

# LESTER F. ALEXANDER III

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## EXPERIENCE

### University of Virginia, Darden School of Business

2022 - Present

#### *John Glynn Endowed Professor and Professor of Practice in Business Admin.*

Charlottesville, VA

- Design and teach MBA and EMBA classes in Venture Capital Leadership and Entrepreneurship Through Acquisition (ETA) in Charlottesville, VA, Washington DC, and virtually.
- Lead, organize, and instruct in the Venture Capital Learning Series fall seminar program.
- Write business school cases in VC, PE, and ETA independently and with students and alumni.
- Create, plan, and participate in the UVA Venture Capital Conference for industry practitioners and students at the Darden Washington DC campus in partnership with the National Venture Capital Association (NVCA), Small Business Investor Alliance (SBIA), and Institutional Limited Partner Association (ILPA).
- Develop and present venture capital educational sessions on Capitol Hill for Congressional office staff and committee staff in partnership with the National Venture Capital Association (NVCA).
- Faculty sponsor for numerous independent studies for Darden students in VC, PE, and ETA.
- Frequently provide career advice and guidance to students and alumni about VC, PE, and ETA.
- Organized the John Glynn Venture Capital speaker series to bring venture capitalists to Darden.
- Coordinated and moderated a fireside chat with author Sebastian Mallaby about venture capital and his new book, *The Power Law*.
- Facilitate training and participated as a judge in the Venture Capital Investment Competition (VCIC).
- Leadership team member of the Venture Capital Initiative, Private Equity Initiative, and faculty team member with the Mayo Center for Asset Management.
- Batten Institute Faculty Fellow active in Entrepreneurship Through Acquisition (ETA).
- Faculty liaison for the Entrepreneurship and Venture Capital (EVC) club as well as the Entrepreneurship Through Acquisition (ETA) club.
- Involved in the planning and delivery of the 2022 Venture Capital Bootcamp event in Washington DC.
- Moderator of Darden alumni panel about Entrepreneurship Through Acquisition (ETA)
- Arrange guest speaker presentations at Darden on topics in VC, PE, and ETA.
- Member of the Technology Strategy Task Force.
- Engage with prospective Darden students about VC, PE, and ETA opportunities at the school.
- Taught Financial Management and Policy (FMP) core class to first-year MBA students in Q1 2022.

### Jefferson Capital Partners

2013 – Present

#### *Partner*

Mandeville, LA

*Venture capital and private equity firm investing in privately-owned businesses in a variety of industries.*

- Originate, negotiate, structure, and fund portfolio company investments.
- Actively participate as a board member or observer for Jefferson Capital portfolio companies.
- Lead board-level strategic planning discussions and facilitate add-on acquisitions.
- Investment experience in technology, biotechnology, food & beverage, energy, industrial manufacturing, aerospace, and business services.
- Voting member of the firm's Investment Committee.
- 60%+ of investments have been in minority, women, veteran-owned companies or in underserved areas.
- Successfully raised millions of dollars in capital from limited partners for several funds.
- Experience with SBIC and Opportunity Zone investment programs.
- Meet with members of Congress and state officials to advocate for private capital issues.
- Interview, hire, and terminate senior management team members of portfolio companies.

**Consultant****2013 - Present***Strategic and financial advisor to privately-owned businesses and board members.*

- Provide financial analysis and governance advice to a board member of a large industrial company.
- Instructed management and gave strategic guidance regarding the private equity investment process.
- Performed due diligence, valuations, deal structuring, and risk assessments on acquisition targets.
- Prepared letters of intent and due diligence lists, conducted site visits and management interviews.

