

# David Grzan, MBA / MSFS - CV - 2024

**Accomplished C-Suite Business, Fintech,**

**Banking and CRE Executive**

Boca Raton, Florida

[dg@preipo.com](mailto:dg@preipo.com)

612-618-2686



**Motto: Dictum Meum Pactum - My Word Is My Bond**

- Licensed Securities Professional for over 25 years
- Expert in private equity, private credit, and investment banking
- Demonstrated ability to optimize the bankability and enterprise value of a business
- Financial services specialist: emphasis on financial engineering, capital sourcing, and packaging
- Fractionalized C-Suite Executive (CEO, CFO, COO): For-Profit and 501 (c)(3) Nonprofit Organizations
- Successfully provided over \$2B in off-balance-sheet financing for dozens of Fortune 200 companies
- Demonstrated aptitude for strategic planning and execution
- Excels at business development guided by a fiduciary mindset
- A solutions tactician who ably attains aspirational goals and optimizes outcomes
- Dynamically fluent in business, fintech, banking, and commercial real estate
- Strong organization and communications skills complemented by a winning attitude
- Passionate servant leader & proven team builder who prioritizes excellence over perfection
- Embodies the ethos of best practices united with sound governance
- A proven project manager and change agent with Six Sigma credentials
- Member of the Forbes Finance
- Dean of PreIPO University, affiliated with ATAFOM University

## **Bio:**

- Mr. Grzan has been a successful C-Suite executive in investment banking, private equity, commercial banking, fintech, edtech, commercial/multifamily real estate, and the childcare industry (regionally and nationally) for the past 25 years.
- Mr. Grzan currently serves as Executive Chairman and CEO of PreIPO Corp. and previously served on the board of directors for Equity Bank, Equity Bank Holding Company, Rochester Medical Technologies (with Mayo Foundation

for Medical Education and Research), Rochester Medical Management, Carlson CRE Group, and Charter SPV-I.

- Mr. Grzan earned his MBA in Banking from the University of London (SOAS), his Masters in Financial Services from the Denver School of Financial Planning, and his Bachelor of Arts in Business Administration from Long Island University, a.k.a. C.W. Post College.
- Mr. Grzan was a FINRA-licensed Series 7, 24, and 63 financial securities professional for over 30 years and has recently passed his Series 66 Exam: Registered Investment Advisor Representative.

## Work Experience

---

### **Executive Chairman & Chief Executive Officer**

#### **PreIPO Corporation® - Boca Raton, FL March 2022 to Present**

- Mr. Grzan works with a dedicated and dynamic team of highly competent professionals at PreIPO Corp.® a/ k/a PreIPO® a/k/a [www.preipo.com](http://www.preipo.com)™.
- The mission of PreIPO® is to disrupt and democratize the primary and secondary private markets as an innovative global fintech licensor whose AI-powered fintech platform functions as a force multiplier for distribution and liquidity as a means to create outsized wealth for issuers, intermediaries, and investors.
- The vision of PreIPO® is to democratize access, distribution, liquidity, and “price discovery,” respecting private market securities for all investors throughout the world by leveraging technologies such as generative AI with perpetual diligence and regular current valuation functionality, an alternative trading system (“ATS”) replete with exchange and API integration/aggregation capabilities (“PreIPO Exchange®”); holographic communication devices, augmented virtual reality environments, SaaS models, global branding, risk mitigation tools, blockchains, tokenization and licensing.
- Mr. Grzan is dedicated to the proposition that PreIPO® operates its own proprietary transactional platform. The PreIPO® transactional platform deals with Primary Markets (Issuers) and Secondary Markets (employees of Unicorns and earlier-round investors), where PreIPO® raises capital from sophisticated investors while creating liquidity for issuers, employees, and shareholders alike.
- Mr. Grzan manages the PreIPO Funds that focus on providing capital to Primary Market Issuers and taking "buy-side" positions in the Secondary Market to be

listed on the PreIPO<sup>®</sup> transactional platform for Secondary Market consumption to qualified investors, including: Accredited Investors, Family Offices, Professional Investors, Qualified Purchasers, Institutions and Broker/Dealers.

