

DANIEL A. STRACHMAN

8092 NW 125th Terrace
Parkland, Florida 33076
T: 917-602-9047 / E: das@hedgeanswers.com

Professional Experience

A & C Advisors, LLC

Managing Director:

September 2001 - Present

- Provides strategic advice, guidance, counsel and support to investment companies, brokerage firms and institutional investors around the globe.
- Works with clients to create organizational structures; implement trading and risk management policies and procedures; and to identify market segments to successfully bring investment management products to market. Serves as a director to off-shore investment vehicles. Registered Director under the Directors Registration and Licensing Law, 2014 of the Cayman Islands.
- Organizes, reviews and maintains investment management infrastructure, including finance, accounting, valuations, compliance, operations, third-party accounting and administration relationships.
- Develops and implements strong corporate governance programs and performs fiduciary duty checks. Performs initial and on-going due diligence for institutional investors on alternative and traditional investment managers.
- Advises investment management companies to launch and expand organizations. Extensive work with hedge funds, mutual funds, exchange traded funds and interval funds.
- Provides expert witness services for investment management industry litigation on topics including: fiduciary duty, compliance, trading, brokerage, portfolio construction, operations, due diligence, finance, marketing and communication.

Arca U.S. Treasury Fund

Independent Trustee:

December 2019 - Present

Serves as Independent Trustee to the Arca U.S. Treasury Fund, the first SEC-registered fund that issues digital shares on the blockchain. The Arca U.S. Treasury Fund is comprised of short-duration U.S. Treasury bills, notes & bonds while its digital tokens, ArCoin, can be transferred peer-to-peer effectively, removing the need for financial intermediaries.

Apex Funds Services, Inc.

Managing Director – Head of Business Development:

December 2016 - February 2018

Responsible for all aspects of business development, marketing and sales at global hedge fund and private equity fund administration company with more than \$80 billion in assets under administration. Managed sales and marketing teams to grow and expand market share with new and existing clients across multiple asset classes, investment strategies, and styles for alternative fund managers.

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The Institute for International Research (IIR)

Managing Director – Financial Services Division:

December 2011 - June 2013

Directly responsible for managing all aspects of the \$15 million plus revenue-generating division including: product development, marketing, human resources, financial and management reporting. Managed a team of seven conference producers and three sales professionals to create and operate a global portfolio of financial services conferences. The IIR business-to-business conference subjects included: hedge funds, private equity, mutual funds, pre-paid credit cards, private-placement life insurance, operational due diligence, exchange-traded funds, emerging payments and agriculture investing.

Morgan Stanley & Co. Inc.

Business Development/Client Management:

December 2007 - April 2009

Worked directly with high-net-worth financial advisors to develop and create referral networks among attorneys, accountants, and other professionals to drive new assets to the firm from individual and institutional clients. Performed initial and on-going due diligence, research, and monitoring of investment managers. Worked with clients to create diversified portfolios of fixed income, equity, and alternative products to meet investment objectives and suitability requirements. Clients included individuals, family offices, financial institutions, endowments, and other institutional investors.

Orbitex Financial Services Group, Inc.

Director of Product Development and Marketing:

April 1999 - February 2001

Developed and marketed domestic and offshore money management products for this global financial services firm. Worked to build the Orbitex Group of funds from \$33 million in assets under management to more than \$900 million as of February 2001 through a direct sales and domestic wholesaling effort. Developed both internally and sub-advised investment management vehicles sold through wire-houses and regional broker-dealers. Responsibilities included: Overseeing global marketing plan of the company, coordination of retail and institutional sales efforts, managing public relations initiatives, product development and strategy.

Winstar Government Securities Corp.

Senior Vice President Sales:

February 1998 - April 1999

Created and implemented sales organization for online odd-lot U.S. Treasury firm. Increased sales from approximately 35 trades per day to more than 250 trades per day; priming the firm for sale to Fahnestock & Co. Inc. in December 1998. Sample clients included: Legg Mason, Charles Schwab, and Comerica Securities. Responsibilities included: Client development and client retention campaigns focused on the regional and wire-house brokerage community.

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Cantor Fitzgerald & Co.

Vice President:

August 1996 - February 1998

Associate:

June 1995 - August 1996

Extensive training in U.S. Treasury and global fixed income securities markets. Bought and sold whole loan residential, commercial, and credit card portfolios on behalf of institutional clients. Developed, implemented and operated the first electronic trading system for publicly registered, but not publicly listed, limited partnership units. Responsibilities included: Handling all aspects of the operation, finance, and accounting functions; creating and implementing a business model that included due diligence, product support, and client development processes.

Rutgers University Business School

Adjunct Professor:

September 2011 - December 2013

Instructed both graduate and undergraduate classes on corporate finance, financial management, equity and fixed income investing.

Publications

Author: *The Fundamentals of Hedge Fund Management*

First Edition Published in February 2007 by John Wiley & Sons, Inc.

Second Edition Published in July 2012 by John Wiley & Sons, Inc.

Author: *The Long & Short of Hedge Funds*

Published in December of 2008 by John Wiley & Sons, Inc.

Author: *Julian Robertson: "A Tiger in the land of Bulls and Bears"*

Published in September 2004 by John Wiley & Sons, Inc.

Author: *Essential Stock Picking Strategies: "What Works on Wall Street"*

Published in July 2002 by John Wiley & Sons, Inc.

Author: *Getting Started in Hedge Funds (First and Second Edition)*

First Edition published in January 2000 by John Wiley & Sons, Inc.

Second Edition published in August 2005 by John Wiley & Sons, Inc.

Third Edition published in December 2010 by John Wiley & Sons, Inc.

Co-Author: *Fund of Funds Investing: A Road Map to Portfolio Diversification*

Published in December of 2009 by John Wiley & Sons, Inc.

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Education

Clark University, Worcester, MA

BA: Comparative Politics: May 1993
Clark Writing Fellow: May 1992
Editor-in-Chief of *The Scarlet*, the student newspaper: May 1992 - April 1993

Professional Licenses: Series 7, 31, 63, 66,
New Jersey Life and Health.

Community Involvement

FINRA – Non-Public Arbitrator – Neutral ID: A64646 June 2020 - Present

New Jersey State Department of Health Licensed EMT

Active Member of the Fanwood Rescue Squad January 2007 - June 2014

Chapel Hill – Chauncy Hall School – Waltham, Massachusetts

Member of Board of Trustees: September 2010 - Present
Chairman of the Audit Committee: September 2012 - Present
Member of Finance Committee: September 2015 - Present

JCC of Central New Jersey – Scotch Plains, New Jersey

Investment Committee Member August 2008 - September 2013
Camp Scholarship Committee Member May 2010 - May 2012

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