

Brian P. Shaughnessy

Managing Director – Bank Regulatory and Capital Markets
New York

Contact

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Industry Experience

Financial Services

Professional and Other Services

Real Estate & Construction

Transportation

Experience

Prior to co-founding BRG Capital Advisors, LLC (Investment Bank/Broker Dealer) and BRG Capital Markets Services, LLC (diligence, underwriting and valuation business), Mr. Shaughnessy served as a Managing Director at Garrison Investment Group and other positions within Lehman Brothers, CIT Small Business Lending, and various NJ banks.

With close to 30 years of experience, Mr. Shaughnessy most recently spent seven years buying over \$2.5 billion of distressed commercial loan investments from national, regional, community banks & finance companies. His experience includes asset & portfolio management, underwriting, servicing, collecting, workout & restructuring, liquidating, diligence, and portfolio sales. Mr. Shaughnessy was management and credit trained at First Fidelity Bank under the direction of the legendary NY bank President Tony Terracciano. He spent the initial part of his career in loan workout and problem loans managing his bank team and leading (as Director and Department Head and servicing on the firm's credit committee) the Loan Workout and Restructuring Group at CIT-SBLC.

Prior to taking on an advisory role with his current companies, he purchased, managed, and successfully resolved over 80 portfolios/3,000 investments/\$3.5 billion of performing, defaulted, and non-performing commercial obligations and various investments, including selling positions and resolving over \$2+ billion of commercial mortgages/CRE, \$750 million of equipment lease or ABL positions, \$200 million of franchise finance paper, and of other non-mortgage assets. His career and contacts come from working at or with commercial and community banks, finance companies, servicers, investment banks, and bank investors & advisory groups/attorneys on all product types, including real estate (commercial mortgages), non-real estate assets (C&I, equipment finance, structured finance, asset based lending and SBA financing), and various industries.

Education and Affiliations

Mr. Shaughnessy has a BS from Rutgers College & Rutgers University's School of Business while participating on the Rutgers football team. He also holds an MBA from Monmouth University. He is FINRA Registered under Series 24, 62, 63 and 79 and the Principal & CEO of the BRG's broker dealer, BRG Capital Advisors, LLC.