- Mr. Grzan is an integral part of a world-class team that operates as a center of excellence that is wholly dedicated to comprehensively disrupting, scaling, and democratizing the playing field between the Primary and Secondary Markets by leading with its proprietary PreIPO<sup>®</sup> platform.
- The PreIPO<sup>®</sup> team is uniquely qualified to aggregate and integrate a seamless digital ecosystem selectively, composed of cutting-edge ‘plug and play’ SaaS offerings built around its proprietary PreIPO<sup>®</sup> platforms to exponentiate disruption as well as to power business optimization using the capital formation process as a means to transform and dominate the Primary & Secondary Markets.
- Mr. Grzan performs and exercises the duties incumbent to the Chairman of the Board of Directors at PreIPO<sup>®</sup>.
- Mr. Grzan acts as a General Partner to the Funds and SPVs to benefit PreIPO<sup>®</sup>, PreIPO<sup>®</sup> investors, and various other stakeholders.
- Mr. Grzan is a Dean of PreIPO University, a Global Edtech company affiliated with ATAFOM University <https://atafom.university/>, with curriculums and degree programs in Fintech, DeFi, Primary & Secondary Securities, Alternative Investments, Private Credit, and Licensing.

## **Chief Executive Officer**

### **Beacon Capital Management Services – Port Saint Lucie, FL August 2011 to Present**

- As Chief Executive Officer, Mr. Grzan is currently engaged with PreIPO Corporation<sup>™</sup> and its affiliates. PreIPO Corporation<sup>™</sup> is a technology and data aggregator that operates in the Primary and Secondary Markets through its proprietary platform, PreIPO.com<sup>™</sup>, which hosts PreIPO-as-a-Service<sup>™</sup>.
- Mr. Grzan has specialized in providing access to late-stage pre-IPOs to “Accredited Investors”, including companies like SpaceX, Plaid, Impossible Foods, Rubrik, Airbnb, Palantir, Affirm, Klarna, Epic Games, and many others over the last few years.
- Mr. Grzan is also an active investor in late-stage unicorn pre-IPOs.
- Mr. Grzan is, by education and experience, an independent business, banking, and commercial real estate consultant specializing in the capital formation process, financial engineering, private equity, investment banking services, commercial banking services, operating businesses, expert witness services, fractional C-Suite services as well as having substantial commercial and multi-residential real estate expertise.

- Mr. Grzan has successfully provided comprehensive fractional C-Suite services to an array of regional and nationally recognized businesses, including the Mayo Foundation for Medical Education and Research ("Mayo Clinic"); New Horizon Academy, the nation's largest privately owned childcare company with over 120 child care centers; and Kids Quest, the nation's largest hourly child care and edutainment provider serving over 20 high-profile resort casinos.
- Mr. Grzan secured critical financing for the nation's largest childcare company following the 2008 financial crisis when access to credit was extremely tight, preserving the business as a successful going concern as they approached nearly 50 years as the nation's recognized top-rated childcare provider.
- Mr. Grzan secured USDA financing for certain leasehold improvements respecting Mohegan Sun Casino that required underwriting that mitigated certain inherent lending risks unique to matters touching tribal sovereignty concerning the perfection of security interests via UCC filings.
- Mr. Grzan established and funded Carlson CRE Group, which acquired a 330-bed nursing home and repositioned the decommissioned asset via adaptive reuse as a 168-unit assisted living and memory care facility.
- Mr. Grzan facilitated a comprehensive Licensing Agreement with Mayo Clinic as an equal partner in a newly formed for-profit private equity company, which acted as both an incubator and accelerator respecting certain patented clinical-grade technologies, a.k.a., intellectual property, developed in conjunction with the Department of Defense and DARPA.

## **Chairman & CEO**

### **Rochester Medical Technologies - Rochester, MN December 2015 to July 2018**

- Mr. Grzan co-founded the Company and was responsible for architecting the business strategy, securing the funding, and producing the deliverables.
- Mr. Grzan formulated a Private Equity Accelerator with the Mayo Foundation for Medical Education and Research ("Mayo Clinic") to commercialize intellectual property developed at Mayo Clinic regarding certain classified projects funded by the Department of Defense and DARPA.
- Mr. Grzan formulated a novel for-profit private equity business model by which Mayo Clinic could commercialize its intellectual property without jeopardizing its non-profit status.

