
Summary Bio

December 1, 2023

for

Jack Mergner

Managing Director



JGM Partners, L.L.C.

Corporate Development & Advisory • Consulting • Capital Services



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12/01/2023

BIO

JACK MERGNER

Mr. Mergner is a resourceful, performance and results driven executive-level professional experienced in business development, management, marketing, sales and consulting spanning more than 35 years.

He possesses a diverse background and skill set with extensive experience in the financial services, asset management, financial & estate planning, securities, and insurance industries – as well as in business development, corporate advisory, capital structuring & raising, renewable energy, oil & gas, and real-estate industries. Mr. Mergner maintains excellent networking, communication, management, and marketing skills.

Mr. Mergner currently serves as Managing Director of JGM Partners, LLC, a company he founded in 2010 which provides comprehensive corporate development & advisory, consulting, and capital services to engaged clients primarily located in the United States, and certain other non-US regions as well.

JGM Partners is industry agnostic and works with a wide range of conventional and unconventional/alternative funding sources; structured finance lenders; private equity and venture capital firms; investment banks, family offices, institutional investors, insurance companies; high-yield programs; specialty lenders; premium finance lenders; asset-based lenders using a variety of collateral sources including marketable securities, CRE and other developed and undeveloped real property, financial instruments (SBLCs, BGs, SKRs, MTNs, et al.), equipment, AR, inventory, mining assets, and IP; factoring and commercial finance companies; hard money lenders; unsecured funding sources; commercial banks, SBA and USDA; and others to assist clients with identifying, structuring and obtaining the most appropriate type and amount of capital they require to meet their short-, intermediate-, and long-term capital requirements.

JGM Partners also works with project developers seeking bridge, debt, equity, mezz, A&D and construction financing. In addition to helping structure and arrange funding for clients, other services provided range from entity structuring, formation, organization and management -- to collaborating with a client's other professional advisors (attorney, accountant, and other professional advisors) to identify best practices, strategies and options for growth, new project development, business scaling, M&A, sale or other potential exit options.

In June 2013, Mr. Mergner founded a private registered investment advisory firm, and served as the company's President, Chief Executive Officer, Chief Investment Officer, Chief Compliance Officer and sole owner. He was also a licensed independent (non-captive) insurance agent through December 2020.

Prior to then, Mr. Mergner worked for more than 27 years in the financial services industry in a variety of capacities including as a Senior VP with various investment regional and national firms including Dominick & Dominick, Inc., Wheat First Butcher Singer (now Wells Fargo Advisors), Salomon Smith Barney (now Morgan Stanley), and UBS Financial Services where he provided investment advisory and portfolio management services to individuals, families, and business clients -- including management of retirement plans assets for the same.

While at Smith Barney, Mr. Mergner managed assets for 1,500 clients. He's experienced with the use of traditional wills, revocable trusts, durable financial and health care powers of attorney, living wills, guardianships, conservatorships, irrevocable life insurance trusts (ILITs), irrevocable special needs trusts, among others. Mr. Mergner has been recognized and received numerous investment industry awards for professionalism, leadership, and achievement. He was ranked in the top 5% of Financial Advisors in the US, by production and assets under management (AUM), (1992 – 2000).



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In addition to the Investment Advisor Rep (FINRA Series 65) license held from June 2013 – December 2017, from 1981 through 2006 Mr. Mergner held various other licenses including General Securities Registered Rep (FINRA Series 7), Uniform State Securities Agent (FINRA Series 63), Investment Advisor Rep (FINRA Series 65), and Life & Health Insurance Agent. Over the ~31 years that the various securities and insurance licenses were held by Mr. Mergner, each was always kept ‘in good standing’ and compliant with all applicable federal and state regulatory agencies.

In December 2017, Mr. Mergner decided to dissolve the registered investment advisory firm he founded in 2013 to focus full-time as Managing Director of JGM Partners.

From 2010 through December 2020, Mr. Mergner served as a Senior VP and licensed insurance agent with an independent (non-captive) insurance and fixed-indexed annuity agency he helped co-found in Raleigh-Durham, NC. He advised both individuals and businesses in the areas of life insurance, needs analysis, risk management, buy-sell insurance, business succession planning, retirement– and estate–planning, tax–deferred fixed indexed annuities, and other related strategies, products and services.

