

The Form A and Form E Applications of  
Retitle Insurance Company by A10 Capital LLC  
OIC Docket No. 17-0369  
SIMBA NUMBER: 1507579

# EXHIBIT 5

Ex. D to Form A filing – A10 employee biographies of  
Jerry Dunn, Jackie Cox, Trisha Thomas, Mark Klipsch, Ben Slaughter, Pete Ware, Eric Nelson

**Jerry Dunn** is chief executive officer of A10 Capital, which he co-founded in 2007.

## **Career highlights**

- Started and scaled several nationwide specialty finance businesses
- Recipient of the prestigious EY Entrepreneur Of The Year™ 2015 award in Utah Region for Financial Services
- Executive vice president and chief of staff at Bank of the West
- Co-founder and CEO of AFG (acquired by PNC Bank in 2004)

During his career, which has spanned more than 20 years, Jerry has developed extensive experience starting and scaling nationwide commercial lending businesses. He has closed over \$3 billion of structured finance deals in the capital markets and nearly \$5 billion of commercial loans across both specialty finance and top-25 commercial bank platforms.

## **Institutional Experience**

- Bank of the West (BNP Paribas)
- PNC Bank
- AFG (backed by Prudential Financial)
- Dean Witter Reynolds

Jerry most recently was an executive vice president and member of the Senior Management Committee at Bank of the West, one of the 25 largest banks in the country and a wholly owned subsidiary of BNP Paribas. As chief of staff, Jerry acted as the right-hand man to the vice chairman and assisted him in the management of the bank's largest business group. The group included nearly 700 branches serving retail customers and small businesses in 19 states, more than 30 commercial banking offices serving middle-market companies, a direct and indirect consumer finance division, a home mortgage lending division, an investments division, a property and casualty insurance division, construction lending, and private banking. The group had more than 7,000 employees and a \$25 billion balance sheet.

Jerry previously was CEO and co-founder of AFG, a full-service commercial lending business that specialized in middle-market equipment financing. AFG originated nearly \$1 billion before it was acquired by PNC Bank in 2004. Prior to AFG, Jerry was involved in the startup of Commercial Lending Corporation (CLC), a full-service, nationwide commercial lending business specializing in financing franchise businesses and commercial real estate. CLC originated nearly \$2 billion before it was acquired by AMRESKO in 1997.

Jerry started his career as an investment banker for Dean Witter Reynolds in New York City.

Jerry attended Colorado State University on a full athletic scholarship and graduated summa cum laude with a degree in business administration, with concentrations in finance and accounting. Jerry is also a certified public accountant.

**Jackie Cox** is executive vice president, operations & legal manager at A10 Capital.

### **Career highlights**

- Paralegal with two of Idaho's premier law firms
- Senior paralegal with Fortress and Goldman Sachs affiliate

Jackie has more than 20 years of nationwide commercial real estate development and lending experience. Prior to joining A10 Capital, Jackie was a senior paralegal with AMRESKO Commercial Finance, a nationwide commercial lending and loan servicing business that is owned by an affiliate of Fortress Investment Group and an affiliate of Goldman Sachs. Jackie's work involved extensive legal due diligence, processing, documentation, special servicing, and closing of complex commercial financing transactions nationwide.

### **Institutional experience**

- Fortress and Goldman Sachs affiliate
- Hawley Troxell Ennis & Hawley, LLP
- Givens Pursley, LLP

Jackie previously worked as a paralegal in the real estate and finance practice groups of two of Idaho's premier law firms, Hawley Troxell Ennis & Hawley, LLP, and Givens Pursley, LLP. During her time with each of these firms, Jackie provided paraprofessional support on nationwide commercial real estate acquisition, shopping center development, and commercial loan transactions.

Jackie holds a bachelor of science degree from Boise State University.

**Trisha Thomas** is the Controller for A10 Capital, LLC.

### **Career highlights**

- 6+ years of public accounting experience as an audit manager that specialized in finance companies and financial institutions
- 10+ years of accounting experience
- Certified Public Accountant (CPA) and member of the Idaho State Society of CPAs
- Masters of Accountancy

Trisha brings 8+ years of accounting experience working with specialty finance companies and financial institutions. Prior to joining A10 Capital, Trisha was an audit manager at Eide Bailly.

Trisha earned her Bachelors of Science Degree in Accounting and received a Masters of Accountancy Degree from the University of Montana, Missoula. Trisha is a Certified Public Accountant (CPA) and a member of the Idaho Society of Certified Public Accountants.