## **Chief Manager**

### **Carlson CRE Group - Saint Paul, MN December 2014 to July 2018**

- The Company sought to acquire a certain commercial real estate property, which Mr. Grzan successfully acquired.

- Mr. Grzan co-founded the company and was responsible for architecting the acquisition strategy, securing the funding, and producing the deliverables.
- The subject property was a defunct 330-bed nursing home, which the Company earmarked for conversion to a 168-unit assisted living memory facility through adaptive reuse.
- Mr. Grzan instituted a customized hybrid business model to accommodate public and private pay residents.

### **Chief Financial Officer**

#### **New Horizon Kids Quest - Plymouth, MN November 2011 to December 2016**

- During the financial crisis, Mr. Grzan was retained to secure the refinancing of the nation's largest childcare company, with over 100 locations, which was critical to the company's success as an ongoing concern.
- Having demonstrated his value, Mr. Grzan was designated as the CFO of the sister company, Kids Quest, the nation's largest hourly childcare company serving the casino industry.
- Mr. Grzan successfully guided the founders of the companies in various strategic, legal, and business objectives.
- Mr. Grzan engineered a comprehensive change management initiative that comprehended a culture predicated on the best practices consistent with a center-of-excellence posture. Such measures led to the company being far more bankable as a result of material improvements in capital sourcing, digital marketing, business intelligence, sales management, business development, in-house training, servant leadership, and organizational structure, which significantly improved key performance indicators, and by extension financial and profitability metrics.

### **President & Chief Credit Analyst, Board-Member & Shareholder**

#### **Equity Bank - Minnetonka, MN November 2004 to January 2011**

- Mr. Grzan was an active board member and owner. Mr. Grzan was charged with the duties of President and Chief Credit Officer.
- Before his arrival, the bank was on the brink of failure. Having worked for the majority owner in another business, he was recruited to solve a litany of issues discovered by the FDIC and the Minnesota Commerce Department.
- Mr. Grzan successfully turned the bank around from the brink of failure to become a top-rated bank within 1-year by instituting best practice

- protocols, superior underwriting standards, and proven risk mitigation strategies.
- The FDIC duly recognized Mr. Grzan for his accomplishments.
  - Mr. Grzan successfully passed a crucial FDIC bank examination by achieving the highest rating, which included zero exceptions, a feat no other bank in Minnesota has ever achieved. Mr. Grzan repeated that performance on the following FDIC bank examination.

## **President & Chief Operations Officer (Property Management & Development)**

### **The Remada Company - Minnetonka, MN July 1996 to January 2011**

- Mr. Grzan managed over 1000 apartments and a mixed portfolio of commercial and multi-residential properties, including an office, office showroom, industrial, multi-family, warehouse, golf course, and movie theater.
- Mr. Grzan successfully developed a luxury 407-unit multifamily community.
- Mr. Grzan renovated over 500 apartments earmarked for sale.
- Mr. Grzan successfully positioned the key holdings of the commercial real estate portfolio to be sold to several NYSE-listed REITs at full asking price.
- Mr. Grzan sold the Company-owned golf course for twice the original asking price after making significant improvements to the golf course and the clubhouse.

## **E.V.P & Acquisitions Officer**

### **AEI Fund Management - Saint Paul, MN September 1995 to July 1996**

- AEI is a national syndicator of public and private commercial real estate limited partnerships specializing in funding free-standing single-tenant national and regional brands with an emphasis on family restaurant chains.
- Apart from Mr. Grzan's responsibilities to acquire properties, he raised the lion's share of investment capital for AEI before coming on board. Mr. Grzan continued to source investment capital as part of funding acquisitions.
- Mr. Grzan successfully instituted a novel credit enhancement program by recruiting AIG to underwrite lease insurance for the constituent properties in the several portfolios, accelerating the capital formation process by multiples thereby augmenting the acquisition potential.