Mr. Mergner’s experience in the energy industry began in 1980 when he became actively involved with the structuring, syndication, management and administration of thirty oil & gas private placement offerings formed to drill developmental wells in Ohio, Pennsylvania and Texas. Combined, the offerings raised more than \$30 million from primarily accredited HNW investors. In connection with these drilling programs, he worked extensively with driller-operators, corporate management, field personnel, landowners, petroleum engineers, geologists, project accountants, legal and tax professionals and is experienced with the drafting of OMs/PPMs and investor subscription documents. To ensure full compliance with all applicable federal and state securities laws, he has worked directly with the Securities and Exchange Commission (SEC) and state-level securities divisions charged with the review, oversight, regulation, and governance of securities offerings. In addition to serving as a general partner for a number of the oil & gas drilling programs, Mr. Mergner continued to provide ongoing management and administrative services through 2009 to approximately 900 limited partners/investors and other general partners who participated in the 30 drilling programs. These services were provided by a management and consulting firm co-founded by Mr. Mergner in 1992 for which he served as its President and CEO.

In July 2014, Mr. Mergner founded and led a new independent exploration and production (E&P) company and served as its Managing Member. The Pennsylvania–based company was formed with plans to drill up to 150 unconventional horizontal natural gas wells on ~11,000 aggregated acres of Marcellus Shale property located in northeastern PA. Due to favorable pricing differentials at that time, all natural gas produced from wells drilled was intended to be directed to Cheniere Energy Partners’ (NYSE:CQP) new liquefaction facility in Cameron Parish, LA for conversion into liquefied natural gas (LNG) and exported by tankers to contract purchasers in Asia, Europe, and Latin America. Unfortunately, due to the rapid collapse of oil prices in 2014 globally (to which natural gas prices were indexed) from \$112/barrel (BBL) in July 2014 to \$62/BBL by December of that year, the planned multi-billion dollar venture was tabled. Oil prices declined further in 2015 ending the year below \$40/BBL and fell below \$27/BBL in Q1-2016.

In 2003, Mr. Mergner founded a private real estate development entity for which he served as its President and CEO until 2008. In this capacity, he conceptualized, and his company served as developer for five residential, mixed-use, and CRE with an aggregate build out value in excess of \$225 million. Mr. Mergner was responsible for raising more than \$6 million of private equity capital and more than \$35 million of conventional debt financing for development of the various projects.



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Mr. Mergner has served, or currently serves, as a corporate advisor, consultant and/or advisory board member for several privately held companies in both the US and abroad. To date, he has been directly involved in the formation of more than 70 entities including C-corps, Subchapter S-corps, limited liability companies (LLCs), limited partnerships, and general partnerships. He has served in a variety of capacities including organizer, founder, co-founder, Chairman, CEO, COO, CIO, Chief Compliance Officer, President, Senior VP, Director, Managing Director, Managing Member, Member, General Partner, Limited Partner, Registered Agent, and Tax Matters Partner.

From October 2014 through December 2015, Mr. Mergner served as Chapter Chair for the Greensboro, NC SCORE Association, a 501(c)(3) nonprofit organization founded in 1964 and partner with the US Small Business Administration (SBA). SCORE is the nation's largest network provider of business services (<https://www.score.org/>). At that time, the Greensboro NC Chapter was one of SCORE's ~370 chapters throughout the US with more than ~11,000 working or retired professionals and business executives who volunteered their time and provided "free" confidential business counseling and mentoring services by subject matter or industry expertise to entrepreneurs as well owners of established businesses. Mr. Mergner served as a SCORE volunteer, business counselor and mentor from April 2011 through the end of 2015. He has held volunteer positions with other nonprofit organizations as well.

Mr. Mergner earned a Bachelor of Science (B.S.) degree in Accounting from The Catholic University of America (CUA) in Washington, DC. After graduating from CUA, he attended University of Maryland at College Park to complete advanced coursework in accounting and auditing to meet the State of Maryland's eligibility requirements to sit for the Certified Public Accounting exam.

He has three children and resides in Greensboro, NC.

[Resume follows]



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RESUME

JACK MERGNER

Jack Mergner is a resourceful, performance driven executive-level professional experienced in business development, management, marketing, sales and consulting spanning more than 35 years. He possesses a diverse background and skill-set with extensive experience in the financial services, asset management, financial planning, investments and insurance industries – as well as in the capital structuring, capital raising, asset monetization, real-estate development, renewable energy, and oil & gas industries. Mr. Mergner maintains excellent networking, communication, management and marketing skills.

He currently serves as Managing Director of JGM Partners, LLC, a company he founded in 2010 which provides comprehensive consulting, non-investment advisory, and capital structuring & raising services to clients in the U.S. and certain international markets.

EDUCATION

UNIVERSITY OF MARYLAND, College Park, MD – Postgraduate studies, Accounting & Auditing.

