

Form ADV Part 2B

**Brochure Supplement**

**for**

**Mark C. Minichiello**

**Chief Executive Officer and Portfolio Manager**

11111 Santa Monica Boulevard, Suite 1650  
Los Angeles, California 90025  
310-473-4411

[www.quincycass.com](http://www.quincycass.com)

Effective: February 1, 2024

This Brochure Supplement provides additional information about Mark C. Minichiello that supplements the QCA Capital Management, Inc., Disclosure Brochure. You should also receive a copy of that Disclosure Brochure. Please contact Mark C. Minichiello at (310) 473-4411 if you did not receive the QCA Capital Management, Inc., Disclosure Brochure or if you have any questions about the contents of this Brochure Supplement.

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

## Item 2      Education and Business Background

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**Mark C. Minichiello** – Chief Executive Officer and Portfolio Manager  
Year of Birth: 1967

### Education

MBA from University of Chicago, Chicago, Illinois  
BS from Northeastern University, Boston, Massachusetts

### Employment History

Quincy Cass Associates, Inc. - Chief Executive Officer	2021 – present
QCA Capital Management, Inc. – Chief Executive Officer	2021 – present
Quincy Cass Associates, Inc. - President, Chief Investment Officer	2014 – 2021
QCA Capital Management, Inc. - President, Chief Investment Officer	2014 – 2021
Quincy Cass Associates, Inc. - Chief Investment Officer and Director	2009 – 2013
QCA Capital Management - Chief Investment Officer and Director	2009 – 2013
Opportunity Research Group, LLC - Principal	2004 – 2009
Spin-off Advisers, LLC - Principal	1998 – 2003
High Yield Analytics, Inc. - Chief Operating Officer	1996 – 1998

Mark C. Minichiello is Chief Executive Officer of Quincy Cass Associates, Inc., and QCA Capital Management Inc. Prior to joining Quincy Cass Associate, Inc., Mark was a portfolio manager and member of the investment committee of The Occasio Fund and acted as a sub-Adviser to the Hatteras Alternative Mutual Funds. He is a founding principal of Spin-Off Advisers, a Chicago-based research firm and served as Chief Operating Officer of High Yield Analytics.

In 1998- 2005, Mark was known in the investment community for his insightful commentary on Spin-Offs. For five years until 2009, he co-published “The Distressed and Turnaround Situation Report,” a monthly Advisory report featuring information on reorganizations and distressed securities. At Spin-Off Advisers, he co-produced “Spin-Off Research,” a monthly research Advisory. The media have sought out Mark for observations about spin-off situations and have quoted him extensively in print and broadcast. In 2010, Mark wrote a two articles for Forbes entitled, “What If?” A guide for small businesses and entrepreneurs.

He holds an MBA from the University of Chicago with concentrations in Finance, Accounting and Strategic Management. His professional designations approved by Financial Industry Regulatory Authority (FINRA) Options Principal, General Securities Representative, General Securities Principal, Registered Investment Adviser and Investment Banking Representative.

## Item 3      Disciplinary Information

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Mark C. Minichiello has no reportable disciplinary history.

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

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##### **Investment-Related Activities**

Not applicable.

##### **Non-Investment-Related Activities**

Mark C. Minichiello is a Vice Chair of the Northeastern University D'AMORE-MCKIM School of Business Executive Leadership Council of Southern California.

Mark C. Minichiello is the Chief Financial Officer of Top Dog Films, Inc., an independent entertainment & fitness company controlled by his wife Maria A. Miller.

Mark C. Minichiello is a founding board member of the South Bay Runners Club, a 501(C)3 not-for-profit organization. Mark provides personal coaching services to endurance runners for half and full marathons.

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

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No reportable additional compensation.

#### **Item 6      Supervision**

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Mark C. Minichiello, CEO is supervised by Deanna M. Adams, CFA

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

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Mark C. Minichiello has no disclosures under questions 1, 2 or 2B.

1. An award or otherwise being found liable in an arbitration claim alleging damages in excess of \$2,500, involving any of the following:

- (a) an investment or an investment-related business or activity.
- (b) fraud, false statement(s), or omissions.
- (c) theft, embezzlement, or other wrongful taking of property.
- (d) bribery, forgery, counterfeiting, or extortion; or
- (e) dishonest, unfair, or unethical practices.

2. An award or otherwise being found liable in a civil, self-regulatory organization, or administrative proceeding involving any of the following:

- (a) an investment or an investment-related business or activity.
- (b) fraud, false statement(s), or omissions.
- (c) theft, embezzlement, or other wrongful taking of property.
- (d) bribery, forgery, counterfeiting, or extortion; or
- (e) dishonest, unfair, or unethical practices.

A. If the supervised person has been the subject of a bankruptcy petition, disclose that fact, the date the petition was first brought, and the current status.

