

Tim Rafalovich
Wells Fargo Strategic Capital

Tim Rafalovich is Head of the Fund Investing Division for Wells Fargo Strategic Capital and a strong advocate for investing in SBIC funds. A 33-year corporate finance professional, Tim has served as an institutional private equity, venture capital and private debt Managing Director, merger and acquisitions EVP, management consultant and business owner. He is responsible for all bank balance sheet fund investments. In his 10th year managing the Fund Investing Division, Tim also leads his group's initiatives to investing in and alongside funds. His portfolio consists of a large number of investments. The portfolio is diversified through various strategies including senior debt, one stop debt, unitrauche debt, mezzanine debt, venture debt, growth equity and buy out equity. Formerly, Tim was an EVP for Crossfield, a small M&A and investment banking firm and Vice President at CitiGroup with responsibility for over 50 employees and a \$1.8 billion P&L. Tim also served as a Wealth Specialist for Wells Fargo's The Private Bank where he was responsible for the investment portfolios of high and ultra-high net worth clients focused on private equity and real estate investments. Tim speaks at a number of conferences including Small Business Investor Alliance, Middle Market Symposium, Capital Roundtable, Alternative Investing Summit, Impact Capitalism, Interagency Community Reinvestment and Sustainatopia.

Tim is a Ph.D. candidate and lives in Newport Beach, California. He graduated from the University for Southern California with a B.S. in Finance. He formerly served on several no-profit boards include the San Diego opera and the Globe and currently serves on a tech incubator board and over 30 private investment LP advisory boards.