THE CATHOLIC UNIVERSITY OF AMERICA, Washington, DC – B.S. Accounting

PROFESSIONAL EXPERIENCE

JGM PARTNERS, LLC, Greensboro, NC

01/2010 – Present

Founder and Managing Director

- Provides capital structuring & raising, consulting, and non-investment advisory services to business and individuals in the U.S. and certain international markets.
- Assists clients with the structuring, formation, organization, acquisition and/or sale of companies.

STRATEGIC INSURANCE SOLUTIONS, INC., Greensboro/Raleigh-Durham, NC

03/2010 – 12/2020

Senior Vice President and Licensed Independent Life Insurance Agent

- Advised individuals and small business clients in the areas of life insurance, needs analysis, risk management, buy-sell insurance, business succession planning, retirement- and estate-planning, tax-deferred fixed indexed annuities, and other related strategies, products and services.

JGM WEALTH MANAGEMENT, LLC, Greensboro, NC

06/2013 – 12/2017

Founder, President, CEO, Chief Investment Officer, and Chief Compliance Officer

- Licensed Investment Advisor Representative (FINRA Series 65) and licensed independent insurance agent.
- Managed investment portfolios for individuals and business clients.
- Advised clients in the areas of investments, asset allocation, insurance, tax minimization-, financial-, retirement-, estate-, and education-planning strategies.



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MEP, LLC, Wyoming County, PA

07/2014 – 05/2015

Founder and Managing Member

- MEP, an independent exploration and production (E&P) company, was formed in July 2014 to drill up to 150 unconventional horizontal natural gas wells on ~11,000 acres of Marcellus Shale property located in northeastern Pennsylvania.
- All natural gas produced from project wells drilled was intended to be directed to Cheniere Energy Partners' new liquefaction facility in Cameron Parish, LA for conversion into liquefied natural gas (LNG) and exported by LNG tankers to contract purchasers in Asia, Europe, and Latin America.
- Due to the unexpected rapid collapse of oil prices globally in 2014 (to which natural gas prices were indexed) from \$112/barrel (BBL) in July to \$62/BBL by December 2014 – further decline by year end 2015 below \$40/BBL, and below \$27/BBL in Q1-2016., the planned multi-billion dollar venture was tabled.

MANAGEMENT ENTERPRISES, INC., Washington, DC, Bethesda, MD & NC

07/1992 –12/2009

Co-Founder, President and CEO

- Provided consulting, management, administration and advisory services to ~\$30M worth of oil & gas limited partnerships, with collectively ~900 limited partners, formed between 1976 and 1985. Served as a general partner for a number of the limited partnerships.

RCI, INC., Greensboro, NC & Southwestern, VA

06/2003 – 12/2008

Founder, President and CEO

- Served as a principal for a real-estate development, management, marketing and sales organization for residential, mixed-use and commercial projects with an aggregate build out value in excess of \$225M.
- Raised more than \$6M of equity capital and ~\$35M conventional debt financing for five separate development projects.
- Experienced with land selection, contract negotiation, acquisition, financing, zoning/rezoning, obtaining of entitlements, project development, management, marketing and sales.
- Worked directly with local planning and zoning commissions, architects, general contractors, engineers, surveyors, utility providers and other federal, state and local regulatory/oversight agencies including the Federal Energy Regulatory Commission (FERC) and Department of Environmental Quality (DEQ).

UBS FINANCIAL SERVICES, INC., Greensboro, NC

04/2000–12/2004

Senior Vice President – Financial Planner and Portfolio Manager

- Licensed investment advisor representative (FINRA Series 65), Licensed General Securities Registered Representative (FINRA Series 7), Licensed Uniform State Securities Agent (NASAA Series 63), Licensed Life & Health Insurance Agent.
- Advised primarily high net worth clients in the areas of investments, asset allocation, as well as asset management-, tax minimization-, financial-, retirement-, estate-, and education-planning strategies and services.
- Served as 'in-branch' syndicate coordinator for new and secondary equity and municipal bond offerings for which UBS was an underwriter or co-underwriter.

SALOMON SMITH BARNEY, INC., Bethesda, MD & Greensboro, NC

03/1995 – 04/2000

Senior Vice President – Financial Planner and Portfolio Manager

- Licensed investment advisor representative (FINRA Series 65), Licensed General Securities Registered Representative (FINRA Series 7), Licensed Uniform State Securities Agent (NASAA Series 63), Licensed Life & Health Insurance Agent.
- Managed more than \$300 million of investment assets for ~1,500 individual and small-business clients.
- Provided a broad range of financial products and services to primarily high net worth clients.



