

# LESTER F. ALEXANDER III

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## TEACHING EXPERIENCE

**University of Virginia** **2022 - Present**  
**Darden School of Business** **Charlottesville, VA**  
***John Glynn Endowed Professor and Professor of Practice in Business Administration***

- Teach full-time and executive MBA classes in Venture Capital and Financial Management & Policies.
- Lead the Venture Capital Learning Series and participate in the VC Bootcamp program planning.

**Tulane University** **2014 - Present**  
**A.B. Freeman School of Business** **New Orleans, LA**  
***Professor of Practice (2022), Visiting Lecturer (2019-2022), and Adjunct Lecturer (2014-2019)***

- Taught graduate, undergraduate, and executive classes in Venture Capital and Private Equity, Energy Investment Banking, Cases in Finance, Entrepreneurial Finance, and Advanced Financial Management.
- Wrote business school cases that I, and other Tulane faculty, used in finance and management courses:
  - Waitr (May 2018)
  - Theranos: “Fake It Till You Make It” ...or Not
  - Integrated Aerospace Manufacturing (April 2017)
  - Phoenix Fire Trucks (January 2019)
- Experienced in developing and teaching classes in-person, online, and in a hybrid format with both synchronous and asynchronous content.
- Flexible in teaching on Tulane’s main campus in New Orleans, at Tulane’s executive MBA campuses in New Orleans and Houston, and online to executive MBA students in China, Panama, and Guatemala.
- Developed and taught a weeklong Private Equity Seminar which included a one-day professional private capital 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 Ethics and Communications classes as well as the Law School Business intersession.
- Requested by several graduate students to teach them in 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 more than 50 class sections I have taught.
- Planned and participated in the 2019 VC University conference in New Orleans in partnership with the National Venture Capital Association (NVCA) and University of California Berkeley.
- Mentor students and alumni in their search for internships and full time positions in finance.
- 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.
- Proficient in learning management systems including Canvas and Blackboard.

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

- 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.
- Worked with the Director of Graduate Programs to improve the finance curriculum.

## PROFESSIONAL EXPERIENCE

### **Jefferson Capital Partners**

**2013 – Present**

#### **Partner**

**Mandeville, LA**

*Private equity and venture capital firm investing in privately owned businesses in a variety of industries.*

- Originated, negotiated, structured, and funded numerous portfolio company investments.
- Actively participate as a board member or observer for several portfolio companies.
- Lead board-level strategic planning discussions and completed several add-on acquisitions.
- 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 impact venture capital, growth equity, control acquisition, SBIC and Opportunity Zone.
- Advocate for private capital issues with members of Congress and state officials.
- Interviewed, hired, and terminated senior management team members of portfolio companies.
- Realized investments in JCP II have generated an IRR of 20% and a ROI of 2.0x.

#### **Consultant**

**2013 - Present**

*Strategic and financial advisor to privately owned businesses and board members.*

- Provide financial analysis and governance insight 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.

### **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 healthcare, hospitality, energy, manufacturing, business services, and technology.
- Board director or board 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.
- 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.
- 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.
- Optimized chassis and aerial production schedules to eliminate bottlenecks and increase sales.
- Developed pricing model for emergency rescue vehicles, command centers, and trailers.
- 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 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** **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.

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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*

## 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).
- 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)

### **Small Business Investor Alliance**

**2016 – Present**

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

- Develop public policy initiatives for SBICs and other middle market private equity funds.
- Participate in advocacy for private capital issues in Washington DC with members of Congress.
- Involved in planning the national conference (2021) and Southern regional conferences (2016-2022).
- Speaker and moderator of several 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.

### **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.*

- 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 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 the Drew Brees Foundation.
- Hired the Head of School from an internationally solicited group of candidates and negotiated the separation from the school of the prior school leader.
- Recruited diverse board members to enhance the productivity and effectiveness of the board.
- Active board committee service included 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 first 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 agendas and presided over trustee meetings.

## **SPEAKING ENGAGEMENTS**

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

- Alternative Investments Conference (UNC) – “Trends in Lower Middle Markets”
- Southern Private Equity Conference (SBIA) – “Adding Value as a Lender or Minority Investor”
- National Summit for Middle Market Funds – Moderator of Limited Partner panel
- 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

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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)