MARK D. CRAWFORD

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**EXPERIENCE**

**SFI FINANCIAL GROUP, INC.** Warrenton, VA

**Vice President, Private Equity** November 2005-present

*Work for merchant bank/private equity firm with $40M of committed capital specializing in expansion phase equity and debt investing, capital raising, and M&A advisory in the defense, security, and information technology industries.*

• Responsible for leading private equity team in due diligence, directing external advisors, negotiating terms, valuation, and documentation.

• Source new investment opportunities in partnership with executives, investment bankers, and research analysts.

• Formulate value-added initiatives and exit strategies for legacy portfolio.

• Execute private placements for clients including drafting offering documents, contacting qualified investors, and conducting roadshows.

**DEVELOPMENT CAPITAL VENTURES, L.P.** Chantilly, VA

**Associate** August 2003-October 2005

*Worked for private equity firm with $60M of committed capital focusing on mid to late stage growth capital financings, leveraged buyouts, and recapitalizations in the manufacturing, distribution, and business service sectors.*

• Active in subordinated debt and equity investment process through: managing deal flow, conducting due diligence, assessing management

teams, creating operation models, and reviewing term sheets.

• Prepared investment memorandums, valuation analyses, and capitalization tables for committee review for initial and follow-on financings.

• Monitored post investment performance of portfolio companies through analysis of monthly financial statements and other key measures.

• Provided administrative support by coordinating capital calls and preparing portfolio and Fund updates for LPs.

**WORLD DEVELOPMENT GROUP, INC.** Boston, MA

**Principal** March 2001-July 2003

*Co-Founded boutique financial services corporation concentrating on mitigating risk in global privatization transactions.*

• Assisted developing countries in liquidating formerly state-owned assets to fund essential purpose need projects.

• Rendered cash management and debt restructuring services for clients attempting to improve their core infrastructure capacity.

• Directed investor presentations and roadshow for potential private equity placement within firm ($910,000 in equity capital raised).

• Disseminated information on client development activities, funding efforts, and term sheet negotiations, and sector trends to employees.

**COLLEGELINK.COM, INC**. Newport, RI

**Associate, Business Strategy and Corporate Development** February 2000-February 2001

*Worked for education and e-learning Internet portal*.

• Facilitated development of partnerships and joint ventures to attract and aggregate online users (increased registered users to 1.2M).

• Conducted market, competitive, technical, and financial due diligence for strategic initiatives.

• Identified equity investment opportunities in for-profit educational market.

• Built valuation models for potential transactions using various methodologies including: proforma merger, discounted cash flow, relative

contribution, precedent transaction, and comparable company analysis.

• Developed entry mechanisms, profitability mock-ups, and integration plans for newly acquired web properties in company’s product line.

**THE GTECH CORPORATION** Providence, RI

**Senior Analyst, Organizational Consulting** October 1997-January 2000

*Worked in change management and strategic planning department at integrated technology provider to gaming/lottery service industry.*

• Authored one-year and five-year turnaround plan for commercial operations.

• Audited distressed corporate units to streamline business and manufacturing processes (over $500,000 in consolidated savings realized).

• Advised CEO and COO on topics ranging from new business development opportunities to competitive intelligence.

• Participated in all aspects of capital investment decision-making process including: evaluating expansion opportunities, conducting due

diligence, determining appropriate capital structures, and preparing internal investment memorandums.

• Computed ROI, IRR, NPV, and other projected return calculations for potential new products and investments.

**THE KRUGER ORGANIZATION** Washington, D.C.

**Internal Consultant** June 1994-September 1997

*Worked with executive team of multi-media entertainment company in developing and executing operational and financial strategies.*

• Devised strategic plan for new compact disc product line and managed its manufacturing, promotion, and distribution ($10.1M in sales).

• Increased market share (18%), margin performance (23%), and competitive advantage through analysis of historical and current operations.