**Tulane University, Freeman School of Business****2014 - Present*****Adjunct Professor (2022-Present), Professor of Practice (2022),  
Visiting Lecturer (2018-2022), Adjunct Professor (2014-2018)*****New Orleans, LA**

- Design and teach executive classes in Cases in Finance
- Guest instructor in classes such as Ethics, Communications, and the Law School Business intercession.
- Developed and taught undergraduate and graduate classes in Venture Capital and Private Equity, Energy Investment Banking, and Advanced Financial Management.
- Created and taught classes in Entrepreneurial Finance and Energy Investment Banking to domestic and international executive MBA students in China, Panama, and Guatemala.
- Wrote business school cases that I and other Tulane faculty used in finance and ethics courses.
- Experienced in creating and teaching classes in-person, online, and in a hybrid format with both synchronous and asynchronous content.
- Developed and taught a weeklong Private Equity Seminar which included a one-day professional private equity conference with panel discussions, a keynote luncheon presentation, and a networking reception attended by 150 business professionals, Tulane students, faculty, and administrators for which I raised over \$17,000 in sponsorships.
- Requested by several graduate students to instruct them in their independent study classes in finance.
- Oversaw the activities of graduate teaching assistants in grading, case development, and research.
- Selected to complete an enhanced course development in Canvas of my Venture Capital and Private Equity course and my Advanced Financial Management course.
- Total mean score of 4.7 on a 5.0-point scale for both “overall recommendation of the instructor” and “overall recommendation of the course” for the approximately 50 class sections I have taught at Tulane.
- Planned and participated in the 2019 VC University conference in New Orleans in partnership with the National Venture Capital Association (NVCA) and the University of California Berkeley.
- Mentor students and alumni in their search for internships and full-time positions in finance.
- Former faculty advisor for the newly established Real Estate and Private Capital Network student club.
- Coordinated Tulane’s involvement in the ACG Louisiana case competition and coached Tulane teams.

**Loyola University****2013 - 2022*****Lecturer in Finance, College of Business*****New Orleans, LA**

- Taught graduate classes in Entrepreneurial Finance, Investment Banking, Investments, Entrepreneurship, and Advanced Financial Management.
- Developed and taught a finance workshop for first year MBA students.
- Coordinated Loyola’s involvement in the ACG Louisiana case competition and coached Loyola team.
- Received strong positive feedback from students on course evaluations.

**MSB Fairway Capital Partners****2011 – 2012*****Managing Director*****New Orleans, LA***Merchant banking firm for private equity investments and investment banking services.*

- Participated in the formation of a \$200 million equity fund and a \$75 million mezzanine fund.

**Advantage Capital Partners****2007 – 2010****Senior Vice President****New Orleans, LA**

*\$1.6 billion venture capital and private equity firm investing in companies in underserved markets.*

- Originated, negotiated, structured, funded and managed 11 portfolio company investments in technology, healthcare, business services, manufacturing, hospitality, and energy.
- Board director or observer for five portfolio companies.
- Exited investments generated an IRR of 25.4%.

**Ferrara Fire Apparatus, Inc.****2006 – 2007****President****Holden, LA**

*Leading manufacturer of fire trucks and emergency rescue vehicles with annual sales of \$120 million.*

- Managed a business with 450 employees producing more than 300 vehicles annually at its 300,000 square foot manufacturing facility.
- Increased sales 20% and EBITDA 50% in 2007 through several strategic initiatives.
- Optimized chassis and aerial production schedules to eliminate bottlenecks and increase sales.
- Developed pricing model for emergency rescue vehicles, command centers, and trailers.
- Coordinated the expansion of the company's customer base beyond fire departments to include EMS, SWAT, police departments, and other non-traditional end users.
- Monitored international sales efforts in China, Turkey, and Mexico.
- Led the development of a new 85-foot, five section, mid-mount aerial platform fire truck.
- Oversaw the creation of a web portal for dealers and direct salespeople to track bid results, review pricing, obtain completed vehicle photos and drawings, and access sales materials.

**Howard Weil Incorporated****2005 – 2006****Managing Director, Investment Banking****New Orleans, LA and Houston, TX**

*Full-service investment banking firm focused on the energy industry.*

- Raised \$6 billion for clients in 20 public offerings and private placements of equity and debt.
- Provided public offerings, merger and acquisition, private placement, and advisory services.

