



Robert Peterson

Dear Pine Lake Preparatory Board and community,

Having relocated to Davidson from Northern Virginia over 3-years ago with little appreciation for the unique and rewarding experience of a NC charter school education, Casey and I have been blown away by the experience at Pine Lake Preparatory. In retrospect, its easy to understand why PLP has become so succesful and in demand - the committment to our PRIDE values and sharp focus on continuously improving education outcomes for PLP's students has created a culture of excellence that I hope to continue.

As Treasurer and Finance Chair, we've established new frameworks and strategies for ensuring financial stability and planning for growth. Our goals for the 2022 – 2023 school year set the foundation for capital expansion to maintain and enhance curriculum to meet the evolving needs of industry while addressing financial barriers to attendance. The 5-year strategic planning process underway offers a unique opportunity to explore ways to reinforce our culture and expand our vision in pursuit of excellence in academia and beyond.

An unwavering committment to unparalleled character and academic outcomes for our students ties our mission together and I would be proud to continue to represent the Pine Lake Preparatory Board. This school has given more to Casey, Ella (graduating Senior), Peyton (rising 7th grader), and I than I could have ever imagined – giving back in any capacity is a small token of our appreciation for this wonderful gift.

Sincerely,

Robert (“Bobby”) Peterson

Robert Peterson

EXECUTIVE SUMMARY

Results driven, proven financial leader with a demonstrable history of progressive responsibility and accountability, and past performance generating stable returns. Resourceful leader that pursues excellence balanced by pragmatism necessary to delivering in a transparent, entrepreneurial environment.

AREAS OF EXPERTISE

- Corporate finance: Venture capital fundraising and execution, asset-backed debt structuring and business development, M&A and investment analysis, and competitive marketing analysis.
- Advanced financial analysis: Qualitative and quantitative risk and return analysis, financial modeling, and transaction execution analysis.
- Financial reporting: Internal and external financial reporting, custom object and field design, report building and automation, and data warehouse design and integration.
- Financial Management: Portfolio management and trading, asset valuation, interest rate (duration) hedging.
- Business Development: Strategic partnerships, key customer interaction, and contract negotiation and execution.
- Executive Leadership: Management of executive team and department leads, reconstruct company mission and vision, and align goals and objectives, drive accountability and continuance improvement mindsets.

EXPERIENCE

Infrascale, Inc.

Reston, VA

Chief Executive Officer

January 2022 - current

Lead the growth strategy, streamlining of operations, and financial management for privately-owned DRaaS and Cloud Backup technology provider serving small and medium sized businesses through channel partnerships and innovating next generation products to help our channel scale while addressing the demands of mid-market enterprises to expand addressable market.

- Reformed leadership team and implemented retention strategies for key positions to foster commitment to company's mission and objectives in 2022 and beyond. Reprioritized roadmaps for key functions to ensure resource availability and alignment with customer value and expectations.
- Managed through relocation and stabilization of Ukraine-based IT, Operations, and Engineering team in response to Russia incursion. Transitioned to a fully remote workforce while resuming SDLC cadence to expand core functionality and addressable markets.
- Drove shift to profitability, from negative EBITDA margin to 10%+, through smart cost reduction and more efficient use of resources and technology.
- Reset infrastructure strategy transitioning from private data centers to public cloud compatibility at global scale.
- Launched broadline distribution partnerships to enhance GTM capabilities and decoupled infrastructure services in to enable pure SaaS applications and delivery.

Chief Financial Officer

January 2020 – January 2022

Responsible for the overall Finance and Accounting, sales operations, capital raising, and business intelligence functions necessary to stabilize and pivot the company post-restructuring.

- Rebuilt operations in VA upon closure of the CA office, oversaw training and delegation of duties to offshore backoffice team in India.
- Executed \$11M debt refinancing with venture lending division of large, regional bank retiring all legacy debts in full and reducing projected annual interest expense by over 50%.
- Retailored data management and financial reporting to track SaaS metrics by product and channel.

- Rescaled and tiered sales commissions model by product to advance commitment term and transaction profitability objectives.
- Redeveloped budget process to track liquidity metrics and perform variance analysis resulting in material cash surplus relative to budget in 2020.
- Delivered 12% increase in revenues in 2020 despite anemic growth opportunity due to COVID by enhancing billing automation, consolidating of billing activities, reducing credits and refunds due to billing errors, redeveloping A/R workflows and service operations, and collaborating with sales and customer success efforts to reduce churn.
- Embarked on and supported the financial and daily management of a sell-side process with DH Capital to create exit options for the company and investors.

Route 66 Ventures, LLC

Alexandria, VA

General Partner, Credit Opportunities

January 2015 – January 2020

Responsible for investment strategy and decisioning of \$100M+ private credit portfolio focused on short duration, asset-backed and opportunistic investments in the FinTech and Financial Services sectors. Generated a gross yield in excess of 15% investing across the prime consumer, lease-to-own, small ticket commercial, SFR development, and factoring sectors. Leveraged efforts of venture capital team to identify early-stage credit opportunities validating the utility of non-dilutive credit to the emerging FinTech industry and total return outperformance of non-bank origination platforms.

