



**Part 2A of Form ADV – *Firm Brochure***

**Greytown Advisors, Inc.**

**1221 Brickell Avenue, Suite 2110**

**Miami, FL 33131**

**Tel: 305-901-1600**

**Fax: 786-220-8834**

**Web address: <http://www.greytownadvisors.com>**

November 2021

This Brochure, as required by the Investment Advisers Act of 1940, as amended (“Advisers Act”) provides information about the qualifications and business practices of Greytown Advisors Inc. (“Greytown”). If you have questions about the contents of this Brochure, please contact us at 305-901-1600 or [mcorrea@greytownadvisors.com](mailto:mcorrea@greytownadvisors.com) (for Marcello Correa, President) or [crey@greytownadvisors.com](mailto:crey@greytownadvisors.com) (for Catalina Rey, Chief Compliance Officer). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.

Registration with the SEC or notice filing with any state securities authority does not imply a certain level of skill or training.

Additional information about Greytown also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. The CRD number for Greytown is 166629.

## Item 2 – Material Changes

Please note that the changes and modifications to this Brochure that are set forth below reflect all the “material changes” made to this brochure since our last delivery or posting of the Brochure on the SEC’s public disclosure website (IAPD) [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

### *Material Changes:*

- Item 10 – Other Financial Industry Activities and Affiliations.

Item 10 was updated to reflect the following change: as of October 2020, Greytown is no longer affiliated with BAC Florida Bank, a Florida based bank, BAC Florida Investments, an SEC registered broker dealer, and BAC Global Advisors, an investment advisor, by means of common control.

Item 10 was updated to reflect that two Investment Advisors Representatives are now dually registered as brokers with a brokerage firm.

- Item 17 – Voting Client Securities

Item 17 was updated to reflect that Greytown does not have any obligation or authority to take any action or render any advice with respect to the voting of proxies.

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(Brochure Supplement)

#### **Item 4 – Advisory Business**

Greytown is an SEC-registered investment adviser with its principal place of business located in Miami, Florida. Greytown has been in business since 2013, and its shareholders are Travers Global Corporation, Marcello Correa, and Luis Antonio Samayoa. Carlos F. Pellas Chamorro, sole shareholder of Travers Global Corporation, is an indirect owner of Greytown.

As of September 30, 2021, Greytown has assets of \$794,242,789 of which \$641,044,132 were managed on a discretionary basis and \$153,198,657 were managed on a non- discretionary basis.

#### **Investment Advisory Services**

Greytown provides ongoing advice to clients regarding the investment of clients' funds based on the individual needs and risk parameters of each client. Through personal discussions in which goals and objectives based on a client's particular circumstances are established, Greytown develops a client's investment profile and creates and manages a portfolio based on that profile. Greytown manages advisory accounts on a discretionary or non- discretionary basis. Account supervision and risk control are guided by the stated objectives of the client.

Greytown provides advisory services to family groups from Latin America and the US, and to financial institutions in the area of asset allocation and investment product analysis. Greytown also provides investment advisory services to non-US mutual funds and pension funds, as well as financial consulting services to financial institutions. As part of the services extended to institutional clients, Greytown offers periodic calls to discuss market trends, the current investment climate and to review available products.

A client investment profile statement is developed to determine appropriate investments, investment timeframe, and levels of risk. The profile is created as follows:

1. Multiple meetings and consultations with the client initiate the process, to determine client's main goals, financial condition, and objectives.
2. Review of client's financial condition may include overviews of assets and liabilities, cash flow needs, tax situation, potential liquidity events, long-term goals, risk tolerance and management, as well as potential estate structures.
3. Establish a medium and long-term investment plan and follow up plan with the client to review periodically account performance and goals established.

Managed portfolio services are fee-based, and clients are engaged under a specific contract for services. It is common practice in our agreements that either party may terminate their agreement at any time, upon (30) days after receipt of written notice to the other party. If a Client terminates the Agreement, Advisor will be entitled to receive the proportionate part of the fee that has earned but not been collected. Until paid, the Advisor's fees shall constitute a lien upon the assets of the Account.

The termination of an Advisory Agreement shall not affect any obligation or liability of the Client for any transaction entered or obligation incurred by Client, or on Client's behalf, prior to such termination.

### **Private Equity Investment Management Services**

Greytown serves as the investment advisor to a private fund (the "Fund") established to facilitate clients' access to private equity funds through a simple and efficient limited partnership structure. The Fund is an exempted limited partnership with separate series of limited partner interests ("Series") for each investment. Interests in the Fund are not registered securities under the Securities Act of 1933, as amended (the "Securities Act"). Each Series may be comprised of a single investment into a specified private equity investment a private equity fund managed by a

third-party General Partner. There are usually multiple limited partners participating in each Series. Neither the Fund nor the Series are registered as investment companies under the Investment Company Act of 1940, as amended (the “Investment Company Act”). Therefore, the interests in the Fund are available only to certain investors satisfying eligibility and suitability requirements in private transactions. Other restrictions may also apply, and the opportunity to invest in the Fund will only be offered to clients for whom Greytown feels such an investment is appropriate and suitable.