**LeCorgne Loewenbaum & Co., LLC****1999 – 2005****Managing Director, Financial and Operations Principal (2004-2005)****New Orleans, LA****Vice President, Financial and Operations Principal (1999-2004)**

*Boutique investment bank offering merger and acquisition, private placement, and advisory services.*

- Managed merger and acquisition transactions and financial advisory assignments, including a \$100 million merger between two government information technology companies.
- Participated in private placement transactions for early stage companies.
- Represented clients in manufacturing, apparel, technology, business services, and food products.
- Licensed as Financial & Operations Principal (Series 27) and Registered Representative (Series 7, 63).
- Prepared and maintained the firm's financial books and records and developed projections, budgets, and net capital calculations for regulatory purposes.
- Coordinated and reviewed the preparation of monthly financial statements, annual audits, and filing of reports with the NASD and other regulatory agencies.

**Southcoast Capital Corporation****1993 – 1999****Vice President, Investment Banking (1997-1999)****New Orleans, LA****Associate, Investment Banking (1993-1997)**

*Full-service investment banking firm with corporate finance, institutional sales, trading, and research.*

- Raised \$1.4 billion in 20 public offerings and private placements.
- Completed 11 merger and acquisition/financial advisory transactions and many valuation assignments.
- Represented clients in several industries including technology, energy, healthcare, communications, media/broadcasting, restaurants, retail, and manufacturing.

**J.C. Bradford & Company**  
**Analyst, Investment Banking**

**1989 – 1991**  
**Nashville, TN**

*Investment banking firm with corporate finance, retail and institutional sales, trading, and research.*

- Raised \$200 million through public offerings and private placements.
  - Completed numerous merger and acquisition/financial advisory transactions and valuations.
  - Represented clients in several industries including healthcare, restaurants, retail, business services, communications, and manufactured housing.
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**EDUCATION**

**University of North Carolina**

**Chapel Hill, NC**

*Masters in Business Administration, Finance and Marketing, May 1993*

**University of Virginia**

**Charlottesville, VA**

*Bachelor of Science in Commerce, May 1989*

*Lawn resident, Editor-in-Chief – Corks & Curls (yearbook)*

**The Ohio State University**

**Columbus, OH**

*Executive Education, SBIA Next Level Program, November 2019*

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**LEADERSHIP ACTIVITIES**

**Small Business Investor Alliance**

**2016 – Present**

***Governing Board Member (2018-present), Executive Committee Member (2021-2022)***

***Southern Region President (2018-2019), Vice President (2017-2018), Secretary (2016-2017)***

*The premier organization of lower middle market private equity funds and investors.*

- Develop public policy initiatives for SBICs and other middle market private equity funds.
- Advocate for private capital issues in Washington DC with members of Congress and their staffs.
- Interact with senior leadership of the Small Business Administration (SBA).
- Involved in planning the national conference (2021) and Southern regional conferences (2016-2024).
- Speaker and moderator for several national and regional conference panels.
- Chairman of the SBIA/AM&AA Deal Summit investment conference in Miami (2019), which nearly tripled attendance and profitability from the prior years.

**CAV Angels**

**2023 – Present**

***Board Member and Education Advisory Council Member***

*Angel investment group for alumni of the University of Virginia.*

- Developing an educational web portal for members to learn more about angel investing.
- Advise on educational sessions for investors in start-ups and early-stage companies.

**Association for Corporate Growth****2004 – Present*****ACG Louisiana****The Louisiana chapter of the global trade association for middle-market deal professionals.*

- Chapter founder (2004), President (2004-2007), Director (2004-present) and Strategy Committee Chairman (2018-2022).
- Wrote chapter formation documents and recruited board members, officers, and new chapter members.
- Created and served as Chairman of several chapter events including the ACG University conference, the Taste of New Orleans networking conference, and the annual Awards Dinner.
- Meet with members of Congress and their staffs to discuss private capital issues.
- Initiated the formation of the Young ACG group within ACG Louisiana.
- Coordinated the ACG Cup business case competition for college students and judged competitions.

