

LESTER F. ALEXANDER III

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TEACHING EXPERIENCE

Tulane University

2014 - Present

Visiting Lecturer, A.B. Freeman School of Business

New Orleans, LA

- Teach graduate and undergraduate classes in Venture Capital/Private Equity, Energy Investment Banking, and Advanced Financial Management. Have taught classes in person and online in New Orleans and Houston as well as virtually to students in China.
- Selected to participate in an online course development for my Venture Capital/Private Equity class.
- Developed and taught a weeklong Private Equity Seminar for undergraduate students 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.
- Guest lecturer in several Tulane classes such as Ethics, Communications, and the Tulane Law School Business intersession.
- Teach independent study classes to graduate students in finance when requested.
- Wrote several business school cases that I and other Tulane faculty use in undergraduate and graduate level finance and management courses.
- Oversee the activities of graduate teaching assistants in assignment grading, case development, and completion of research and special projects.
- Consistently receive strong positive feedback from students on course evaluations.
- Planned and participated in the 2019 VC University conference in New Orleans in partnership with Berkley University and the National Venture Capital Association (NVCA).
- Mentor students and alumni in their search for internships and full time positions in finance.
- Coordinated Tulane's involvement in the ACG Louisiana case competition and coached Tulane teams.

Loyola University

2013 - Present

Lecturer in Finance, College of Business

New Orleans, LA

- Developed and taught classes in Entrepreneurial Finance, Investment Banking, Investments, Entrepreneurship, Advanced Financial Management, and a finance workshop to MBA students.
 - Coordinated Loyola's involvement in the ACG Louisiana case competition and coached Loyola team.
 - Worked with the Director of Graduate Programs to improve the finance curriculum.
 - Consistently receive strong positive feedback from students on course evaluations.
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PROFESSIONAL EXPERIENCE

Jefferson Capital Partners

2013 – Present

Partner

Mandeville, LA

Private equity firm investing in privately owned businesses in a variety of industries.

- Originated, negotiated, structured, and funded numerous portfolio company investments.
- Led board-level strategic planning discussions and completed several add-on acquisitions.
- Actively participate as a director or board observer for several portfolio companies.
- Successfully raised millions of dollars in capital from limited partners for several funds.
- Formed and invested from Opportunity Zone and SBIC private equity fund structures.
- Conduct meetings with members of Congress and their staffs to advocate for private equity issues.
- Interviewed, hired, and terminated senior management team members of portfolio companies.
- Realized and mostly realized investments in JCP II generated an IRR of 21.4% and a ROI of 2.0x.

Consultant **2013 - Present**

Strategic and financial advisor to a variety of privately owned businesses and board members.

- Provide financial insight and analysis to an owner of a large industrial company.
- Provided strategic guidance to management 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.

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 investments in healthcare, hospitality, energy, manufacturing, business services, and technology companies.
- Board director or observer for five portfolio companies.
- Exited investments generated an IRR of 25.4%.
- Voting member of the firm's Investment Committee.

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.
- Coordinated the expansion of the company's customer base beyond fire departments to include EMS, SWAT, police departments, and other non-traditional end users.
- Implemented a Systems and Processes Team that improved communications, productivity and profitability through the introduction of automation, technology, and defined procedures.
- Coordinated international sales efforts in China, Turkey, and Mexico.
- Managed the development of a new 85-foot, five section, mid-mount aerial platform fire truck that expanded the company's high margin aerial product line.
- Reestablished annual direct sales and dealer training sessions and instituted sales training sessions at aerial supplier facility.
- Optimized chassis and aerial production schedules to eliminate bottlenecks and increase sales.
- Developed pricing model for emergency rescue vehicles, command centers, and trailers.
- Managed the development of a web portal for dealers and direct salesmen 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**

A full service investment banking firm focused on the energy industry.

- Raised \$6 billion 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.
- Clients in manufacturing, branded apparel, technology, business services, and branded food products.
- 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 **1989 – 1991**
Analyst, Investment Banking **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.

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

LEADERSHIP ACTIVITIES

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-present)
- Created and was 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 to discuss private equity investment.
- Initiated the formation of the Young ACG organization at ACG Louisiana.
- ACG Cup business case competition committee member and judge of several competitions.

ACG Global

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

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

Small Business Investor Alliance

2016 – Present

Governing Board Member (2018-present)

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

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

- Chairman of the SBIA/AM&AA Deal Summit investment conference in Miami (2019) which nearly tripled attendance and profitability from the prior years.
- Host of regional dinners in New Orleans and Dallas (2019)
- Develop public policy initiatives for SBICs, BDCs, and other private equity funds.

Benjamin Franklin High School

2012 – 2019

Past Board President (2018-2019), Board President (2015-2018), Director (2012-2018)

Nationally recognized charter school ranked as the top performing high school in Louisiana.

- Initiated the development of a facilities master plan and needs assessment for expansion.
- Led the development and implementation of the strategic plan for the school.
- Participated in the negotiations of the collective bargaining agreement with faculty and staff.
- Involved in raising funds for the school's \$1 million athletic improvements project from donors such as the National Football League and Drew Brees Foundation.
- Hired the current Head of School from an internationally solicited group of candidates.
- Active board committee service including Audit (Chairman), Governance, Strategic Planning, Development, Facilities, and Finance.

Friends of Franklin

2018 – 2019

President

Non-profit foundation to support the activities of Benjamin Franklin High School.

- Established the foundation and recruited the board of trustees and advisory board members.
- Coordinated the preparation of the organizational documents and tax filings for 301c3 status.
- Oversaw the creation of the budget, marketing plan, committee charters, and foundation policies.
- Developed the agendas and presided over the meetings of the trustees.

SPEAKING ENGAGEMENTS

Frequent speaker and panelist at national industry conferences and regional events including:

- VC University Live – Early stage investment case study
- Partner Connect – “Five Opportunities in the Energy Patch”
- Partner Connect - “How should managers approach new investments in the current market?”
- Partner Connect – “Buy, hold or sell. What are the valuations indicating?”
- Louisiana CPA Society – An overview of private equity investing
- Association for Corporate Growth – Regional fund formation and management outlook
- Partner Connect - Private equity fundraising terms, Natural resources investing
- American Bar Association – “Tripwires on the Road to Selling a Business”
- Idea Village - Private equity financing and raising venture capital
- Baker Donelson Emerging Company Boot Camp - Raising venture capital
- Louisiana Venture Capital Forum - Angel investing
- Mississippi Conference on High Technology - Regional capital sources
- Community Development Venture Capital Alliance - Double bottom line investing
- Turnaround Management Association - Accessing capital sources
- Acadiana CFO Roundtable - Mezzanine financing
- Entrepreneur Organization - Private capital financing

HONORS AND AWARDS

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