

PATRICIA C. ARAGONÉS

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Senior management executive and attorney offering over 18 years experience and success in driving revenue, operational growth and governance in private and not-for-profit sectors. Currently providing advisory-consultancy services, primarily with Probis Corporate Intelligence.

PROFESSIONAL EXPERIENCE

FABRETTO

Madrid, 2002 - July 2014

Not-for-profit organization serving over 12,000 direct beneficiaries in 7 centers and 100 public schools (primarily, nutrition, education and community development) with a consolidated budget of over \$5M.

Currently volunteer as: President Emeritus, Board of Director (Spain); Trustee (UK); Advisory Board (US). Founder, President & Executive Director (Spain) & VP European Development & Integration (US) (2003-14). Volunteer member and then Chair of New York fundraising committee (1995-02).

Joined full-time in 2003 to serve as member of executive team responsible for strategic planning, development and implementation to spearhead resource development in Europe after serving as a volunteer advisor. Funds raised, strategic partnerships formed and technical assistance secured contributed significantly to capacity-building and growth of programs and operations (up from 1,200 children in 5 communities served in 2003). As organization grew, proposed greater integration and improvements in governance and financial controls, contributing to a 2010-13 Fabretto-wide reorganization and alignment.

Key contributions & accomplishments include:

- Established and managed Spain foundation (2003) and UK charitable trust (2012); developed boards of directors/advisors; created and managed team of 15-20 (direct and indirect reports; paid and unpaid staff; in-country and overseas); cultivated public and private donor base in entirely new markets, raising over \$6.5M for programs between 2003-13 that involved the execution and reporting of over 65 grants (largest public: \$315,000) and capacity building (technical and administrative) in Nicaragua.
- Secured: Key strategic child sponsorship partner (Comparte) involving two televised campaigns and providing on-going annual funding of up to \$500,000 directly to Fabretto in Nicaragua; multi-year seed funding for innovative 6-year rural secondary education project (now core program); first funding for creation of women's handicrafts cooperative (now financially independent); funding relationships with public (including AECID and regional governments) and private entities (including, Accenture, BBVA, Botín, CajaSol, Endesa, Roviralta and Telefónica); first proposal well-received by European Union (2013).
- Proposed and managed a 2006 merger with Spanish foundation with operations in Nicaragua to help secure financial sustainability, resulting in asset acquisition and expansion in both countries.
- Developed and presented multi-scenario annual budgets-plans (\$800,000 largest year); secured recurring U.S. budget support while achieving sustainability; managed operational challenges resulting from effective income reduction due to currency fluctuations (45% one year); maintained Spain admin ratio within 10-20% range; achieved double-digit growth 7 out of 10 years; led Spain's 2010-13 restructuring and integration process to improve efficiencies and respond to new fundraising priorities, involving a rebranding the creation of a consolidated, bilingual website launched in September 2013.
- Initiated values-based conversations with governing boards, leading to improvements in Fabretto-wide governance, financial controls and annual audits, organizational alignment/integration, grant cycle management, monitoring-evaluation and a macro agreement of governing principles subscribed to by all Fabretto entities as well as bi-annual Fundación Lealtad audits for Spain.
- Member of production team of award-winning documentary, *Dreaming Nicaragua*, representing Fabretto at various festivals and awareness-raising events in Europe, including 2-hour panel on television.
- Spain Prizes: Telva, CajaSol and Georgetown (2008), Voluntarios BBVA (2011); M.M. Foundation (2012).
- Former member, U.S. Board of Directors (2005-07).

CRITICAL PATH MESSAGING

New York & Toronto, 1999-2000

Co-General Counsel; Director, Business Development. Hired by turn-around specialists to help prepare fast-growing (11 to 80 employees within 12 months of joining) Canadian technology start-up for acquisition or IPO, managing legal matters and negotiations with Fortune 500 companies. Worked closely with founder/CEO on team-building, process implementation and acquisition by U.S. publicly-traded company (Critical Path, Inc. for \$30M plus over \$200M in stock). Designated "key employee" to be retained post-acquisition.

CLEARY, GOTTLIEB, STEEN & HAMILTON

New York, 1994-95 (Clerk) & 1997-99

Associate. Advised Latin American governments and companies on: U.S. securities matters, public and private debt offerings and restructurings, privatizations (oil), private equity (public water works) and cross-border merger and acquisitions (telecom). Advised pro bono clients (human rights and micro-lending).

Other experience includes: *Law* (Organization of American States (election observer) in Nicaragua; International Center for Transitional Justice in East Timor & Sierra Leone; U.S. Federal Court of Appeals in Puerto Rico; U.S. Dept. of State in Washington, D.C.; Legal Resources Centre in South Africa; Uría & Menéndez in Madrid; and Acción International in New York) and *Journalism* (CNN in Washington, D.C.; ABC News in Madrid; and Associated Press in Rome).

EDUCATION

COLUMBIA LAW SCHOOL

New York, May 1995

Juris Doctor - Parker School of International Law (graduated with honors).

Awards & Achievements: Harlan Fiske Stone Scholar (1993-94). Human Rights Scholarship in South Africa (1993-94). Editorial Board, *Columbia Journal of Transnational Law*.

GEORGETOWN UNIVERSITY

Washington, D.C., June 1989

Bachelor of Arts - Political Theory (Major) & English Literature (Minor).

Awards: Pi Sigma Alpha, National Political Science Honor Society. Editorial Board, *Blue & Grey*.

Executive courses on not-for-profit management, humanitarian aid and broadcast journalism include:

- Instituto RTVE - Radio Televisión Española (Madrid, 2014)
- IESE Business School (Madrid, 2013)
- San Pablo CEU (Madrid, 2008)
- Columbia University Business School (New York, 2007)
- United Nations Summer Institute (New York, 2004)
- Center for International Health & Cooperation (Geneva/New York, 2001 and 2002).

Occasional guest speaker on not-for-profit management, development and philanthropy.

PERSONAL DETAILS

Fluent in **English** and **Spanish**. Proficient in **French** and **Italian**. **Catalan** (rudimentary).

Dual national (United States & Spain).

Grew up in Europe (Amsterdam, Paris, Madrid, Rome) and United States (New York/Connecticut).

References upon request.