***ACG Global****The global community for middle-market M&A deal-makers and business leaders.*

- ACG Global Board of Directors (2009-2013)
- ACG Global Chairman of Finance and Executive Committee member (2011-2013)
- 2016 InterGrowth Chairman and InterGrowth Committee member (2014-2018)
- ACG Global Audit Chairman (2010-2011) and Finance Committee member (2009-2011)

**Benjamin Franklin High School****2012 – 2019*****Board President (2015-2018), Past Board President (2018-2019), Director (2012-2018)****Nationally recognized charter school ranked as the top performing high school in Louisiana.*

- Led the development and implementation of the strategic plan for the school.
- Initiated the creation of a facilities master plan and needs assessment for expansion.
- Assisted in raising funds for the school including \$1 million for athletic improvements from donors such as the National Football League and the Drew Brees Foundation.
- Hired the Head of School and negotiated the termination and separation of the prior CEO of the school.
- Recruited diverse board members to enhance the productivity and effectiveness of the board.
- Participated in negotiations of the collective bargaining agreement with faculty and staff.
- Committee service included Audit (Chairman), Governance, Strategic Planning, Development, Facilities, and Finance.

**Friends of Franklin****2018 – 2019*****President****Non-profit foundation established to support the activities of Benjamin Franklin High School.*

- Established the foundation and recruited the first board of trustees and advisory board members.
  - Oversaw the creation of the budget, marketing plan, committee charters, and foundation policies.
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## **SPEAKING ENGAGEMENTS**

*Frequent speaker, panelist, and moderator at national and regional private capital events including:*

- Hancock Whitney Bank webinar – “What Will The Buyer Want from Your Business?” speaker
  - National Summit for Middle Market Funds (SBIA) – Limited Partner panel moderator for several years
  - Louisiana Economic Development and Louisiana State University venture training webinar – “Fundamentals of Exit Strategy” speaker
  - UVA Darden School of Business webinar – Entrepreneurship Through Acquisition moderator
  - Alternative Investments Conference (UNC) – “Trends in Lower Middle Markets” panelist
  - Southern Private Equity Conference (SBIA) – “Adding Value as a Lender or Minority Investor” panelist
  - VC University Live (Tulane, NVCA, and Berkeley) – Early-stage investment case study moderator
  - Partner Connect – “Five Opportunities in the Energy Patch” panelist
  - Partner Connect - “How should managers approach new investments in the current market?” panelist
  - Partner Connect – “Buy, hold or sell. What are the valuations indicating?” panelist
  - Louisiana CPA Society – An overview of private equity investing speaker
  - Association for Corporate Growth (ACG) – Regional fund formation and management outlook speaker
  - Partner Connect – “Private equity fundraising terms” and “Natural resources investing” panelist
  - American Bar Association (ABA) – “Tripwires on the Road to Selling a Business” panelist
  - Idea Village - Private equity financing and raising venture capital speaker
  - Baker Donelson Emerging Company Bootcamp - Raising venture capital speaker
  - Louisiana Venture Capital Forum - Angel investing speaker
  - Mississippi Conference on High Technology - Regional capital sources speaker
  - Community Development Venture Capital Alliance - Double bottom line investing speaker
  - Turnaround Management Association (TMA) - Accessing capital sources speaker
  - Acadiana CFO Roundtable - Mezzanine financing speaker
  - Entrepreneur Organization (EO) - Private capital financing speaker
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## **HONORS AND AWARDS**

- *New Orleans City Business* Money Maker Award (2014)
- ACG Meritorious Service Award (2013)
- ACG Louisiana Outstanding Service Award (2012)