## **S.V.P. • National Sales & Syndicate Manager**

**American Finance Group - Boston, MA December 1993 to January 1995**

- American Finance Group ("AFG"), owned by Xerox Credit Corporation, was the nation's 14th largest equipment finance company. The Company syndicated limited partnerships and investment trusts on Wall Street. The Company leased capital equipment, providing off-balance sheet and sale lease-back financing to the lessees, primarily to Fortune 200 companies and creditworthy equivalents.
- Before joining AFG Mr. Grzan was recognized as the leading fund raiser for the Company. Mr. Grzan was on-boarded as an SVP and National Sales and Syndicate Manager.
- Mr. Grzan was charged with raising capital through a 131-member syndicate of Wall Street and Main Street firms through a staff that he managed consisting of regional wholesalers that covered the nation.
- AFG developed a niche market in the commercial aircraft industry specializing in 747's on lease to British Airways, Cathay Pacific and others. Mr. Grzan successfully raised the capital for all of the Company's equipment put on lease, including aircraft, which exceeded \$2B of equity capital raised.

## **Senior Vice President of Direct Investments & Syndicate Manager**

**Gruntal & Co., Inc - New York, NY October 1987 to December 1993**

- Gruntal & Co., Inc. was a securities broker/dealer founded in 1888, which comprised 32 offices nationwide, with its headquarters located on Wall Street, which is where Mr. Grzan worked as SVP of Direct Investments specializing in alternative assets investments and off-balance sheet financing for a majority of Fortune 200 companies and other creditworthy companies of that ilk.
- In 1987, Mr. Grzan joined the Direct Investments Department, a department that was also the lowest earnings producer for the firm. By 1989 the Department was the number one earnings producer for the firm, breaking all records, which was attributable, in large part, to Mr. Grzan's contributions insofar as implementing best practices, underwriting credit enhancement protocols, creative financial engineering and realigning the incentives between issuer and underwriter.
- A complete overhaul of the due diligence, analysis, deal structure, financial incentives, credit enhancements, and other underwriting processes and criteria made the difference. Within two years there was a ten-fold increase in capital raised in equipment lease finance, commercial real estate and major motion pictures.

## **Franchise Owner/Operator**

### **Tax Centers of America - Bayshore, NY June 1986 to November 1987**

- Mr. Grzan was instrumental in making Student Aide Centers of America public in 1986 and also became the first franchise owner of the Company. The Company provided computerized SAT prep for college bound students and offered financial aid form completion.
- The Company expanded its offerings to include tax return preparation by using its investment banking know-how, which led to the acquisition of all 400 locations of Beneficial Tax Centers, which made the company number two behind H&R Block.

## **Sales Manager & Registered Representative**

### **G.K. Scott & Co., Inc - Plainview, NY May 1985 to October 1987**

- Mr. Grzan became a securities representative and earned by series 7, 24 and 63 licenses, which he kept through 2018. He also became a Certified Financial Planner at this time.
- As a rookie, Mr. Grzan opened up over 400 new accounts in his first year and became a top producer.
- The ownership appreciated Mr. Grzan's ability to contribute value to the enterprise. He was promoted to an OTC Trader and Market Maker concerning the stocks he helped take public via IPO. This led to his opportunity to work on Wall Street.

## **Priority Banker**

### **Manufacturers Hanover Trust Co - Bay Shore, NY January 1981 to May 1985**

- Mr. Grzan won a Company-wide national contest twice, in 1984 and 1985, for generating the most new business by opening the highest number of new bank accounts for the third largest bank in the United States.
- Mr. Grzan was recognized for his achievements by the lead SVP of the Bank.