**EDUCATION**

**VENTURE CAPITAL INSTITUTE** Atlanta, GA

**Certificate Program** September 2003

**AMERICAN UNIVERSITY, KOGOD SCHOOL OF BUSINESS** Washington, D.C.

**Master of Business Administration** May 1997

**TUFTS UNIVERSITY** Medford, MA

**Bachelor of Arts in Economics** May 1994

**SUMMARY OF SIGNIFICANT TRANSACTIONS**

**SFI FINANCIAL GROUP, INC.**

• Vice President representing SFI Financial Group, Inc., a private equity firm/merchant bank, in its $2.10M preferred stock sale in EOTech, Inc.,

a designer, manufacturer, and marketer of electro-optical products and systems, to L-3 Communications Corporation, a publicly traded

defense contractor.

• Vice President representing SFI Financial Group, Inc., in its $1.75M preferred stock purchase in Solution Design Group, Inc., an information

technology consulting firm specializing in the transportation industry.

• Vice President representing SFI Financial Group, Inc., in its $2.50M convertible debenture purchase in Terra Card Services, Inc., a provider

of debit card products to the immigrant and unbanked population.

• Vice President representing Terra Card Services, Inc., in the $1.25M private placement of convertible debentures.

• Vice President representing SFI Financial Group, Inc., in its $3M preferred stock purchase in Triosyn Corporation, a developer of

antimicrobial technology used in combating bio-terrorism and pandemic.

• Vice President representing SFI Financial Group, Inc., in its $3M preferred stock sale in Knowledge Vector, LLC, a maker of software used in

security systems and environmental control centers, to Earl Industries, LLC, a military ship repair and refurbishment company.

**DEVELOPMENT CAPITAL VENTURES, L.P.**

• Associate representing Development Capital Ventures, L.P., a private equity firm, in its follow-on $1.20M mezzanine loan financing of

Graphic Computer Solutions, Inc., a software developer.

• Associate representing Development Capital Ventures, L.P., in its $3.65M preferred stock purchase in Natec, Inc., a manufacturer of

polymer-cased ammunition.

• Associate representing Development Capital Ventures, L.P., in its $2.49M preferred stock purchase in Quads Financial Group, Inc., a

processing and record keeping back-office system provider for qualified retirement plans.

• Associate representing Fastener Distribution & Marketing Company, a fastener distribution holding company and a Development Capital

Ventures portfolio company, in the $3.85M sale of its subsidiary, Gateway Fastener, Inc., to a private party.

• Associate representing Fastener Distribution & Marketing Company in the $5.55M purchase of a senior term loan held by Finova, Inc., a

specialty lender.

• Associate representing Development Capital Ventures, L.P., in its $2.06M common stock sale in AmBath/ReBath, Inc., a manufacturer and

installer of bathtub liners, wall surrounds, and vanity tops, to Gen Cap America Partners, LLC, a private equity firm.

• Associate representing Development Capital Ventures, L.P., in its $17.31M preferred stock sale in Computer Systems Company, Inc., a data

imaging and software system provider, to Prism Ventures, LLC, a private equity firm.

• Associate representing Development Capital Ventures, L.P., in its $0.75M preferred stock sale in Natec, Inc., to MarketVision Direct, Inc.,

publicly traded investment and holding company.

**WORLD DEVELOPMENT GROUP, INC.**

• Principal at World Development Group, Inc. representing the country of Romania in the $21.22M sale of Mediatech Systems

SRL, a public hospital, to SPT Technologies, Inc., a private holding company.

**COLLEGELINK.COM, INC**.

• Associate representing CollegeLink.com, Inc., an education and e-learning Internet portal, in connection with the $3.50M acquisition of

MakingItCount.com, Inc., an Internet teen content web site.

• Associate representing CollegeLink.com, Inc. in connection with the $2.75M acquisition of OnlineScoutingNetwork.com. Inc., an Internet

athletic recruiting web site.

• Associate representing CollegeLink.com, Inc. in the $1M cash purchase of a direct mail business unit from Student Advantage, Inc., a

publicly traded student services company.

• Associate representing CollegeLink.com, Inc. in the $5.70M sale of company assets to TMP Worldwide Inc., a publicly traded holding

company.

**THE GTECH CORPORATION**

• Senior Analyst representing The GTECH Corporation, a publicly traded global information technology company, with its establishment of

Dreamport Inc., a manufacturer of video lottery terminals.