## **Item 5 – Fees and Compensation**

### **Investment Advisory Services**

Greytown offers investment advisory services, charging a percentage of assets under management. Fees range from 0.375% to 1.5% of assets under management, to be negotiated depending on portfolio size, investment objectives, strategy employed, complexity of the relationship and whether our involvement is actively managing assets or simply passive reporting of holdings. Greytown charges fixed fees for specific projects, as well as investment advisory services for institutions. Fees vary depending on the scope of our mandate, advisory responsibilities and functions. According to the investment advisory agreement with certain clients, Greytown charges performance fees in the manner described in Item 6 hereinafter.

The management fees are paid on a monthly or quarterly basis, after service has been rendered, at the beginning of each monthly or quarterly cycle based upon the gross market value (fair gross market value in the absence of market value) of the client's account at the end of each day. Greytown receives data feeds from the clients’ custodians into our portfolio management software. This data is processed automatically and used to calculate our management fees. Note that from time to time, the clients’ reports generated by our software differ from the reports

produced by the custodians. Some of the differences include but are not limited to pricing, settlement timing, dividends, or other end of month's events. Consequently, the account balance in our report, which is used to calculate our fees, at times differs from the balance on your custodian statement. Although the differences are usually minor, at Greytown we review and reconcile the data to ensure accuracy of the information. Please do not hesitate to contact us at any time if you have any questions regarding billing and reporting.

Currently, Greytown will not charge any management fee for managing the Fund, although such fees may be charged in the future with respect to specific Investment Series as shall be set forth in the relevant Series Agreement. The Investment Manager may charge advisory fees to limited partners under the terms of their individual managed accounts maintained at Greytown. Individual managed accounts not maintained at Greytown may be subject to advisory fees pursuant to their relevant investment advisory agreements.

## **Item 6 – Performance-Based Fees and Side-By-Side Management**

Pursuant to the investment advisory agreement with certain clients, Greytown can charge performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client). Such fees are calculated on a periodic basis (quarterly/annual), as a percentage of the account's absolute performance, or the account's return as measured against asset class specific benchmarks.

Greytown may receive performance-based fees from the Fund. The fact that Greytown receives performance-based compensation may create an incentive for Greytown to make investments on behalf of the Fund that are riskier or more speculative than would be the case in the absence of such compensation. In addition, Greytown may have an incentive to favor performance-based fee accounts and the Fund, over accounts that do not pay such fees. Performance-based fees will only be charged in accordance with the provisions of Rule 205-3 of the Investment Advisers Act of 1940 and/or applicable state regulations. Nevertheless, Greytown has addressed these conflicts by disclosing to clients the existence of all material conflicts of interest, implementing policies and procedures to ensure that all clients and investment vehicles are treated fairly and that any recommendations made are in the best interest of clients regardless of the client's fee structure.

Although Greytown does not receive management fees from the Fund, Greytown's receipt of compensation in the form of performance fees could be a conflict of interest. Investments by Clients in the Fund could generate additional performance fees in the future for Greytown and its shareholders. Greytown manages this risk through disclosure and through policies that require it to act in the client's best interest. Prospective investors in the Fund should be aware of the important information associated with these investment vehicles including but not limited to market risks, restrictions on withdrawals and redemptions, and the risks incurred by utilizing third party managers. This information is outlined in the Private Placement Memorandum ("PPM") and



all the Subscription Documents including the Series Agreement. Greytown encourages all investors to carefully examine these documents for information regarding these important considerations and risks.

## **Item 7 – Types of Clients**

Greytown provides Investment Advisory Services for high-net-worth individuals, financial institutions, trusts, pooled investment vehicles and private university endowment funds.

We serve clients looking to give us global asset allocation advisory mandates, as well as specific asset class focused mandates. Institutional clients hire us on a consultancy basis, where we provide asset allocation strategies for financial institutions.

We also serve individual and institutional clients looking for our specific expertise in managing Investment Fixed Income strategies and specific Equity strategies.

Greytown currently acts as sub-advisors to Premier Asset Management (Panama), a family of Panamanian mutual funds focused on Emerging Market Fixed Income mandates, and also a Global Equity Index fund.

Generally, Greytown requires a minimum dollar value of investible assets of US\$2 million when providing investment advisory services per client. We target family groups with investible assets in excess of US\$5 million.