## **Education**

---

### **Doctor of Law Courses**

- William Howard Taft University Law School - California April 2013 to April 2014

### **MBA in Banking**

- University of London International Academy - London January 2009 to May 2011

### **Graduate Business Courses in Management & Administration**

- Harvard Extension School - Cambridge, MA September 1995 to May 1996

### **MSFS: Master of Science in Financial Services**



- Denver School of Financial Planning - Denver, CO May 1992 to 1994

**BA: Bachelor of Arts in Business Administration**

- Long Island University at C.W. - Long Island, NY September 1983 to May 1985

**AAS: Associate's Degree in Banking**

- Suffolk County Community College - Brentwood, NY September 1981 to May 1982

**Associate's Degree in Business Administration**

- Suffolk County Community College - Brentwood, NY September 1979 to May 1981

**Skills**

---

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>• Banking (10+ years)</li> <li>• Financial Analysis (10+ years)</li> <li>• Financial Planning (10+ years)</li> <li>• Business Analysis (10+ years)</li> <li>• Forecasting (10+ years)</li> <li>• DoD Experience (8 years)</li> <li>• Underwriting (10+ years)</li> <li>• Digital Marketing (10+ years)</li> <li>• Change Management (10+ years)</li> <li>• Strategic Planning (10+ years)</li> <li>• Financial Report Writing (10+ years)</li> <li>• SOX (10+ years)</li> <li>• Business Development (10+ years)</li> <li>• Analytics (10+ years)</li> <li>• Process Improvement (10+ years)</li> <li>• Financial Management (10+ years)</li> <li>• Budgeting (10+ years)</li> <li>• Financial Services (10+ years)</li> <li>• Risk Management (10+ years)</li> </ul> | <ul style="list-style-type: none"> <li>• Six Sigma (10+ years)</li> <li>• Financial Modeling (10+ years)</li> <li>• Strategic Business Planning (10+ years)</li> <li>• Commercial Real Estate Development / Management (10+ years)</li> <li>• Mergers &amp; Acquisitions (10+ years)</li> <li>• Capital Formation / Access (10+ years)</li> <li>• CRM Software (6 years)</li> <li>• Management (10+ years)</li> <li>• Sales Management (10+ years)</li> <li>• Product Development (10+ years)</li> <li>• Negotiation (10+ years)</li> <li>• Profit &amp; Loss (10+ years)</li> <li>• Investment Banking (10+ years)</li> <li>• Project Management (10+ years)</li> <li>• Leadership (10+ years)</li> <li>• AI (2 years)</li> </ul> |
|--|--|

## LinkedIn

---

<https://www.linkedin.com/in/davidgrzan/>

## Certifications and Licenses

---

### Series 7 License

- May 1985 to July 2018

### Series 24 License

- October 1994 to July 2018

### Series 63

- May 1995 to July 2018

### FINRA Series 66

- 2022-2023

### Certified Financial Planner

- May 1986 to July 2002

### Six Sigma Black Belt Professional

- July 2013

### Change Management Specialist

- May 2013

### Chartered Retirement Planner Counselor

- March 2000

### Chartered Mutual Fund Counselor

- August 1998

### Accredited Asset Management Specialist

- April 1997

### Broker / Dealer History:

- GT SECURITIES, INC. (CRD# 116012)
- UMERGENCE, LLC (CRD# 284368)
- BLACKTORCH SECURITIES, LLC (CRD# 103771)
- STEVEN R. JACOBSON, B/D (CRD# 25937)
- AEI INCORPORATED (CRD# 6158)
- AMERICAN FINANCE GROUP SECURIT... (CRD# 16233)
- GRUNTAL & CO. INCORPORATED (CRD# 372)
- G. K. SCOTT & CO., INC. (CRD# 3305)
- INDIVIDUAL'S SECURITIES LTD. (CRD# 7279)

## Assessments by Indeed

---

### Sales skills — Proficient

- August 2020

### Influencing and negotiating with customers – Proficient

- August 2020

## Publications

---

### Book:

#### Don Quixote's Impossible Dream

- <https://www.authorhouse.com/en/bookstore/bookdetails/360919-don-quixote-s-impossible-dream>
- April 2012

## Additional Information

---

### Board of Directors:

- PreIPO Corp. - Chairman
- Equity Bank – Board Member
- Equity Bank Holding Company ■ Board Member
- Carlson CRE Group, LLC – Board Member
- CHARTER SPE-I, LLC - Chairman
- Rochester Medical Technologies - Chairman
- Rochester Medical Management – Chairman
- Paid Advisor to the Chairman of New Horizon Academy
- Paid Advisor to the Chairman of Voyager Bank