

L. Jean Dunn, Jr.

PROFESSIONAL EXPERIENCE

Founder and Chief Executive Officer

Structured Finance Associates, LLC
San Marcos, CA

January 2009 – Present

Structured Finance is focused on providing financing for commercial and industrial property owners to facilitate their acquisition of energy efficiency, solar, and alternative energy systems. The company focuses on the origination, structuring, closing, and management of PACE, (Property Assessed Clean Energy), bonds.

- Raised start-up and operating capital for the company.
- Raised and implemented funds to purchase PACE bonds originated by Structured Finance from institutional investors including BlackRock and Guggenheim.
- Established the company as one of the leading firms nationwide in originating commercial PACE financing.
- The firm operates nationwide.
- Opened corporate offices in San Diego and Los Angeles.
- Established relationships with investment banking firms to re-market the PACE bonds.
- Works with institutional investors to develop a secondary market for PACE bonds.

Continuing Lecturer

Rady School of Management
University of California, San Diego
La Jolla, CA

September 2007 – Present

In charge of teaching undergraduate courses in finance and management accounting.

MGT 181 Enterprise Finance	Taught 32 times since Fall 2008
MGT 5 Managerial Accounting	Taught 7 times since Winter 2010
MGT 45 Principles of Accounting	Taught 4 times since Winter 2012
MGT 185 Investment Banking	Taught 20 times since Spring 2013
MGT 187 New Venture Finance	Taught 29 times since Winter 2016

Enterprise Finance is a basic overview of finance for upper-division undergraduate students. Investment Banking is an upper-division course providing hands-on examples of various investment banking and private equity transactions. The focus is on providing students with the necessary skills to join a major investment banking firm and add value to their employer. New Venture Finance provides students with the knowledge and skills to raise seed and venture capital for new ventures. The course includes marketing, presentations, and strategies for successful fund raising. The course also contains a detailed discussion of term sheets and valuation.

Chief Operating Officer

Southern California Reproductive Center
Beverly Hills, CA

May 2008 – April 2009

Senior executive in charge of finance and operations for a \$20 million revenue in-vitro fertilization clinic with six separate locations. Brought in as a consultant to turnaround operations, increase sales and improve cost structure.

- Responsible for budget including design and management.
- Reduced expenses by in excess of 20% while improving operating efficiencies.
- Responsible for all cash management and cash forecasts.
- Increased revenues by 14% by revitalizing marketing efforts, improving internal and external sales effort, defining the target market and implementing a strategy to convert these market opportunities into revenues.
- The result of efforts on operations and sales was an increase in net income in excess of 12% in nine months during a tough economic period.

Vice President Finance

Interstar Technology Group, LLC
San Diego, CA

May 2006 – May 2008

Senior executive in charge of finance and marketing for a spin-off of Chiron Global Systems Group, a German based manufacturer of manufacturing technology.

- Interstar is an independent company consisting of the former members of the Chiron Global Systems Group. (Please see below.)
- Responsible for developing the cost per part financing program for manufacturing technology worldwide.
- Responsible for arranging customer financing worldwide.

Director of Finance and Corporate Development

Chiron Global Systems Group
San Diego, CA

March 2003 – May 2006

Senior executive in charge of finance, sales, and marketing for a division of a German based manufacturer of manufacturing technology.

- Prepared and implemented business plan for Global Systems Group focused on providing technology, financing, and services on a cost per part basis to the 15 largest potential customers in the U.S. (“Cost per Part Program”)
- Developed and implemented marketing strategy to sell Cost per Part Program to target customer base.
- Hired and currently manages sales team charged with selling Cost per Part Program to target customer base.
- Conceptualized, developed, with third party investors, and implemented financing aspect of Cost per Part Program.
- Revenue increased from \$0 to in excess of \$20 million in three years.

Corporate Consulting

San Diego, California

January 2002 – February 2003

Provide consulting services to companies seeking to raise additional financing as well as those with operational issues.

- Prepared a business plan for a medical device company.
- Prepared business plans and arranged joint venture partnerships for a software company involved in the music business.
- Associate Professor of Corporate Finance at the University of San Diego.

Chief Financial Officer

PMR Corporation, San Diego, California

October 2000 – December 2001

Member of the senior management team of a public healthcare services and software company.

- Reduced annual corporate expenses to in excess of \$6.5 million.
- Sold Internet-related subsidiary, in a difficult market, with minimal impact on the parent company's stock price.
- Managed accounting and treasury functions. Established accounting policies and procedures. Reduced monthly closing time from 20 business days to less than 10.
- Managed MIS and human resources functions.
- Responsible for all investor relations activities.
- Managed six individual software development teams. Completed development project on time and on budget.

Corporate Consulting

San Diego, California

October 1999 – October 2000

Consulting for two separate early-stage firms. (1 biotech, 1 consumer electronics)

- Development of business models and pricing policies.
- Prepared business plans.
- Development of operations and policy manuals as well as accounting systems.
- Origination, structuring, and closing of financings.

Chief Financial Officer

Elemental Software, Inc., Carlsbad, California

March 1999 – September 1999

Member of the senior management team of an Internet tools software company backed by Accel Partners.

- Prepared company financial infrastructure for sale.
- Negotiated the sale of the company to Macromedia.
- Supervised negotiation of agreements and due diligence.
- Managed accounting, human resources, and MIS staff.

Chief Financial Officer

Eco Soil Systems, Inc., San Diego, California

June 1996 – March 1999

Member of the senior management team of an agriculture biotech and distribution firm. Joined the Company as its 24th employee. Revenues grew from \$4 million to in excess of \$100 million in three years.

- Led the initial public offering (IPO) and completed a secondary public offering to finance acquisition strategy and internal growth. Managed the entire fund-raising process including selection of investment bank, due diligence, drafting of SEC documents, working with analysts, road show and closing.
- Implemented and managed financial and accounting control procedures for distribution business with 8 separate sites located throughout the United States.
- Supported negotiations of seven (7) separate strategic acquisitions.
- Directed the due diligence, financing, closing and integration of acquisitions.
- Managed and completed a \$6.0 million private placement prior to the initial public offering to fund acquisitions.
- Managed and completed a \$15.0 million private placement of debt to fund acquisitions and internal growth.
- Negotiated credit facilities ranging from \$3.0 million to \$20.0 million.
- Arranged in excess of \$2.0 million of capital lease financing.
- Developed and implemented a reorganization plan that reduced annual operating expenses by \$2.0 million.
- Complete responsibility for all investor relations including buy and sell side analysts.
- Managed a staff of 16 individuals that handled all SEC and management reporting requirements. The company had both distribution and manufacturing environments.

EDUCATION

COLUMBIA UNIVERSITY, Graduate School of Business MBA (Finance and Accounting)
1979

UNIVERSITY OF CALIFORNIA, San Diego BA (Economics) 1977

OTHER

Married for 40+ years. Two children, one a surgeon and one a professor of English and Gender Studies

Skills include: Microsoft Office, Zoom, Dropbox, Canvas, Google Calendar, Outlook, Google Mail