

CITY OF PEMBROKE PINES
ADVISORY BOARD AND COMMITTEE APPLICATION FORM

*Please return the **signed and completed application form and a recent resume*** to: City of Pembroke Pines, City Clerk's Office, 601 City Center Way, Pembroke Pines, Florida 33025.*

***NOTE: YOUR RESUME MUST ACCOMPANY THIS APPLICATION IN ORDER FOR THE APPLICATION TO BE CONSIDERED.**

Please type or use dark ink to complete this form.

Applicant Name _____

Race* _____ National Origin* _____

Occupation _____

Street Address _____

Subdivision _____

Home Telephone _____ Business Telephone _____

E-mail Address _____

Length of Residence in Pembroke Pines
(if applicable) _____
Years Months

Length of Time as Business Person in
Pembroke Pines (if applicable) _____
Years Months

Are you a registered voter? _____ Commission District No. _____ Precinct No. _____

Do you have a criminal record? _____ If yes, please explain. _____

Have you ever been convicted of a felony? _____ If yes, please explain. _____

Do you have any criminal charges pending? _____ If yes, please explain. _____

Do you have any relatives employed by the City? _____ If yes, please state name(s): _____

Are you aware of any potential conflict of interest that may arise from your serving on this/these board(s)? _____ If yes, please explain. _____

Does your business, or your employer have any contractual relationship with, or do any business with the City?_____If yes, please explain.

Do you have monies owed to the City that are delinquent?_____If yes, please explain.

Do you have any pending code violations relating to property owned by you in the City?_____If yes, please explain._____

Do you have any violations relating to other City codes?_____If yes, please list:_____

*The responses to these items is optional. The City is interested in providing for cultural diversity on its Advisory Boards and Committees, and seeks this information solely in order for the City to further its goal to provide for diversity on its Advisory Boards and Committees.

Which board or committees are of interest to you? Please indicate up to three preferences by ranking. Please denote your first choice with a “1,” etc. Please place a number adjacent to any board or committee for which you wish to be considered. If you do not place a number next to a board or committee, the City Commission will not be able to consider you for that board or committee.

_____Arts & Culture Advisory Board

_____Affordable Housing¹

_____Board of Adjustment

_____Charter High School Advisory Board²

_____Economic Development Board

_____Education Advisory Board

_____Environmental Advisory Board

_____Citizens Committee/Hurricane Prep
(Ad Hoc)

_____Planning & Zoning Board

_____Police and Fire Pension Fund Board

_____Diversity and Heritage Advisory Board

_____Social Media Committee (Ad Hoc)

_____Charter Review Board

_____Public Art Committee (PAC) New

_____Budget Committee (A. Castillo)

_____Charter Review Board³

_____Citizen’s Budget Advisory Board

³This Board is convened once every five years.

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Gregory Irizarry
Applicant's Signature

Date _____

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Gregory R. Irizarry

1162 NW 162 Ave, Pembroke Pines, FL 33028

Telephone: (305) 607-8501, Email: gregoryirizarry@bellsouth.net

March 2023 to Present

Senior Managing Director-Senior Vice President

- Currently leading one the largest and most profitable Wealth Advisory teams in the U.S. for Northern Trust, overseeing more than 30 partners who manage \$7 billion in AUM (assets under management) in client assets across investment management, trust & estate planning, and wealth transfer services.
- Consistently deliver top sales and growth performance nationally, ranking among Northern Trust's highest-producing advisory teams for new business acquisition, client retention, and assets under management year over year.
- Serve as a senior relationship lead and firm ambassador for key ultra-high net-worth clients, providing holistic, multi-generational wealth strategies and driving cross divisional collaboration between Investment Management, Trust and Banking teams.
- Oversee full P&L accountability – including budget planning, staffing strategy and capital allocation-to ensure efficiency, profitability, and compliance with fiduciary, regulatory, and risk management standards.
- Cultivate and mentor high-performing leaders, strengthening bench depth and succession readiness through coaching, performance management, and professional development programs.
- Partner with executive leadership to shape South Florida/Florida's strategy, enhance digital advisory capabilities, and optimize the firm's go-to-market model across priority markets.
- Engage deeply in the community as a visible leader, representing Northern Trust on nonprofit boards, philanthropic initiatives and regional business councils, reinforcing the firm's commitment to civic partnership.

January 2010 to March 2023

Senior Wealth Strategist -Senior Vice President

- Responsible for sales, service and on-boarding of Northern Trust's integrated wealth management holistic solutions with a focus on investment, estate planning and banking to clients and prospects in Wealth Management.
- Achieved top=quartile national sales performance for 12 consecutive years, consistently exceeding new business, revenue, and client growth targets while maintaining best-in-class client retention and satisfaction rates.
- Partnered with relationship advisors, portfolio managers, bankers and senior leadership to deliver holistic, multi-generational wealth strategies designed to preserve, grow, and transition client wealth effectively.
- Developed customized asset allocation strategies aligned with Northern Trust's goal-driven wealth management framework to help prospects/clients achieve long-term financial objectives.
- Directed sophisticated client engagements spanning business succession, family governance, philanthropic strategy, and tax efficient wealth transfer, serving as lead on planning needs.
- Collaborated directly on referrals with estate planning attorneys, CPA's and outside advisors to implement coordinated, multidisciplinary financial strategies for affluent families and privately held business owners.
- Served as a trusted advisor and mentor to junior wealth strategist, providing guidance and fostering professional growth within Northern Trust.
- Represented Northern Trust in client-facing events, professional associations, and community organizations, promoting the firm's brand and nurturing strategic relationships.
- Helped create and integrate full-service team from the Miami/Brickell location to Coral Gables market.
- Co-managed the Coral Gables office and team of associates who provided support and personalized client service requiring business expertise. Responsible for the successful growth and sales of Northern Trust's Coral Gables market.