In the development of investment plans for clients, including the recommendation of an appropriate asset allocation, Greytown relies on an analysis of the client's financial objectives, current and estimated future resources, and tolerance for risk. To derive a recommended asset allocation, Greytown uses a standard statistical approach for managing portfolio risk. As with any method used to make projections into the future, there are several risks associated with these types of analysis, which may result in the client not being able to achieve their financial goals.

They include:

- The risk that expected future cash flows will not match those used in the analysis methodology.
- The risk that future rates of return will fall short of the estimates used in the simulation.

- The risk that inflation will exceed the estimates used in the simulation.
- For taxable clients, the risk that tax rates will be higher than was assumed in the analysis.

Additionally, Greytown conducts periodic updates to clients' investment goals and objectives, monitors the client's portfolios and their investment policy statements, and provides compliance training to all employees emphasizing the importance of the responsibilities of a fiduciary.

## **Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss**

Greytown's security analysis methods include fundamental, technical, and global macro analysis. We utilize economic and industry focused reports produced by a variety of research analysts, linked to financial firms or independent.

To manage the fixed income mutual funds, we rely on credit reports from credit agencies, third party research reports, prospectuses, annual reports, filings with the Securities and Exchange Commission (SEC), and Bloomberg analytical tools.

The investment strategies used to implement any investment advice given to clients include long term purchases (securities held at least one year), short term purchases (securities sold within one year), and tactical strategies (securities purchased and sold within 30 to 90 days).

Greytown will also provide clients with advice on their illiquid assets, private equity and hedge fund holdings.

Greytown's strategies usually do not utilize a high concentration in securities that we believe would be considered as having considerable unusual risk and we do not recommend frequent trading, which can increase brokerage and other transaction costs and could have additional tax implications.

## **Types of Investments**

For the implementation of client strategies, Greytown offers advice and utilizes exchange-listed securities, corporate debt securities, commercial paper, United States government securities, option contracts on securities, and interests in private equity, partnerships investing in real estate, commodities, mutual funds and hedge funds.

### **Investing in securities involves risk of loss that clients should be prepared to bear.**

All investments present the risk of loss of principal – the risk that the value of securities or investment products when sold or otherwise disposed of, may be less than the price paid for. Even when the value of the securities when sold is greater than the price paid, there is the risk that the appreciation will be less than inflation. In other words, the purchasing power of the proceeds may be less than the purchasing power of the original investment. The mutual funds and ETFs utilized by Greytown may include funds invested in domestic and international equities, including real estate investment trusts (REITs), corporate and government fixed income securities and commodities. Equity securities may include large capitalization, medium capitalization and small capitalization stocks. Mutual funds and ETF shares invested in fixed income securities are subject to the same interest rate, inflation and credit risks associated with the underlying bond holdings.

Among the riskiest asset classes used in Greytown's investment strategies are US domestic and international small capitalization equities, emerging market equities, local emerging market debt and commodity futures funds. Conservative fixed income securities have lower risk of loss of principal, but most bonds (except for Treasury Inflation Protected Securities or TIPS) present the risk of loss of purchasing power in periods. This risk is greatest for longer-term bonds.

More information about the risks of any particular market sector can be reviewed in

representative prospectuses for each applicable investment, when available.

### **Private Equity and Private Placement Risks**

The below Private Placement Risks is only applicable to Fund investors.

- Principal Investment Risks: Prospective private placement investors should consider all the risk factors and special considerations associated with investing, which may cause some or all investors to lose money. An investment in private equity may carry substantial risk. There can be no assurance that the investment objective and strategy will be achieved, and investment results may vary substantially over time. An investment is only suitable for investors who are able to bear the loss of a substantial portion or even all of their investment. There is generally no public market for the Shares, nor is a public market expected to develop in the future.
- Liquidity Risk: Liquidity risk exists when particular investments are difficult to purchase or sell. Securities may become illiquid under adverse market or economic conditions and/or due to specific adverse changes in the condition of a particular issuer. If investments are made in illiquid securities or securities become illiquid, returns may be reduced because of the inability to sell the illiquid securities at an advantageous time or price. The notes and shares should be considered illiquid.
- No Assurance will meet Investment Objectives: There can be no assurance that the private placements will achieve its investment objectives (including any stated yield or return or investment targets or projections), be able to exit the investments during the term, or that investors will not suffer losses. Return, cash flow, geographic, property type and other targets and projections are based upon assumptions made by the investment manager which may differ in material respects from actual outcomes.
- Risk of Reliance on Originators: With respect to private placements, the investment manager will generally be reliant on the information and disclosures furnished to it by the originator, which may be subject to fraudulent misrepresentation and other similar risks of entrusting

capital to unaffiliated third parties. The investment manager seeks to avoid such risks by enforcing prudent due diligence and third-party verification wherever possible but may prove unable to obtain accurate information from the originator under circumstances in which the originator has limited access to such information or provides inaccurate information. The due diligence investigation that the originator carries out with respect to any investment opportunity may not reveal or highlight all relevant facts that may be necessary or helpful in evaluating such investment opportunity. Moreover, such investigation will not necessarily result in the investment being successful. Concentration Risk: The private placement will typically participate in one or few securities of one company. Therefore, the returns could be impaired by such concentration if the obligor's particular sector, industry or geographic location were to experience adverse business conditions or other adverse events.

