



## Rob Severson Curriculum Vitae

A results-oriented leader with over thirty years experience in management, sales, finance, and accounting.

### Employment History

#### TENTMAKERS

2004 - 2005

Christian Leadership Training Organization  
Sales and organizational planning.

#### MINNESOTA INVESTMENT NETWORK CORPORATION

2000 - 2004

MIN-Corp is a venture firm making investments primarily in rural Minnesota.

My responsibilities included being the Chief Financial Officer and an account investment officer. I provided oversight to accounting and management activities, invest idle cash, and seek and manage new portfolio's opportunities for the fund.

#### NEWGATE CAPITAL, INC.

1996- 2000

Newgate Capital, Inc., the successor to Severson Financial was formed to bring in a partner and to expand to include merger and acquisition services.

My role was to continue corporate financing, coaching, and advisory services and also to work with mergers and acquisition services.

Continued corporate financing placing and advising in over \$20 million of debt placement for buyouts, turnarounds, or asset purchases.

Concluded sales of several small businesses.

Arranged a representation/retainer agreement with American Commercial Finance Corporation, West Hartford, CT, to represent them in this market. ACFC is an asset-based lender seeking to grow outside of their East Coast presence.

#### UNITED CAPITAL RESOURCES, INC. dba SEVERSON FINANCIAL

1990 - 1996

Severson Financial was my solely owned corporate finance consulting firm.

My mission was to help businesses succeed by assisting them in being adequately financed and providing coaching and advisory services.

Worked with over 50 businesses placing over \$100 million in debt

Expanded personal contact and referral network to over 500 valid contacts, an essential in a referral based business.

#### NORWEST CORPORATION

1970 - 1990

Minneapolis, MN

Norwest is a \$20 billion + national financial services holding corporation with offices in most of the United States. I was involved in the following for them:

#### Norwest Business Credit, Inc.

Norwest Business Credit, Inc. is an asset-based lender leading the industry in the upper Midwest for over 16 years.

##### *President* 1987 – 1990

Reversed downward trend in portfolio increasing outstandings from \$113MM to \$180MM in 3 ½ years.

Motivated and empowered staff of 40+ to meet company profit and growth objectives.

Promoted national growth by opening offices in Des Moines, Denver, and Dallas.

Purchased five loans from distressed Dallas bank for profit and as an experiment in purchasing asset based credits.

Supervised several significant credit problem resolutions.

*Vice President – Marketing* 1983 – 1985  
Recruited, trained and expanded new marketing staff.  
Increased network for deal flow.

*Marketing Representative* 1983 – 1985  
Closed approximately \$20 million in new credit lines.  
Marketed asset based loans in seven state Norwest area.

### Norwest Bank Minnesota

The leading bank for Norwest.

*Commercial Loan Officer* 1980 – 1983  
Successfully completed Norwest Bank's Management/Commercial training program.  
Developed and implemented marketing plan for wholesale distribution industry.

### Norwest Corporation

*Commercial Loan System Project Manager*  
Managed implementation of automated commercial loan management information system.

### Norwest Audit Services

The audit service arm for the corporation.

*Senior EDP Auditor* 1975 – 1978  
Developed and supported audit software programs for field auditors.  
Consulted with systems personnel regarding new systems development.

### Norwest Bank Minnesota

*Lead Auditor* 1970 – 1973  
Supervised operational and system audits.

ANDESON & SIEBERLICH, CPAs, St. Paul, MN

1973 – 1975

MAIN HURDMAN, CPAs, Minneapolis, MN

1969 – 1970

*Auditor*  
Earned CPA certificate.  
Specialized in banking audit work.  
Also involved in other industry and tax work.

MINNEAPOLIS VOCATIONAL SCHOOL

1971 – 1972

AMERICAN INSTITUTE OF BANKING

1976 – 1980

Taught accounting in adult education programs.

### Educational Background

B.A. Luther College, 1969 Major: Business Administration – Emphasis in Accounting and Economics CPA

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