

# Skip Wyer

## PARTNER

- Founder & Managing Partner at Linea Capital (Agriculture, AgTech and CleanTech)
- Portfolio Manager at Värde Partners (PE, Real Estate, Distressed)
- President at Cornerstone Resources (VC, Biomass Valorization Technology)
- Board Member at Weather Modification (Weather Risk Management)
- Entrepreneur-in-Residence at Cargill Ventures (VC, Agriculture & Food Technologies)
- Founder of Cargill agriculture finance business line (Specialty Finance)
- Founder of Cargill weather risk management business line (Weather Risk Management)
- Co-Founder of Piper Jaffray Asset Securitization business line (Asset-Based Finance)
- Vice President at AIRFUND Corporation (Commercial Aviation)
- Manager of Credit and Debt Placement at AFG (Equipment Leasing)

Skip is a highly experienced and entrepreneurial alternative investment executive successful at building and leading alternative investment activities and organizations. Broad experience operating in the credit, debt, specialty finance, project finance, venture capital and private equity markets.

While at Linea, Skip's focus moved progressively toward supporting technologies and businesses that address some of the most pressing issues facing the globe including water scarcity, sustainable agriculture, waste valorization and the development of sustainable new commodities. Skip has the rare ability to combined strategic vision, leadership and energy with tactical financial operating expertise, platform development, private investment management, and direct operating company experience.

## **Glenn (SKIP) WYER**

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Highly experienced and entrepreneurial alternative investment executive successful at building and leading alternative investment activities and organizations. Broad experience operating in the credit, debt, specialty finance, project finance, venture capital and private equity markets. Progressive focus on impact/mission-based investing and sustainable business development with particular expertise in sustainable agriculture, food and energy markets. Unique ability to combined strategic vision, leadership and energy with tactical financial operating expertise, platform development, private investment management, and direct operating company experience.

### **VERMONT WORKS MANAGEMENT COMPANY, LLC**, Burlington, Vermont, 2017 to Present

Partner. Social impact investment management firm focused on the State of Vermont. Responsible for investments in the agriculture, AgTech and natural resources sectors.

### **LINEA CAPITAL, LLC**, Excelsior, Minnesota, 2009 to Present

Founder & Managing Director. Independent sponsor of alternative investments and business growth advisor within the agribusiness, technology, sustainable energy and real estate sectors.

- Strategic financial advisor for Forsman Farms, Inc. ([www.forsmanfarms.com](http://www.forsmanfarms.com)) (2014-present), large-scale, sustainably-driven producer and processor of cage-free eggs and egg products
- Strategic advisory committee member of Loll Designs, Inc. ([www.lolldesigns.com](http://www.lolldesigns.com)) (2016-present), a high growth manufacturer of sustainable outdoor furniture
- President of Cornerstone Resources, LLC ([www.cornerstone-resources.com](http://www.cornerstone-resources.com)) (2015-2016), a biomass valorization technology company
- Board director and business growth advisor for Weather Modification, Inc. ([www.weathermod.com](http://www.weathermod.com)) (2014-2016), a global provider of weather risk management and water resources company
- Board director and business growth advisor for Fargo Jet Center, Inc. ([www.fargojet.com](http://www.fargojet.com)) (2014-2016), a regional fixed base aviation operator
- Strategic financial advisor for Field Nation, Inc. ([www.fieldnation.com](http://www.fieldnation.com)) (2014-2015), an online B2B marketplace
- Business advisor for Community Reinvestment Fund, Inc. ([www.crfusa.com](http://www.crfusa.com)) (periodic), a non-profit, mission-based lender
- Sponsor of Woodland Hills of West Des Moines (2010-2014), a 320-acre mixed use development that was purchased and re-habilitated after bankruptcy

**VÄRDE PARTNERS, INC.**, Minneapolis, Minnesota ([www.varde.com](http://www.varde.com)) 2004 to 2009

Vice President / Real Estate Portfolio Manager. Responsible for origination, underwriting, and management of a \$600 million private equity investment portfolio at this \$12.0 billion alternative investment fund manager. Established and managed relationships with portfolio companies and projects in US and Central America with material personnel and business plan responsibility at the portfolio company and project level. Extensive experience with high-value add real estate, distressed single-asset and portfolio acquisitions; alternative debt, private equity and project investment structures; and investment and project-level restructurings and workouts.

**CARGILL, INCORPORATED**, Minneapolis, Minnesota ([www.cargill.com](http://www.cargill.com)) 1996 to 2002

Vice President / Entrepreneur-in-Residence – Cargill Ventures. A proprietary venture fund with \$200 million in capital deployed across 40 portfolio companies. Led the acquisition of Financial Information Management, Inc. (FIMI), a software, data and data analytics company, and served as Cargill's representative at the company. Earlier established and managed Cargill's weather risk management business that executed weather hedging strategies to protect agriculture and other commodities; established and co-managed an agriculture finance joint venture he established between Cargill Financial and Cargill Grain Division. Started career at Cargill as a Structured Products Trader, responsible for structuring and executing a highly-rated asset securitization program for Cargill Leasing Corporation.

**PIPER JAFFRAY, INC.**, Minneapolis, Minnesota ([www.piperjaffray.com](http://www.piperjaffray.com)) 1993 to 1996

Vice President / Investment Banking. Responsible for originating, structuring, executing, structured debt financings including asset-based loans and leases, asset securitizations, and agriculture-related project financings. Worked as lead investment banker for Community Reinvestment Fund, Inc., a non-profit, mission-based specialty lender. Secondary responsibility for the sell-side marketing of originated financings. Focused primarily on transactions within the specialty finance, equipment leasing, gas and electric utility, agri-business and manufacturing segments.

**AMERICAN FINANCE GROUP**, Boston, Massachusetts, 1987 to 1993

Vice President / AIRFUND Corporation, subsidiary. Responsible for origination and execution of commercial aircraft leasing transactions, a subsidiary of American Finance Group. Extensive experience sourcing and structuring high-yield lease transactions on second generation commercial aircraft in the US, Europe and Asia. Earlier, responsible for company-wide institutional debt placement and credit underwriting at this equipment lease syndication and alternative investment management firm, a subsidiary of Xerox Credit Corporation.

**SHAWMUT BANK, N.A.**, Boston, Massachusetts, 1983 to 1987

Associate Vice President / Commercial Loan Officer - Equipment Finance and Leasing Group. Responsible for direct and indirect origination and structuring of equipment finance and lease transactions at this full-service bank leasing company.

## **EDUCATION**

Middlebury College, Middlebury, Vermont; B.A. Political Science / International Relations, cum laude, 1983

Shawmut Bank, Boston, Massachusetts; two-year graduate-level credit underwriting and commercial lending training program, 1985