Investments

- \$20M receivables LOC to venture backed multichannel lease-to-own provider: 25%+
- \$20M asset-backed debt facility for high yield, small balance commercial lender: 13%+
- \$20M seasoning LOC to real estate bridge financing platform: 13%+
- \$30M asset-backed debt facility for contractor wage advance platform: 15%+
- \$5M convertible note investment in residential solar lending platform: 30%+
- \$10M bridge loan investment to business continuity technology provider: Restructured

Senior Vice President, Structured Credit

January 2013 – January 2015

Responsible for thesis and operational development of \$100M+ private credit opportunities fund focused on venture-backed or opportunistic consumer, commercial and alternative asset verticals.

- Executed acquisition of \$500M portfolio of non-performing, private student loan assets with strategic partner.
- Deliberate expansion into additional verticals predicated on a risk-adjusted framework and marshaling of core expertise pricing credit and designing efficient and optimal funding vehicles and exit strategies.
- *The American Home, LLC (portfolio company)*
- Responsible for sourcing and evaluation of a secured credit facility or ABS vehicle to fund the company's 2,500 property portfolio. Route 66 exited the American Home in a sale to a publicly traded REIT in 2014.
- *Goal Financial, LLC (predecessor)*
- Managed the P&L and optimization strategy of the legacy \$4.5B portfolio of student loan residual interests of Goal Structured Solutions, LLC.

Goal Structured Solutions, LLC

Alexandria, VA

Senior Vice President, Head of Capital Markets

July 2008 – January 2013

Responsible for management and return optimization of legacy \$8B student loan ABS portfolio of residual interests including debt restructuring and retirement, risk management and new portfolio acquisitions and financing.

- Retired \$900M in legacy auction-rate notes generating profits in excess of \$100M through open market operations and broadly syndicated redemption transactions to arbitrage market illiquidity premiums post crisis.
- Developed and executed novel interest rate derivative structure (combination of ATM interest rate swap and short OTM interest rate caps) designed to protect against embedded interest rate risk and mirror Dept. of Education SAP return guarantees.
- Implemented Wall Street Analytics as the primary enterprise cashflow modeling tool, contributed significantly in beta testing and automation of their student loan module.
- Managed rating agency, counterparty, lender, and investor relations on behalf of Goal Financial, LLC (issuer).

E*Trade Financial Corp.

Arlington, VA

Risk Analyst

2007 - 2008

Responsible for interest rate risk analysis of securities and derivatives portfolio through stochastic, scenario and attribution analysis.

- Generated monthly risk metrics (EaR, EQaR, hedge expense) to recalibrate interest rate derivatives portfolio.

- Developed market value attribution analysis model segregating and measuring impact of changes in the level and volatility of interest rates and credit spreads on the portfolio.

Portfolio Manager

2007

Responsible for management of bank's \$2.5B prime and Alt-A RMBS portfolio, \$1.0B municipal bond portfolio and \$90M Community Reinvestment Act ("CRA") portfolio.

- Led investment process from sourcing to execution cultivating strong relationships with the dealer and investment community. Apprised senior management of development and trends affecting the portfolio and broader market.
- Established bank's Bank Owned Life Insurance ("BOLI") investment strategy and performed diligence on select investment managers for senior management consideration.

Friedman Billings Ramsey Group, Inc.

Arlington, VA

Fixed Income Analyst, Principal Investments

2003 – 2007

Responsible for P&L of \$7B residual interest portfolio backed by subprime mortgage loans and analytics, funding strategy and risk management for \$11B MBS portfolio.

- Led securitization process for retained subprime mortgage loan portfolio and hedging of \$600M monthly origination pipeline from wholly owned origination subsidiary.
- Monitored servicing quality to identify areas of ineffectiveness or latency and implemented strategic changes to drive reduction in excessive workout efforts and earlier recognition of credit deterioration.
- Supported execution of \$5B A-1+ commercial paper program established to diversify funding for the MBS portfolio.
- Assisted in identification and financial evaluation of M&A targets and merchant banking opportunities.

KPMG, LLP

McLean, VA

Senior Associate

2000 – 2003

Responsible for providing assurance and consulting services to issuer clients spanning GSE and the bulge bracket in consumer and non-consumer asset classes.

- Structured and attested deals backed by conforming and non-conforming mortgages, commercial mortgages, student loans, auto loans and esoterics.
- Assumed issuer role on behalf of GNMA providing guidance on procedural and disclosure standards and managing the deal process.

EDUCATION

Robert H. Smith School of Business, University of Maryland

Master of Business Administration, finance concentration

College Park, MD

May 2007

American University

B.Sc. Accountancy, International Finance minor

Washington, DC

May 2000

PERSONAL

Extracurriculars: Small business owner, pediatric Cancer awareness volunteering and fundraising.

Hobbies: Running and cooking, offshore fishing whenever possible.

Family: Proud husband and father to three daughters active in travel soccer and a wonderfully patient and supportive spouse.