



# Rocky Mountain Capital

## Founder's Biography

Since 1994, Bob Heffner has specialized in government-guaranteed commercial lending.

During that time, he's represented national financial institutions such as AT&T Capital, AMRESKO, and most recently Banco Popular—the largest bank in Puerto Rico, and the 6<sup>th</sup> largest SBA-guaranteed lender in the United States.

Since 2005, Bob has concentrated particularly on business acquisition finance—funding for purchase of small businesses, in transactions typically ranging from \$500,000 to \$10 million. In 3 years at Banco, ending November 2008, Bob closed \$32 million in financing for 28 businesses, and was ranked consistently among the top 10 lenders in the Bank's national SBA Division.

Now, as the founder and principal of Rocky Mountain Capital LLC, Bob offers clients his years of expertise in deal structuring for partner buyouts, 3<sup>rd</sup>-party acquisitions and general business finance--packaging and placing finance with those select few institutions that remain active and aggressive in commercial lending generally, and acquisition lending specifically.

Before becoming a business lender, Bob spent 6 years with the Montana Department of Commerce, where he headed up the Economic Development Division, started the State's award-winning Microbusiness Finance Program, and operated programs that delivered individual business consulting; presented 90-plus management seminars per year; and annually packaged over \$19 million in public/private commercial loans

At Commerce, he supervised the Community Development Block Grant (CDBG) program, the state's foreign trade offices (in Taiwan, Japan, and Canada), and led joint projects with federal financing agencies such as USDA Business and Industry (B&I), and US Economic Development Administration (EDA). He also served as the first statewide director of the SBA Small Business Development Center (SBDC) network, and became the first executive director of the Rural Development Council—a statewide leadership and coordinating council for all economic development agencies, federal, state, local and private.

Before his government career, Bob was a small business owner, operating a retail coffee and candy shop on Catalina Island, California for 4 years. For 12 years before that he completed jobs throughout the western United States, as a residential construction contractor.

One highlight of recent years was an 18-month sojourn in Moscow, Russia (2003 to 2005), where he consulted with an American-owned company on startup financing for a railcar leasing venture, and served on selection committees for a US State Department internship program for Russian small business owners.

Bob and his wife Nancy live in Missoula Montana, where they've raised 3 grown children. Nancy's a retired French teacher who loves gardening, bridge, and skiing; Bob's avocations are downhill skiing, mountain backpacking, and fly fishing.