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WHEAT FIRST BUTCHER SINGER, INC., Bethesda, MD

02/1992 – 03/1995

Senior Vice President – Financial Planner and Portfolio Manager

- Licensed investment advisor representative (FINRA Series 65), Licensed General Securities Registered Representative (FINRA Series 7), Licensed Uniform State Securities Agent (NASAA Series 63), Licensed Life & Health Insurance Agent.
- Advised clients and provided each with a broad range of financial products and services including cash management, financial planning, retirement planning, estate planning and college savings programs.
- Experienced with the use of traditional wills, revocable trusts, durable financial powers-of-attorney, durable health care powers-of-attorney, living wills, irrevocable life insurance trusts (ILITs) and irrevocable special needs trusts (SNTs).

DOMINICK & DOMINICK, INC., Bethesda, MD & McLean, VA

06/1985 – 02/1992

Vice President

- Licensed General Securities Registered Representative (FINRA Series 7) and Licensed Uniform State Securities Agent (NASAA Series 63).
- Advised and managed investment portfolios for individuals, families, and small-business clients.

RIVIERE SECURITIES CORPORATION, Washington, DC & Bethesda, MD

05/1980 – 06/1985

Vice President

- Licensed General Securities Registered Representative (FINRA Series 7) and Licensed Uniform State Securities Agent (NASAA Series 63).
- Advised clients regarding investments and tax-sheltered, developmental oil & gas programs.
- Assisted firm with the structuring, syndication, management and administration of 30 private placement oil & gas drilling programs which raised a total of \$30M+ of investment capital from ~900 investors.
- Served as a general partner for numerous oil & gas limited partnerships.

AWARDS & RECOGNITION

- Recipient of numerous investment firm awards for professionalism, leadership and achievement.
- Ranked by production in top 5% of Financial Advisors in the U.S. (1992 – 2000)

VOLUNTEER ACTIVITIES

GREENSBORO, NC SCORE ASSOCIATION, Greensboro, NC

Chapter Chair

10/2014 – 12/2015

Volunteer Business Counselor/Mentor

04/2011 – 12/2015

- Founded in 1964, SCORE is a 501(c)(3) nonprofit organization and resource partner with the U.S. Small Business Administration (SBA) dedicated to providing “free” confidential business counseling to individuals, small businesses and entrepreneurs.
- The Greensboro SCORE Chapter is one of ~370 chapters throughout the U.S. with more than 11,000 volunteer business counselors/mentors who possess diverse and extensive subject matter expertise by industry and professional experience.



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TRIAD CAREER NETWORK, INC., Greensboro, NC

06/2011 – 05/2013

Volunteer Consultant

- Founded in 2009, Triad Career Network (formerly FPC Jobs, Inc.) began as an outreach ministry of First Presbyterian Church. The 501(c)(3) nonprofit's mission is to assist, support, serve and educate professionals-in-transition facing unemployment and help them achieve the next step in their professional careers.
- Assisted the organization with launching and managing (i.) a website, and (ii.) a re-tooling and retraining curriculum using cloud-based computing for its 900+ active members seeking re-employment.

MEMBERSHIPS

CONGRESSIONAL COUNTRY CLUB, Bethesda, MD

1985 – 2007

Member

KNIGHTS OF COLUMBUS COUNCIL 939, Greensboro, NC

2004 – Present

First Degree Member

- The Knights of Columbus is a fraternal service, charitable and philanthropic organization with almost 16,000 councils and 2 million members worldwide.
- Founded in 1904, Council 939 is North Carolina's largest and second oldest council.

OTHER AFFILIATIONS

PRIVATELY HELD DEVELOPMENT COMPANY, Caribbean Region

01/2018 – 11/2021

Engaged Advisor / Consultant / Board of Advisors Member

- Privately-held holding and development company with interests in land procurement, planning and development of sustainable mixed-use integrated resort with a variety of components including branded ultra-luxury and luxury hotels, residential communities, hospitality, golf courses, gaming, renewable energy (WtE and WtF), aquaculture and agriculture (Aqua-Ag), industrial, manufacturing, educational and medical facilities, seaport, airport, free-trade zone (FTZ), and humanitarian initiatives.

PRIVATELY HELD DEVELOPMENT COMPANY, Caribbean Region

09/2018 – 09/2020

Engaged Advisor / Consultant

- Privately-held company seeking to aggregate 40,000+/- acres for development of a mixed-use integrated resort with 7+/- miles of beachfront along the Caribbean Sea.

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