

STEVEN G. JACOBS

**1707 High Street
Des Moines, IA 50309-3313
(515) 282-8019 ext. 204**

BUSINESS AND PROFESSIONAL EXPERIENCE

BCC Advisers (f/k/a Business Capital Corporation), Des Moines, Iowa

Principal and President (September 1990 to Present)

Consultant and adviser to businesses on the sale/purchase of companies, financial and management projects, due diligence analysis and corporate finance assignments.

Bankers Trust Company, Des Moines, Iowa

Sr. Vice President/Metropolitan Banking (October 1986 to September 1990)

Directed and coordinated the operation of six retail banking locations, as well as installment loan, small business lending and collections. Responsible for planning, organizing and directing business development activities and strategies to achieve growth objectives, including construction of a new \$2 million banking facility in Clive, Iowa.

Vice President/Metropolitan Banking (February 1983 to October 1986)

Directed and coordinated the operation of six retail locations as well as the installment loan, collection and mortgage loan departments. Measured, evaluated and managed the effectiveness of the consumer division through observation and systematic review of 80 employees.

Vice President/Commercial Lending (September 1982 to February 1983)

Assistant Vice President/Commercial Lending (January 1981 to September 1982)

Responsible for account management, servicing, collection and administration of 120 customer relationships. Increased loan portfolio from \$6 million to \$14 million with new business development representing \$6.5 million.

Banking Officer/Real Estate Lending (January 1979 to January 1981)

Accountable for origination, processing, and closing of single-family mortgage loans. Other responsibilities included interim construction lending and smaller commercial development loans.

Specialist/Real Estate Lending (February 1978 to January 1979)

Responsible for knowing state and federal real estate laws, customer interviews, residential loan applications, and loan processing/closing.

Management Trainee (June 1977 to February 1978)

Introduced to all facets of banking operation.

EDUCATION

Drake University, Des Moines, Iowa - MBA, December 1989; BSBA, May 1977
Indianola High School, Indianola, Iowa - Graduate, May 1973

PROFESSIONAL LICENSES AND EDUCATION

Investment Banker Licenses (Series 62, 63, 79) – Registered Representative with Stillpoint Capital, LLC, 2010 to Present
Iowa Real Estate License - Salesperson, 1991 to 1995; Broker, 1995 to Present
National Commercial Lending School - Norman, Oklahoma, November 1982
RMA Omega Commercial Loans to Business Course - Bankers Trust, May 1981
School of Mortgage Banking - University of Notre Dame, October 1980

CIVIC AND OTHER ACTIVITIES

Current Associations and Positions:

- Int'l Association of M&A Partners (IMAP) – Designated Member, 1995 to Present; U.S. Representative to Membership Committee; North American Council Member
- Iowa Scottish Rite Masonic Foundation - Senior Vice President, 2006 to Present
- West Des Moines Community Enrichment Foundation - Chairman and Board Member
- John Stoddard Cancer Center - Finance Committee Member
- Rotary Club of Des Moines - Chair of Foundation Committee
- Des Moines Rotary Club - Member, 1991 to Present
- Plymouth Congregational Church - Member, 1983 to Present
- Des Moines Golf & Country Club - Member, 1987 to Present
- Reciprocity Breakfast Club – Member, 2002 to Present; President, 2007

Past Associations and Positions:

- Plymouth Congregational Church - Moderator, 2006 to 2007
- International Association of M&A Partners - Affiliated Member, 1994 to 2007
- International Association of M&A Partners - Membership Chair, 2000 to 2002
- West Des Moines Library Board of Trustees - Vice Chair, 1996 - 1997
- Plymouth Congregational Church - Board of Christian Stewardship, 1994 to 1997
- Phi Delta Theta Householding Corp. - Secretary, 1987 to 2004
- Variety Club of Iowa - Past President and Board Member, 1980 to 1996
- Friends of WDM Library - Fundraising, 1994 to 1995
- Drake University - National Commission II, 1993 to 1994
- West Des Moines School District Bond Referendum - Financing Chairperson, 1990
- American Bankers Association - Consumer Lending Advisory Board, 1986 to 1987
- Greater Des Moines Leadership Institute - Member, 1983 to 1984
- Robert Morris & Associates - Communication Committee; Chairman, 1982
- Young Mortgage Bankers Committee - Treasurer, 1980 to 1981
- Junior Achievement/Project Business Consultant - Volunteer
- United Way - Fund Raising; Volunteer
- BRASS Breakfast Club - Past President and Founder, 1984 to 2002

PERSONAL

Born Indianola, Iowa, 1955. Married. Two daughters.