineering
<i>University/College:</i>	Rensselaer Polytechnic Institute
<i>Date and location:</i>	May 1984, Troy, New York, USA
<i>Qualification:</i>	Materials Engineer
<i>University/College:</i>	Universidad Simon Bolivar
<i>Date and location:</i>	January 1981, Caracas, Venezuela

PUBLICATIONS

- *Title: The Oil & Gas Industry in Venezuela: Some Interesting Investment Opportunities*
Publication date: October 1997
Editor/Newspaper: Euromoney
Authors: Mario V. Rodriguez
- *Title: The kinetics of electromigration*
Publication date: April 1987
Editor/Newspaper: Journal of Applied Physics
Authors: Mario V. Rodriguez, Kenneth P. Rodbell, Peter J. Ficalora
- *Title: The mechanism of a hydrogen-dislocation interaction in b.c.c. metals: Embrittlement and dislocation motion*
Publication date: January 1987
Editor/Newspaper: Materials Science and Engineering
Authors: Mario V. Rodriguez, Peter J. Ficalora
- *Title: Characterization of the dislocation generation in early stages of deformation in BCC-iron: Elastic + plastic regimes, by the use of electrical resistance measurements*
Publication date: May 1986
Editor/Newspaper: Scripta Metallurgica
Authors: Mario V. Rodriguez, Peter J. Ficalora
- *Title: Effect of gaseous hydrogen on the dislocation density and the rate of dislocation generation in bcc-iron at room temperature*
Publication date: May 1986
Editor/Newspaper: Scripta Metallurgica
Authors: Mario V. Rodriguez, Peter J. Ficalora