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**Deanna M. Adams, CFA**  
**Chief Investment Officer**

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Additional information about Deanna M. Adams, CFA is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

## Item 2      Education and Business Background

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**Deanna M. Adams, CFA** – Chief Investment Officer

Year of Birth: 1971

### Education

MBA from Richard Ivey School of Business, University of Western Ontario, Canada

BSc from McGill University, Montreal, Canada

### Employment History

Quincy Cass Associates, Inc. - Chief Investment Officer	2022 – present
QCA Capital Management, Inc. - Chief Investment Officer	2022 – present
3838 Holdings, Inc. – Managing Director and Chief Financial Officer	2020 – present
Ballina Capital, LLC – Chief Client Officer	2021 – 2022
Portage Park Capital Management, Pte Ltd – Director	2015 - 2019
STOXX Ltd. – Regional Director	2012 - 2014
Credit Suisse AG – Vice President	2007 - 2010
Macquarie Group – Equity Research Analyst	2006 – 2007
Redcentre Capital Pty Ltd – Manager and Analyst	2004 – 2006
Parity Partners Pty Ltd – Manager and Analyst	2002 – 2004

Deanna joined Quincy Cass as the Chief Investment Officer in 2022. She has been in the investment industry for close to 20 years having worked around the globe with financial firms both big and small and in a variety of positions. Prior to joining Quincy Cass Associates, Deanna was at Ballina Capital in Manhattan Beach, CA, where she served as their Chief Client Officer.

Before moving to Los Angeles in 2018, Deanna lived in Singapore (2008-2018) first working as a Vice President in Institutional Sales at Credit Suisse where she was responsible for setting up the Singapore-based specialist sales unit for Credit Suisse's proprietary HOLT equity relative valuation product and then as Regional Director at STOXX Ltd. (founded as a Deutsche Börse subsidiary, now part of Qontigo) where she established the regional South East Asia and Australia presence.

Prior to Singapore, Deanna lived in Sydney, Australia (2002-2008) where her financial sector experience included founding roles in the launch of two global macro hedge funds as well as equity research at Macquarie Securities where she was a writing analyst on the industry-ranked consumer and health care teams.

Deanna holds an MBA from the Richard Ivey School of Business at the University of Western Ontario as well as a BSc from McGill University. Her professional designations approved by Financial Industry Regulatory Authority (FINRA) General Securities Representative, General Securities Principal, and Registered Investment Adviser.

She is a CFA Charterholder and a member of the CFA Society of Los Angeles as well as a member of the Women in Institutional Investments Network (WIIIN), 100 Women in Finance

and Women in ETFs (WE).

### **Professional Designation Qualifications**

#### **Chartered Financial Analyst (“CFA”)**

The **Chartered Financial Analyst (CFA)** charter is a globally respected, graduate-level investment credential established in 1962 and awarded by the CFA Institute, which is the largest global association of investment professionals. There are currently more than 90,000 CFA charterholders working in 134 countries.

To earn the CFA charter, candidates must:

- Pass three sequential, six-hour examinations.
- Have at least four years of qualified professional investment experience.
- Join CFA Institute as members; and
- Commit to abide by, and annually reaffirm, their adherence to the CFA Institute Code of Ethics and Standards of Professional Conduct.

The CFA Institute Code of Ethics and Standards of Professional Conduct is enforced through an active professional conduct program. The Code require CFA charterholders to:

- Place their clients’ interests ahead of their own.
- Maintain independence and objectivity.
- Act with integrity
- Maintain and improve their professional competence.
- Disclose conflicts of interest and legal matters

Earning the CFA charter demonstrates mastery of many of the advanced skills needed for investment analysis and decision making in today’s quickly evolving global financial industry.

As a result, employers and clients are increasingly seeking CFA charterholders—often making the charter a prerequisite for employment. Additionally, regulatory bodies in 22 countries and territories recognize the CFA charter as a proxy for meeting certain licensing requirements, and more than 125 colleges and universities around the world have incorporated a majority of the CFA Program curriculum into their own finance courses.

The CFA Program curriculum provides a comprehensive framework of knowledge for investment decision making and is firmly grounded in the knowledge and skills used every day in the investment profession. The three levels of the CFA Program test a proficiency with a wide range of fundamental and advanced investment topics, including ethical and professional standards, fixed-income and equity analysis, alternative and derivative investments, economics, financial reporting standards, portfolio management, and wealth planning.

The CFA Program curriculum is updated every year by experts from around the world to ensure that candidates learn the most relevant and practical new tools, ideas, and investment and wealth management skills to reflect the dynamic and complex nature of the profession.

### **Item 3      Disciplinary Information**

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Deanna M. Adams, CFA has no reportable disciplinary history.

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

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#### **Investment-Related Activities**

Not applicable.

#### **Non-Investment-Related Activities**

Deanna M. Adams, CFA is a Managing Director and Chief Financial Officer of 3838 Holdings Inc, a non-investment-related strategic planning and client service consultancy.

### **Item 5      Additional Compensation**

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No reportable additional compensation.

### **Item 6      Supervision**

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Deanna M. Adams, CFA is supervised by the CEO, Mark C. Minichiello.

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

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- (d) bribery, forgery, counterfeiting, or extortion; or
- (e) dishonest, unfair, or unethical practices.

B. If the supervised person has been the subject of a bankruptcy petition, disclose that fact, the date the petition was first brought, and the current status.