Benjamin Lagemann, JD/MBA

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Intro

Business MacGyver with a versatile skill set, broad range of experience and affinity for solving problems requiring unconventional approaches. Advocate for lean, agile, iterative, incremental and transparent approaches. Passion for building financial models and elegant solutions to improve outcomes and eliminate waste.

Highlights

- Financial Modeling and Analysis
- Project Management with lean/agile
- Certified Scrum Master (CSM)
- GAAP and accounting systems/software
- Advanced Excel, MS Office, G-Suite

- Written and spoken communication
- Familiar with Python, HTML and SQL
- Strategic thinking and business analysis
- Structured data analysis, Tableau
- Problem solving, creativity and research

Professional Experience

Project Manager Ikove Capital Partners

2019-2021

Dynamic role within venture group including technology commercialization, product development, coordinating teams, business planning, launching startups and developing internal infrastructure for operations.

- Managed teams to successfully launch two companies and raised nearly \$4M in seed investment.
- Developed financial/operational models and financial statement projections for multiple startups, significantly improving flexibility and capabilities of prior models.
- Led commercialization of an innovative medical technology to market.
- Developed a scalable, cloud-based portfolio project management solution with automated workflows.
- Evaluated real-estate and facilities operations for multiple startups including opportunity zones, enterprise zones and targeted investment communities among other considerations.
- Supported community outreach and contributed to multiple State and Federal grant proposals.

Volunteer Social Ventures

Social Ventures supports the creation of social enterprises and promotes awareness in the community.

- Key driver for creating Social Ventures Fund, a \$250k investment fund for social enterprises.
- Board member (2018-2020) and Board Chair 2019.
- Investment committee member and due diligence team lead (2019-current) for investments to social enterprises such as Roosevelt Coffee, Freedom ala Carte and Hot Chicken Takeover.

OHIoT 2016-2019 Entrepreneur

Founded Internet of Things (IoT) startup monitoring sump pumps and wide area leak detection. Bootstrapped, designed, developed, produced and delivered internet connected consumer products. Included custom electronics and wireless communications for dirty environments, like basement sump pumps, with real time monitoring, notifications and machine learning (AI) driven failure prediction.

- Successfully completed development of and delivered +100 finished units to customers, including packaging design, artwork, suppliers, printing, components and accessories, assembly, warranty and user manuals.
- Completed schematics, designs and descriptions for both US patent and international filings. Claims include system architecture, network protocols, predictive modeling, use of ultrasonic transducers.
- Gained proficiency with FCC rules and ensured compliance with residential wireless regulations.

VP New Ventures Fast Switch

Dynamic role balancing development and execution of a new angel investment fund with thousands of hours of outreach and research and support for the local entrepreneurial ecosystem. Successful in achieving primary goal of fostering entrepreneurship and creating opportunities for underserved startups.

Setup new fund, investment documents, due diligence processes and portfolio management.

2018-current

- Invested \$1M into nearly 30 companies, driving entrepreneurial opportunities and growth. Often first money in, intended to provide opportunity to validate or invalidate opportunities quickly.
- Promoted, supported, judged, coached and participated in a wide range of entrepreneurial activities such as Startup Bus, 10x, Startup Weekend and various hacks and jams.

Program Manager

Ohio Department of Development

2010-2011

Manager for \$500M of finance and tax credit programs supporting a wide range of venture capital, angel investors, startup incubators, entrepreneurs, research institutes, universities and innovative firms.

- Managed collaboration with OSU for pilot of innovative accelerator program (ONE Fund). Completed program launch in under three months, cutting approximately 75% of typical program launch time. Led to statewide support for local and regional accelerators impacting hundreds of entrepreneurs.
- As administrator of the \$150M Ohio Capital Fund (a fund of funds), initiated and successfully completed first
 ever collaboration with Ohio Department of Taxation and Ohio Treasurer's Office to validate job creation claims
 and resulting tax revenues. Achieved over 80% validation and was resoundingly endorsed as successful by
 Department of Taxation. This evidence was used to re-authorize a variety of risk capital programs.
- Implemented a \$100M tax credit program and the development of new IT infrastructure and system processes.
- Proposed programs to remediate gaps in funding continuum. Helped drive approval of nearly \$120M in programming under Ohio Third Frontier including a high growth gazelle fund and variable repayment loans.

Loan Officer

Ohio Department of Development

2008-2010

Originating, underwriting and closing of loans and bonds for six economic development programs.

- Closed loans and bonds exceeding \$100M including \$36M in 30 venture loans as administrator for Innovation Ohio Loan Fund. Personally conducted on-site visits and due diligence for loan approvals.
- Co-developed decision support system for business development programs across multiple offices. This allowed for unprecedented capabilities to assemble incentive packages while also rationalizing activity with modeled return on investment, including probabilistic range analysis and tailored factors based on geography. This reduced uncertainty, improving decision speed and transparency.
- Initiated and led successful \$50M recapitalization of venture debt program, coordinating with Legislative Affairs Office, State Representatives, State Senators, Treasurer's Office, and Governor's office. Recapitalization approved due to large increase in loan volume, demonstrated pipeline, detailed portfolio analysis and high repayment rate comparable to lower risk loan programs.
- Built innovation deal flow network across the state including venture capital, angels, incubators, research institutes and entrepreneur support groups from Toledo to Athens, Cincinnati to Youngstown.
- Overhauled due diligence procedures and added due diligence consultant resources to modernize processes, accommodate increased loan activity and expand areas of expertise.

Data Analyst

Ohio Department of Development

2007-2008

Support for data analysis and annual industry, economy, strategy and demographic reports.

- Designed, developed and successfully delivered a metrics and reporting system encompassing seven offices, five different data management systems and nearly 100 state and federal programs totaling over \$1B of funding through grants, loans and tax credits. Achieved in under three months with existing software licenses and minimal disruption or incremental work by offices. Identified and corrected causes of prior failures.
- Delivered original interactive report yielding qualitative and quantitative analysis for Governor and Lt. Governor from hundreds of unstructured hand written pages. These were generated over several months during regional outreach conferences, providing foundational policy data points and guidance.

Education

JD	Law	Top Quartile + Bar	Akron University	2007
MBA	Finance	Magna Cum Laude	Akron University	2007
BS	Bus Admin	Cum Laude	Ohio State University	2000