#### **Item 9 – Disciplinary Information**

Registered investment advisors are required to disclose all material facts regarding any legal or disciplinary events that would be material to your evaluation of Greytown or the integrity of Greytown's management. Greytown has no disciplinary information to report.

#### **Item 10 – Other Financial Industry Activities and Affiliations**

Greytown is no longer affiliated with BAC Florida Bank, BAC Florida Investments and BAC Global Advisors in any manner, due to a change in the ownership of the entities. Brokerage accounts of Greytowns' advisory clients will continue to be custodied at BAC.

Greytown and the Fund are under common control. Marcello Correa serves as Director of the General Partner ("GP") of the Fund and is also a Director of Greytown. Marcello Correa will not receive any type of compensation directly or indirectly for his role as a Director or GP of the Fund. Potential conflicts of interest will arise to the extent that advisory activities performed by Marcello Correa require time commitment and thus, limiting the amount of time he can dedicate

to management of other advisory client accounts.

Currently there are two Investment Advisors at Greytown, which are registered representatives with Insigneo Securities LLC, a FINRA and SEC registered brokerage firm. All trading activities at Insigneo are conducted subject to proper and customary disclosure, including but not limited to compensation received by Insigneo and its registered representatives. Greytown will minimize risks by ensuring that all clients are served in accordance with the firm's fiduciary duty to hold the best interest foremost and not base investment decisions on potential compensation.

#### **Item 11 – Code of Ethics**

Greytown has adopted a Code of Ethics expressing the firm's commitment to ethical conduct. Greytown's Code of Ethics describes the firm's fiduciary duties and responsibilities to clients and sets forth Greytown's practice of supervising the personal securities transactions of employees with access to client information. Individuals associated with Greytown are not prohibited from buying or selling securities for their personal accounts identical or different than those recommended to clients. However, it is the expressed policy of Greytown that no person employed by the firm shall prefer his or her own interest to that of an advisory client or make personal investment decisions based on investment decisions of advisory clients.

Greytown requires all employees associated with this advisory practice with access to advisory recommendations to provide annual securities holding reports and quarterly transaction reports to the firm's Chief Compliance Officer. Greytown also requires such access persons to receive approval from the Chief Compliance Officer and/or his superior or other officers with knowledge of the client order book prior to investing in listed stocks, bonds, Initial Public Offerings or private placements (limited offerings). Greytown requires that all individuals must act in accordance with all applicable Federal and State regulations governing registered investment advisory practices. Any individual not in observance of the above may be subject to discipline.

Greytown will provide a complete copy of its Code of Ethics to any client or prospective client upon request.

#### **Item 12 – Brokerage Practices**

Greytown does not have any agreements to refer clients to any specific broker dealer or Private Bank and does not receive compensation for client referrals. Any referral is made based on clients' needs. However, it is the client's decision to select the bank or brokerage firm it will utilize.

In the case client uses a brokerage firm that he/she selected

- Greytown may not be able to seek best execution of clients' transactions, and this may cost clients more money in brokerage commissions, fees, and other charges.
- Greytown usually obtains client authorization to negotiate commissions among various brokers or obtain volume discounts. However, it is up to the client to grant Greytown such authorization. A disparity in commission charges may exist between the commissions charged among clients in a same institution.

To the extent that Greytown puts in orders on behalf of clients, these trades will be executed according to the practices of the brokerage firm where clients hold accounts. Greytown generally does not aggregate any client transactions in mutual fund or other securities. Client accounts are individually reviewed and managed, and transaction costs are not saved by aggregating orders in most circumstances in which Greytown arranges transactions.

#### **Item 13 – Review of Accounts**

#### **Investment Supervisory Services**



**Reviews:**

Performance and Portfolio Reviews are conducted periodically with Strategy Reviews performed quarterly. The reviewers are Marcello Correa, President, together with Luis Antonio Samayoa, our CFO, and Wayne Perkins, Managing Director for Equity Strategies. Catalina Rey, Chief Compliance Officer periodically reviews the client's Investment Profiles against the client's portfolio to ensure both are aligned.

Greytown will review a clients' portfolio on a timely manner if there is a change in risk profile for the client.