March 2005 to January 2010

Northern Trust Bank, Miami, Florida

Senior Relationship Advisor-Senior Vice President

- Responsible for the management of trust administration accounts: individual and irrevocable trust accounts, investment management accounts, guardianship accounts, custody accounts and individual retirement accounts
- Served as a lead relationship advisor for a portfolio of high and ultra-high-net-worth clients, providing comprehensive guidance on estate planning, wealth transfer, and legacy strategies.
- Partnered with estate planning attorneys to help design and customize estate and trust plans aligned with client's financial goals, family dynamics, philanthropic intentions- coordinating with attorneys, CPA's and Northern Trust specialists to ensure seamless execution.
- Collaborated closely with internal partners across investment management, fiduciary services, and wealth advisory to deliver a unified, goal-based client experience.
- Acted as trusted liaison between clients and their external professional network – facilitating communication and implementation among attorneys, CPA's and other outside advisors.
- Worked directly with the probate group handling different tasks of estate settlement, such as, asset valuations, plans of division, and postmortem planning.
- Miami Dade/Broward Discretionary Actions Committee Member, consisting of Florida Trust Counsel and Senior Management.
- Training Coordinator for Miami-Dade/Broward during new implementation of Private Client Service Model, created training curriculum for different disciplines (Investment, Trust, Banking)
- Trust Investment/Administrative Committee (TAC/TIC) Member, made up of Senior Managers, monitored proper investment objectives, concentrations and administrative reviews.

September 2000 to February 2001

Prudential Securities, Coral Gables, Florida

Operations Manager Trainee

- Provided comprehensive support to financial advisors in managing client relationships, account administration, and day-to-day operational activities.
- Completed management training program focused on brokerage operations, trade processing, account administration, compliance, and client service.
- Assisted in daily operational oversight of equity, fixed income, and mutual fund transactions- ensuring timely trade settlement, accurate reconciliation, and compliance with industry regulations (FINRA/SEC).
- Supported operation risk and compliance initiatives, identifying and resolving discrepancies, implementing process controls, and maintaining adherence to internal policies and regulatory standards.
- Gained proficiency in back-office systems for trade processing, client account management, and performance reporting.
- Participated in leadership development and mentorship programs, building foundational management, communication, and problems solving skills for future supervisory roles in operations.

January 1997 to August 2000

Neuberger Berman, LLC, New York, New York

Cash Management Administrator

- Managed the daily acquisition and processing of unsecured bank loans from multiple institutions, ensuring alignment with the firm's liquidity and funding requirements.
- Leveraged information from multiple departments to generate and analyze daily cash reports protecting firm-wide cash positions to ensure adequate liquidity.
- Oversaw daily cash positioning through short-term financing and investment activities, including overnight loans and repo transactions, ensuring sufficient liquidity for firm operations.
- Served as primary point of contact between custody banks and trading desks, resolving trade discrepancies and safeguarding accurate settlement.

Education and Professional Designations:

*December 1996
B.S., Business Administration/ Management*

Fairleigh Dickinson University, Teaneck, NJ

Risk Management Association (RMA) Credit Lending Program

American Bankers Association (ABA) Graduate Trust School I & II

Series 6 License, Series 7 License, Series 63 License

Community Involvement:

Jackson Health Foundation Executive Board Member

Former United Way Tocqueville Society Member

Former Beacon Council Board Member

Skills:

Bilingual - English/ Spanish

BIOGRAPHY



Gregory Irizarry
Senior Managing Director,
Wealth Management,
South Florida

305.789.1366
gri1@ntrs.com

EXPERIENCE

Greg is Senior Vice President and Senior Managing Director in Northern Trust's Wealth Management, leading a team of 30+ professionals.

Greg has built a 25-year career of impact and leadership at Northern Trust, beginning with his start in 2001. He previously served as Senior Wealth Strategist for 12 years where his responsibilities included on-boarding new families focused on multi-generational wealth, business transactions and philanthropy. Greg specialized in the sales and service of integrated wealth management solutions with a focus on investments and estate planning for clients and prospects in Wealth Management Services. Greg maintained a proven track record as one of the firm's strongest national sales performers. Prior to this role he served as Senior Relationship Manager in the Trust Administration Division responsible for the administration of varied relationships, including Irrevocable and Revocable Trust, Individual Retirement Accounts, Guardianships, Charitable Remainder Unitrust and Foundations.

EDUCATION

He earned a B.S. in Business Administration and Management from Fairleigh Dickinson University in Teaneck, NJ.

CREDENTIALS

Greg holds Series 6, 7 and 63 licenses and attended the American Bankers Association® Graduate Trust School.

INTERESTS

He's married with two children and loves spending time with his family, traveling together, and cheering on his son as he plays college baseball at the University of Pittsburgh.

EXPERTISE

As a seasoned Senior Managing Director, Greg combines deep expertise in team management with a strong track record in sales and business development. He is responsible for driving growth, developing client relationships and client retention while delivering tailored strategies across investment management, trust and estate planning, and banking solutions. Known for cultivating high-performing teams and building long-term client partnerships, Greg is dedicated to advancing Northern Trust's commitment to excellence in wealth management.

COMMUNITY INVOLVEMENT

Jackson Health Foundation Executive Board Member

Former United Way Tocqueville Society Member

Former Beacon Council Board Member