



### **Paul A. Juffer, CPA**

*Securities Licenses - Series 7, 24, 63 & 82  
Managing Partner, Shareholder*

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515-457-2263

#### **SUMMARY BIOGRAPHY**

Paul is a seasoned executive with more than 35 years of leadership experience in all aspects of business and financial operations. He has been a partner and shareholder of LWBJ since 1997 and currently serves as the firm's Managing Partner. Through his focus on business advisory, M&A and investment banking services, he provides the following client services.

- Advice on mergers, acquisitions and divestitures
  - Sell side advisory services
  - Buy side advisory services
  - Valuation services
- Transaction assistance, including due diligence and integration services
- Business advisory services, including CFO and transaction readiness services
- Valuation services
- Succession planning
- Capital formation and financing strategies
- Business and strategic planning
- Operational and financial consulting
- Work-outs, restructuring and receiverships
- Expert witness and litigation support

Paul serves clients in numerous industries – including technology and communications, agribusiness and life sciences, professional and business services, venture capital, private equity, real estate and construction, healthcare and MRD.

Through LWBJ, he served as CFO for several successful emerging technology companies:

- Harrisvaccines, Inc., a global leader in vaccines technologies for food producing animals located in the Iowa State University Research Park. Mr. Juffer assisted the company in a merger with Merck Animal Health.
- New Link Genetics, a life science company located in the ISU Research Park. Mr. Juffer assisted the company in its initial equity raises. The stock of New Link is now publically traded with a market capitalization of more than \$1 billion.
- e-markets, Inc., an Ames-based ag technology company. Mr. Juffer assisted the company in equity raises of more than \$20 million.

After college, Paul joined the Des Moines office of KPMG, serving in several managerial roles over a 10-year period.

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**Boards of Directors & Advisory Positions:**

- Board of Directors, FBL Financial Group (Traded on NYSE under the symbol FFG)
- National Advisory Board, Drake University School of Business and Public Administration
- Greater Des Moines Committee, Greater Des Moines Partnership
- Finance Committee, Catholic Foundation of Southwest Iowa
- Board of Directors & Executive Committee, Technology Association of Iowa

**Memberships & Community Service:**

- Member, Kansas City Chapter – Association of Corporate Growth (ACG)
- Member, Iowa Society of Certified Public Accountants
- Member, American Institute of Certified Public Accountants
- Alumni, Association of Business and Industry Leadership Iowa