**Reports:**

Unless otherwise agreed upon, clients are provided with transaction confirmation notices and regular summary account statements directly from the broker-dealer or custodian for the client accounts. Those clients to whom Greytown provides investment advisory services will also receive a report from their custodian that may include such relevant account and/or market-related information such as an inventory of account holdings and account performance as clients may request from time to time. In addition, clients receive either monthly or quarterly Performance and Portfolio Reports on their accounts prepared by Greytown.

**Private Equity Placement Services**

Greytown reviews the positions of its clients on an ongoing basis. The performance of the Fund is discussed by the firm's Investment Committee periodically and as may be needed. Furthermore, a third-party administrator will perform all general administrative tasks for the Fund, including keeping financial records, calculation of the net asset value, calculating investor distributions in accordance with the waterfall provisions of the investment vehicle, maintaining the shareholder register and handling capital calls and distributions.

#### **Item 14 – Client Referrals and Other Compensation**

Greytown does not have any arrangements, oral or in writing, where it is paid cash by or receives some economic benefit (including commissions, equipment or non-research services) from a non-client in connection with giving advice to clients. It does have arrangements, in writing, where it directly compensates eligible finders for client referrals. If the client was referred to Greytown by a finder, the finder is compensated according to the “finder’s agreement”. The client receives a Disclosure Statement informing him of this compensation to the finder which introduced the account.

Greytown has a Service Agreement with Pellas Development Services Inc. (“PDS”), a company owned by Carlos Pellas Chamorro, an indirect owner of Greytown. Under the terms of the contract, PDS provides public relations and business development services to Greytown. PDS’ services include but are not limited to, business promotion assistance, business identification opportunities for Greytown, and potential client referrals. In consideration for the services performed GEYTOWN pays a annual fee to PDS. This fee may be revised on an annual basis given the contribution made by PDS to Greytown’s business.

#### **Item 15 – Custody**

At times, and only when authorized by the client, Greytown directs BAC Florida Investments (“BFI”), a member of FINRA (Financial Industry Regulatory Authority regulated and supervised by the Securities and Exchange Commission (SEC) to debit Greytown’s fees from their custodial account(s) at Pershing LLC. According to BFI’s procedures, prior to approving the debit from the client’s account, BFI will review Greytown’s invoice for accuracy.

Clients should receive statements directly from their broker dealer, bank or other qualified custodian that holds and maintains client’s investment assets, at least quarterly. Greytown

provides to all clients a monthly report to its investment advisory clients based on the information our system receives from custodians. Greytown urges clients to carefully review such statements and compare such official custodial records to the account statements that we provide to clients. Greytown does not provide custodial services for clients and is not a qualified custodian. However, from time to time we provide clients recommendations on custodians, banks and broker dealers according to the client's asset size, banking needs, profile and additional services required.

In addition, Greytown as Investment Manager of the Fund does not hold, either directly or indirectly, custody of client funds or securities, neither Greytown has any authority to obtain possession of the client funds or assets. Greytown is not authorized or permitted to withdraw client funds or securities maintained at a custodian upon instruction to the custodian without the Fund's prior approval and the client's prior written authorization.

#### **Item 16 – Investment Discretion**

Greytown has the authority to determine, without obtaining specific client consent, the securities to be bought or sold, and the amount of securities to be bought or sold, according to the investment strategy on discretionary accounts. This is put forth in the Investment Advisory Agreement entered by Greytown and the client. However, it does not have the authority to determine, without obtaining client consent, the broker or dealer to be used, or the commission rates paid to the broker dealer.

#### **Item 17 – Voting Client Securities**

Greytown does not have any obligation or authority to take any action or render any advice with respect to the voting of proxies. Clients will receive their proxies or other solicitation directly from

their custodian. Clients should contact their custodian with questions about the solicitation.

#### **Item 18 – Financial Information**

Registered Investment Advisors are required in this Item to provide you with certain financial information or disclosures about Greytown's financial condition. Greytown has no financial commitment that impairs its ability to meet contractual and fiduciary commitments to clients and has not been the subject of a bankruptcy proceeding. Greytown does not charge clients for advisory services in advance.

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

**Greytown Advisors, Inc.**

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**Miami, FL 33131**

**Tel: 305-901-1600**

**Fax: 786-220-8834**

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November 2021

This Brochure provides information about the qualifications and business practices of Greytown Advisors Inc. (Greytown). If you have any questions regarding the contents of this Brochure, please contact us at 305-901-1600 or [mcorrea@greytownadvisors.com](mailto:mcorrea@greytownadvisors.com) or [crey@greytownadvisors.com](mailto:crey@greytownadvisors.com). The information in this Brochure has not been approved or verified by the Securities and Exchange Commission or by any state securities authority.

