




FORMVENTUS



Consulting firm, focused on helping businesses establish and grow operations in Puerto Rico, by:

- + Assisting with **business planning and development**, leveraging incentives opportunities under Act 60 and other programs
- + Facilitating **government interaction**, procurement and communication
- + Connecting entrepreneurs and investor with the **local business ecosystem, academia** and the non-governmental sector





MEET OUR TEAM



**HUMBERTO
MERCADER**

Humberto brings extensive expertise in economic development, incentives structuring, and strategic planning. As the former Deputy Secretary of the Department of Economic Development and Commerce of Puerto Rico, he successfully led initiatives to attract investment and streamline incentive processes, fostering growth in key industries.

With years of experience in consulting and working with government agencies, he has successfully guided businesses through complex regulatory landscapes, fostering growth and sustainability in Puerto Rico's dynamic market.



**CARLOS
FONTÁN**

Carlos Fontán is an accomplished attorney and strategic consultant with over a decade of experience in economic development and tax incentives. As Co-Founder of Formentus, Carlos leverages his leadership background from roles such as Director of the Office of Incentives for Businesses in Puerto Rico, where he achieved record-breaking tax decree approvals and implemented key legislation.

His expertise ensures clients navigate regulatory environments effectively while maximizing opportunities.

UNIQUE VALUE PROPOSITION

FORMENTUS BRINGS A DISTINCTIVE COMBINATION OF **EXPERTISE, EXPERIENCE, & NETWORK**

OUR CO-FOUNDERS HAVE:

+

Played pivotal roles in shaping and **implementing incentive policies** within Puerto Rico's Department of Economic Development and Commerce (DDEC).

+

Developed a deep understanding of the **business ecosystem** in sectors such as **manufacturing, aerospace** and the startup scene, among others in Puerto Rico.

+

Built trusted **relationships across the public, academic and private** sectors, enabling seamless collaboration and impactful results.

OUR SERVICES:

1

Business & Strategy Development

- + Develop high level business strategy for establishment or expansion of operations on the island
- + Establish partnerships with local professional organizations, as well as academic and other non-governmental sectors.
- + Include financial projections, operational strategies, and compliance plans.

2

Government Affairs

- + Work with different agencies in coordinating and communicating the client's needs
- + Help the client understand and navigate regulatory requirements
- + Identify programs and funding opportunities tied to the client's needs

3

Act 60 and other relevant programs optimization

- + Identify eligibility of clients to different Act 60 programs, as well as other relevant government programs/grants
- + Ensure alignment with the Puerto Rican government's expectations to qualify for relevant incentives.
- + Develop strategy to access and market relevant tax credits



CONTACT INFORMATION

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FORMENTUS

Where Opportunities Begin.