

**Part 2B of Form ADV: Brochure Supplement**

**Item 1: Cover Page**

**FORM ADV PART 2B**

**Brochure Supplement  
(February 8, 2012)**

**RYAN M. O'SULLIVAN**

**BALLAST CAPITAL MANAGEMENT LLC**

**70 East 55<sup>th</sup> Street, 17<sup>th</sup> Floor  
New York, NY 10022  
(212) 404-1783**

February 8<sup>th</sup>, 2012

This brochure ("Brochure") provides information about the qualifications and business practices of Ballast Capital Management LLC ("Ballast"). If you have any questions about the contents of this Brochure, please contact us at (212) 404-1783 or send an email to: [pc@ballastllc.com](mailto:pc@ballastllc.com). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Ballast is a registered investment adviser. Registration as an investment adviser does not imply any level of skill or training.

*Additional information about Ballast also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)*

## **Item 2: Educational Background and Business Experience**

Mr. O'Sullivan is the Co-Founder and President, of Ballast Capital Management, overseeing Trading, Risk Management, and Operations.

Mr. O'Sullivan has more than 17 years of experience in the financial services industry, with extensive fund development, fund operations, investment management, and fund raising experience. Mr. O'Sullivan is an accomplished and an experienced executive officer. Mr. O'Sullivan currently serves on a number of corporate boards.

Prior to co-founding Ballast, Mr. O'Sullivan was the CEO and founder of multiple financial services business, and a former public company senior executive and president. An experienced investor with proven transactional experience, Mr. O'Sullivan has worked in the private equity space as an operating partner to business development companies as well as a strategic investor.

Mr. O'Sullivan served as a Senior Vice President in Corporate and Investment Banking and Head of Equity Sales & Trading for Wachovia Bank in New York. He began his career in the Corporate and Investment Banking Division at Morgan Stanley Dean Witter.

Mr. O'Sullivan received his B.A. from Georgetown University. Mr. O'Sullivan was born in 1973.

Mr. O'Sullivan holds his Series 7, Series 55, Series 63, and Series 79 registrations with the National Association of Securities Dealers.

### **Item 3: Disciplinary Information**

Registered investment advisers are required to disclose certain material disciplinary actions and events in which their supervised persons are involved, including, by way of example:

- criminal or civil actions that result in a conviction or plea of guilty or nolo contendere to any felony or misdemeanor involving investments or an investment-related business, fraud, false statements or omissions and pending criminal proceedings that involve an investment-related business;
- criminal or civil actions that resulted in findings that a supervised person was involved in a violation of any investment-related statute or regulation or order, judgment or decree enjoining such person from engaging in any investment-related activity;
- administrative proceedings before the SEC, any other federal regulatory agency, any state regulatory agency or any foreign financial regulatory authority, in which the supervised person was found to have caused an investment-related business to lose its authorization to do business or was found to have been involved in a violation of an investment-related statute or regulation; or
- self-regulatory proceedings in which a supervised person was found to have caused an investment-related business to lose its authorization to do business or to have been involved in a violation of the self-regulatory organization's rules and was barred or suspended from membership or otherwise significantly limited from investment-related activities.

There are no reported disciplinary events to disclose with respect to Mr. O'Sullivan

#### **Item 4: Other Business Activities**

Mr. O'Sullivan currently sits on the board of Betterment LLC ([www.betterment.com](http://www.betterment.com)), an online company (and its wholly owned broker-dealer, MTG LLC) offering users a personal investment alternative to the traditional saving account. Ballast does not execute any securities transactions through Betterment, and Betterment does not seek to solicit investment advisory clients for Ballast.

Mr. O'Sullivan is an equity owner in NavPoint LLC, an institutional broker-dealer servicing large hedge funds. Ballast does not execute any securities transactions through NavPoint, and NavPoint does not seek to solicit investment advisory clients for Ballast.

### **Item 5: Additional Compensation**

Mr. O'Sullivan does not receive any compensation from any person other than clients of Ballast in connection with investment advisory services provided by Ballast.

## **Item 6: Supervision**

Mr. O'Sullivan is co-owner and Managing Member of Ballast. The activities of Mr. O'Sullivan, including, but not limited to, the management of investment risk and oversight of portfolio operations based on investment guidelines and other portfolio constraints. His personal trading activities and other activities are subject to Ballast's Code of Ethics and Compliance Manual as mandated and subject to review by Mr. Philip Cialdella as Ballast's Chief Compliance Officer. Mr. Cialdella's telephone number is (212) 404-1783.

A copy of Ballast's Code of Ethics is available at the request of clients and/or prospective clients.

### **Item 7: Requirements for State-Registered Advisers**

Item is not applicable.