Greytown is a registered investment advisor. Registration of an Investment Advisor does not imply any level of skill or training. The oral and written communications of an Advisor provide you with information about which you determine to hire or retain an Advisor.

Additional information about Greytown also is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can search this site by a unique identifying number, known as a CRD number. The CRD number for Greytown is 166629.

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

**Marcello Correa**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about Marcello Correa that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.

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

### **Marcello Correa**

President and Chief Investment Officer

DOB:03/24/1960

#### Education

Marcello Correa earned his MBA from the Anderson School of Management at UCLA and his BA in Finance from Fundacao Getúlio Vargas in Brazil.

#### Business Background:

Marcello Correa started his career in Banco de Investimentos Garantia in Brazil as a floor trader at the Sao Paulo stock exchange and later in the foreign debt trading group. Mr. Correa joined the Emerging Markets Group at Lazard Freres & Co. in New York after attending business school at UCLA, before eventually transitioning into asset management in 1994 as a trader with Fintech Advisors. At Fintech, a hedge fund focused on distressed emerging debt markets, he served as portfolio manager responsible for the Latin American southern cone countries. He moved to Miami in 1995 to become Chief Investment Officer at The Americas Trust Bank and the spin-off Biscayne Advisors up to 1999. Upon leaving Biscayne Advisors, Mr. Correa served in senior investment roles at DLJ/Credit Suisse. Prior to founding Greytown Advisors, Mr. Correa was President at BAC Florida Investments and BAC Global Advisors from 2002 to 2013.

#### Industry Examinations:

#### **Uniform Securities Agent State Law**

Series 63 08/17/1990.

## **Uniform Combined State Law**

Series 66 02/08/2008.

### **Item 3. Disciplinary Information**

Mr. Correa does not have any history of reportable disciplinary events.

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

Mr. Correa is not engaged in any outside business activities.

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

Mr. Correa does not receive any additional compensation from third parties for providing investment advice to clients.

### **Item 6. Supervision**

As President and CIO of Greytown Advisors, Marcello Correa is responsible for all employee supervision. He can be reached at (305) 901-1600. Mr. Correa also supervises our firm's Investment and Risk Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings, and conducting periodic testing to ensure that client objectives and mandates are being met. Mr. Correa is supervised by Greytown's Chief Compliance Officer, as well as the Chairman of the Board.



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

**Luis Antonio Samayoa**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about Luis Antonio Samayoa that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.

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

### **Luis Antonio Samayoa**

Managing Director

DOB: 09/24/1982

Mr. Samayoa is responsible for fixed income research, corporate finance, private equity and general investment research.

#### Education

Luis Antonio Samayoa holds a BS from Purdue University and an MBA from Columbia Business School in New York City.

#### Business Background:

Luis Antonio Samayoa started his career in investment management at BAC Florida Investments and BAC Global Advisors in 2005 where he was a member of the investment management committee. His primary focus was on emerging market credit strategies. Mr. Samayoa also held positions at Deutsche Bank and Real Infrastructure Capital Partners. At Deutsche Bank, he was involved in structuring, underwriting and marketing leveraged buyout transactions as part of the leverage finance group; he was also part of the real estate, gaming, lodging and leisure industry coverage group.

#### Industry Examinations:

### **Uniform Investment Adviser Law Examination**

Series 65 12/13/2013

**Item 3. Disciplinary Information**

Mr. Samayoa does not have any history of reportable disciplinary events.

**Item 4. Other Business Activities**

Mr. Samayoa is not engaged in any outside business activities.

**Item 5. Additional Compensation**

Mr. Samayoa does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. He can be reached at (305) 901-1600. Luis Samayoa reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**Wayne Perkins**

1221 Brickell Ave, Suite 2110  
Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110  
Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about Wayne Perkins that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.

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

### **Wayne Perkins**

Managing Director.

Mr. Perkins is responsible for Equity Strategies.

DOB: 04/29/1952

### Education

Harvard College BA in Government, Cambridge MA

Universidad San Francisco Xavier de Chuquisaca, Attended 3rd Year Law with Rotary Foundation Grant, (no degree), Sucre, Bolivia

### Business background

Wayne Perkins joined the team at Greytown Advisors in 2014 after a 35-year career with JPMorgan. At JPMorgan Mr. Perkins was initially focused on Investment Banking and Asset Management in New York, Brazil and Venezuela. While in Brazil from 1982-1997, Mr. Perkins established and managed the Brazilian Asset Management business. In 1997, at JPMorgan's Asset Management division in New York, Mr. Perkins was a member of the Global Asset Management Investment Strategy Committee, developed a quantitative screen for Latin American equities, launched and managed the Latin America Equity Fund, co-managed the Global Emerging Markets Fund, and managed SMA's for Ultra High Net Worth clients of JPMorgan's Private Bank. From 2000 until 2003, Mr. Perkins left JPMorgan to establish and manage a global equity quantitative behavioral finance hedge fund (RMJ Global Dynamic Value Fund). In 2003, he returned to JPMorgan, was a founding member of JPMorgan's Latin American Client Investment Committee and opened and managed the Miami discretionary portfolio management business for the Private Bank, building and managing a team of Investment Specialists for the Latin American region, and advising and managing portfolios for Ultra High Net Worth Clients.

