

SKILLS

- Over 30 years experience in: municipal and corporate investment banking; business finance and capital markets; investment banking management; standards and practices of investment banking; FINRA/MSRB/SEC standards and regulations; credit review and underwriting procedures; commercial lending/leasing practices; financial analyses and feasibility studies; capital and financial planning for businesses; project financing and management; computer-based financial and risk analysis; financial damages analysis; general business finance and financial management; urban economic development and governmental development approval processes.
- Experienced in providing expert witness testimony on financial issues.
- Served as senior investment banker on over 200 corporate, municipal and real estate transactions, for over \$1.8 billion in total amount; served as turnaround and M&A consultant.
- High level of computer literacy and competence, including development of analytical models, financial and credit analyses, use of data base and graphics programs, and internet-based research.
- Very strong communications skills in writing and oral presentation; speaker at conferences and seminars; Adjunct Prof. of Corp Finance; experienced traveler in the US and Europe.

PROFESSIONAL EXPERIENCE

Hannover Ltd., Minneapolis, MN; Managing Principal; December 2000 – present.

- Providing business finance consulting services (including financial strategic planning, capital budgeting, M&A consulting, financial management systems, turnaround management, financial analysis, capital markets consulting, and interim CFO); manager of Project Team of partners; providing corporate, municipal and project financing services.

Allison-Williams Inc., Minneapolis, MN; Senior Investment Banking Consultant, October 2006 – present (part-time).

- Serving as senior investment banker responsible for: structuring and placing corporate finance security offerings (debt and equity); M&A consulting and transaction funding; real estate loan structuring and placing; financial consulting; business development; internal credit review.

Hogan Company, Minneapolis, MN; Senior Investment Banking Consultant; June 2004 – October 2006 (part-time)

- Served as senior investment banker responsible for: structuring and placing corporate finance security offerings (debt and equity); M&A consulting and funding; financial consulting; business development; internal credit review; responsible for FinOp function, for NASD compliance and reporting.

Miller & Schroeder Financial, Inc., Minneapolis, MN; Senior Vice President (and Principal), Capital Markets Group; February 1998 – December 2000.

- Senior banker responsible for fixed-income investment banking, specializing in project and business financing, and in analyzing, structuring and placing rated and unrated debt; consultant on business development, M&A and bank lending.

- Responsible for own marketing, team management, financial analyses, and deal management; managed satellite office; trained analysts; developed credit review procedures; responsible for integration of banking, sales and trading.

Dain Rauscher Incorporated, Minneapolis, MN; Managing Director; June 1985 – February 1998.

- Senior managing investment banker for fixed-income financings, for corporate and governmental projects; responsible for analyzing, structuring and placing unrated and rated debt and loans; consultant on project financing, business development, lending, and M&A.
- Did own market development, including creating market presence in two states new to Dain; interim manager of two regional offices; developed and implemented new financing products and ideas.
- Conducted financial analyses, including developing analytical software and techniques; lead responsibility for software development and maintenance; developed credit review procedures; managed and trained Project Teams; responsible for integration of banking, sales and trading.

Evensen-Dodge Consultants, Inc., Minneapolis, MN; Senior Analyst/Vice President; 1982-1985.

- Independent financial advisor to state and local governments on analysis and development of project financings; developed and implemented conversion from timesharing system to in-house desktop computer system for financial analysis, including development of software and analytical procedures.

City of Saint Paul, MN, Department of Planning and Economic Development; City Planner and Economic Development Project Manager; 1978-1982.

- Senior Planner for Downtown Development Plan, Neighborhood Housing Plan, Energy Park Master Plan, and neighborhood commercial development projects; Project Manager for downtown and neighborhood economic development projects; worked on bond financings; Grants Manager.

EDUCATION

- **DBA** (Doctor of Business Administration; Finance; in process), Argosy University
- **MBA** (Finance), Carlson School of Management, University of Minnesota.
- **MA** (Public Admin./Planning), Humphrey Institute of Public Affairs, University of Minnesota.
- **BA** (Political Science), Ohio State University.
- **Series 7, 79, 63 and 28** securities licenses; **Real Estate Broker** license.

MEMBERSHIPS AND ACTIVITIES

- Adjunct Professor of Corporate Finance, Metro State University and Argosy University; speaker on various finance, public policy and investment topics at association meetings and CLE seminars; active in alumni activities and guest speaking at Univ. of Minnesota and St. Thomas Univ.; author of articles in business journals on finance topics.
- Member of: Turnaround Management Association; Alliance of Merger & Acquisition Advisors; Association of Corporate Growth; American Planning Association; American Council on Germany; Board member for: German/American Chamber of Commerce, Moto-I, and Cheetah Development.
- Chairman, Planning Commission of City of Golden Valley; Co-chairman of Golden Valley Community Events Fund.
- U.S. citizen; veteran.