### Industry Examinations:

#### **Uniform Investment Adviser Law Examination**

Series 65 12/13/2013

**Item 3. Disciplinary Information**

Mr. Perkins does not have any history of reportable disciplinary events.

**Item 4. Other Business Activities**

Mr. Perkins is not engaged in any outside business activities.

**Item 5. Additional Compensation**

Mr. Perkins does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. He can be reached at (305) 901-1600. Wayne Perkins reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**Cy Simms**

1221 Brickell Ave, Suite 2110  
Miami, FL 33131

Telephone: 305-901-1600

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1221 Brickell Ave, Suite 2110  
Miami, FL 33131  
Tel: 305-901-1600  
Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

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**Item 2. Educational Background and Business Experience**

**Cy Simms**

Associate/Analyst

DOB: 05/01/1985

Education

Mr. Simms earned his BSBA in International Business and BA in Spanish from the University of North Carolina at Wilmington, graduating magna cum laude.

On June 2018, Mr. Simms passed CFA level 3.

Business Background:

Cy Simms joined Greytown Advisors as an Investment Analyst in March 2015. Prior to joining Greytown, Mr. Simms worked at Cargill as a Professional Accountant. Prior to working as an Accountant, he worked for several years as a Merchant Assistant in the Agri-Commodity Trading departments of Cargill in Miami, serving primarily Latin America and Europe.

Industry Examinations:

**Uniform Investment Adviser Law Examination**

Series 65 11/28/2016

**Item 3. Disciplinary Information**

Mr. Simms does not have any history of reportable disciplinary events.

**Item 4. Other Business Activities**

Mr. Simms is not engaged in any outside business activities.



**Item 5. Additional Compensation**

Mr. Simms does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. He can be reached at (305) 901-1600. Cy Simms reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**John Richard Roësset**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

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Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about John Roësset that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.

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

### **John R. Roësset**

Managing Director, Investment Advisor

DOB: 11/18/1963

#### Education:

Mr. Roësset has an undergraduate degree in Electrical Engineering with Honors from the University of Texas and an MBA with Honors from The Tuck School of Business Administration at Dartmouth College. Mr. Roësset holds the designation of Chartered Financial Analyst.

#### Business Background:

John has over 25 years of experience in Private Banking and Sales and Trading, with a strong background in securities and derivatives.

Before joining Greytown, Mr. Roësset was a Senior Advisor at BigSur Partners, where he helped clients throughout Latin America with their investment portfolios and served a period as Co-CIO, before focusing exclusively on clients.

Mr. Roësset held various senior positions at Citi Private Bank in the Fixed Income, Equity and Derivatives areas. He also served as a Financial Advisor for HNW and UHNW Latin American clients. Prior to Citi Private Bank, Mr. Roësset spent 8 years as a private trader, trading equities and options. Previously, he was Vice President at ING Baring and Citicorp Securities where he led the derivatives businesses for corporate clients in Latin America and the Caribbean and managed relationships with sovereign, supranational and corporate clients.

#### Industry Examinations:

##### **Uniform Combined State Law Examination**

Series 66 - Oct 19, 2006

##### **General Securities Representative Examination**

**Item 3. Disciplinary Information**

Mr. Roësset does not have any history of reportable disciplinary events.

**Item 4. Other Business Activities**

Mr. Roësset is not engaged in any outside business activities.

**Item 5. Additional Compensation**

Mr. Roësset does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. He can be reached at (305) 901-1600. John Roësset reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**Ivelisse Lapadula**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

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

Ivelisse Lapadula

Managing Director, Investment Advisor

DOB: 10/08/1968

### Education:

Ms. Lapadula has a BA in Finance from Nova Southeastern University. She is currently a level 1 candidate for the CFA (Chartered Financial Analyst).

### Business Background:

Ivelisse joined Greytown in May 2021. Yvelisse has Financial Industry experience of over 25 years and holds 215 Variable Annuities and Insurance licenses. She attended the Fashion Institute of Technology, Advertising and Marketing Communications. Shortly after FIT, she was offered the opportunity to support and be mentored by the top producer at PaineWebber.

She gained extensive knowledge and experience in discretionary portfolio management as well as managing USA and LATAM relationships. In addition, she has extensive experience trading mortgage-backed securities, options, commodities, currencies, and emerging markets securities. After two years at PaineWebber as a Client Service Associate, she was offered the opportunity to relocate to Miami as a Wealth Investment Associate. During her tenure at UBS, Yvelisse was in the UBS Financial Advisory Committee for 2 years and a facilitator of the UBS New Hire onboarding focusing on the topic of Trading Risk Management.

### Industry Examinations:

#### **General Securities Representative Examination**

SIE – October 01, 2018

Series 3 October 13, 2005

Series 7 – May 13, 1994

## **Uniform Combined State Law Examination**

Series 65 – August 01, 1998

Series 63 – October 12, 1994

## **Principal/Supervisory Exams**

Series 10 January 26, 2005

Series 9 November 02, 2004

### **Item 3. Disciplinary Information**

Ms. Lapadula does not have any history of reportable disciplinary events.

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

Ms. Lapadula is dually registered as a broker with Insigneo Securities LLC. She spends approximately 25 hour a week in this activity.

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

Ms. Lapadula receives commission payments from Insigneo Securities LLC for her trading activities as a broker. However, she does not receive any additional compensation from third parties for providing investment advice to clients.

### **Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. She can be reached at (305) 901-1600. Ivelisse Lapadula reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**Joe Monagle III**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about Joe Monagle that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.



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

Joe Monagle III

Managing Director, Investment Advisor

DOB: 02/15/1972

### Education:

Mr. Monagle has a bachelor's and master's degree from the University of Miami (Frost School). He is a level 1 candidate for the CAIA (Chartered Alternative Investment Analyst).

### Business Background:

Mr. Monagle joined Greytown Advisors this past May. He has over 20 years of experience in the wealth & investment management industry. He works with clients in the United States, Latin America & Europe.

During the course of his career, He's worked for Credit Suisse Private Banking, Wells Fargo Advisors and Merrill Lynch Private Client Group in various roles. He's worked with clients through many market cycles and has experience across multiple product areas.

### Industry Examinations:

#### **Uniform Combined State Law Examination**

Series 66 - August 14, 2000

#### **General Securities Representative Examination**

SIE – October 01, 2018

Series 7 - June 5, 2000

## **Item 3. Disciplinary Information**

Mr. Monagle does not have any history of reportable disciplinary events.

**Item 4. Other Business Activities**

Mr. Monagle is dually registered as a broker with Insigneo Securities. He spends approximately 25 hour a week in this activity. Since 2007 Mr. Monagle has been a board member of the Miami Dade office of Film & Entertainment.

**Item 5. Additional Compensation**

Mr. Monagle receives commission payments from Insigneo Securities LLC for his trading activities as a broker. However, he does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. He can be reached at (305) 901-1600. Mr. Monagle reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.

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

**Consuelo Palomo**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Telephone: 305-901-1600

**Greytown Advisors, Inc.**

1221 Brickell Ave, Suite 2110

Miami, FL 33131

Tel: 305-901-1600

Fax: 786-220-8834

Web address: <http://www.greytownadvisors.com>

November 2021

This brochure supplement provides information about Consuelo Palomo that supplements the Greytown Advisors' brochure. You should have received a copy of that brochure. Please contact Catalina Rey, Chief Compliance Officer, if you did not receive our brochure or if you have any questions about the contents of this supplement.

**Item 2. Educational Background and Business Experience**

Consuelo Palomo

Investment Advisor

DOB: 08/11/1982

**Education:**

Ms. Palomo has a holds a BS in finance from Universidad Francisco Marroquin in Guatemala.

**Business Background:**

Ms. Palomo joined Greytown in September 2020. She is located in Guatemala and supervised from Greytown;s main office in Miami, Florida. Ms. Palomo started her career in investment management at Banco G&T Continental in Guatemala from 2006-2016 where she was a member of the investment management committee and managed the proprietary bank portfolio. Her primarily focus was on emerging market credit strategies and treasury strategies.

**Industry Examinations:****Uniform Combined State Law Examination**

Series 65 – July 23, 2021

**Item 3. Disciplinary Information**

Ms. Palomo does not have any history of reportable disciplinary events.

**Item 4. Other BusinessActivities**

Ms. Palomo is not engaged in outside business activities

**Item 5. Additional Compensation**

Ms. Palomo does not receive any additional compensation from third parties for providing investment advice to clients.

**Item 6. Supervision**

Marcello Correa, President and CIO, is responsible for all employee supervision. She can be reached at (305) 901-1600. Ms. Palomo reports to Marcello Correa and participates in the firm's Investment and Management Committee which is responsible for overseeing all material investment matters including but not limited to formulation and monitoring of investment advice offered to client, documenting investment meetings.