**Mark Klipsch** is chief financial officer and director of capital markets, responsible for coordinating and managing the financing and capital markets activities of A10 Capital, as well as managing, analyzing and reporting on the financial aspects of the business.

### **Career highlights**

- Over 15 years of buy-side structured finance and securitization experience
- Headed the asset-backed investment program for Whitecap Advisors, a credit hedge fund
- Formed the Structured Products Group at ORIX USA
- Managing director on PPM America's Structured Finance team
- CFA and CPA

Mark has nearly 20 years of experience across all aspects of the investment and finance industries, including sourcing, underwriting, structuring, and managing portfolios; fixed-income and asset-backed investments; and multiple finance and audit roles. Mark has over 15 years of specific experience in the asset-backed and securitization industry.

### **Institutional experience**

- Whitecap Advisors
- ORIX USA
- PPM America
- Deutsche Bank
- Coopers & Lybrand

Prior to joining A10 Capital, Mark was a managing director and portfolio manager at Whitecap Advisors, a credit hedge fund. He was a member of the fund's investment committee and was in charge of the company's asset-backed investment program. At Whitecap, Mark sourced, structured, and executed all types of transactions across a variety of asset classes, including consumer finance, corporate finance, and real estate.

Before Whitecap, Mark was the head of the Structured Products Group at ORIX USA. Mark formed the group in 2004, and the team was responsible for diversifying the portfolio into more than 10 asset classes, including equipment leases, aircraft, credit cards, home improvement loans, timeshares, and auto loans.

He previously served as a managing director on PPM America's Structured Finance team, focusing on public and private asset backed transactions. While at PPM, Mark invested and managed more than \$1 billion of asset-backed transactions.

Mark received a master of business administration degree in finance and international business from New York University's Stern School of Business. He graduated with a bachelor of science degree in finance, accounting, and computer information systems from Indiana University.

Mark is a CFA Charterholder, a certified public accountant, and a registered representative (7/63/79).

**Ben Slaughter** is legal counsel for A10's SFR loan program.

### **Career highlights**

- 17+ years of real estate transaction and litigation experience
- Served as President of Boise law firm Jones, Gledhill, Fuhrman, Gourley, P.A.
- Served as General Counsel and Special Assets Manager for Idaho Mutual Trust, a commercial real estate lender
- Law clerk for Chief U.S. Bankruptcy Judge, Terry L. Myers
- M.B.A and J.D.

Ben brings 17+ years of real estate transaction and litigation experience to A10 Capital. Prior to joining A10 Capital, Ben was the President of Boise law firm Jones, Gledhill, Fuhrman, Gourley, P.A.

Ben began his legal career as a law clerk for Chief U.S. Bankruptcy Judge, Terry L. Myers. From there, Ben honed his skills in private practice until 2007 when he accepted a position as General Counsel and Special Assets Manager for a commercial real estate lender. Ben spent the next two and a half years helping navigate the company through one of the worst real estate crises this country has ever seen. During that period, Ben also obtained an M.B.A. from Boise State University.

### **Prior Title Insurance Clients**

- Old Republic
- Fidelity
- Alliance
- First American
- Pioneer Title (Idaho-based broker/agent)
- Title One (Idaho-based broker/agent)

**Pete Ware** is legal counsel and master servicing manager for A10's CRE loan program.

### **Career highlights**

- 23+ years practicing law with concentration in real estate transactions including acquisitions, sales, subdivision development, planning and zoning, secured lending, leasing, due diligence and title work
- Partner at Boise law firm Eberle, Berlin, Kading, Turnbow & McKlveen, Chtd.
- B.A. University of Arizona 1989; J.D. Willamette University School of Law 1994

Pete brings many years of real estate transaction experience to A10 Capital. Prior to joining A10 Capital, Pete practiced law with Boise law firm Eberle, Berlin, Kading, Turnbow & McKlveen, Chtd., for more than 14 years focusing on real estate development transactions.

**Eric Nelson** is a Transaction and Legal Manager at A10 Capital

### **Career highlights**

- Paralegal with two of Idaho's premier law firms for fifteen years
- Assistant branch manager of title agency
- Commercial title officer, plant manager and senior agency underwriter with more than twenty years of experience in the title insurance business

Eric has more than 20 years of experience as a Senior Title Officer, Commercial Loan Closer and Assistant Manager at several title insurance agencies. Prior to joining A10 Capital, Eric also worked as a senior real estate paralegal for Givens Pursley, LLP and Meuleman and Mollerup, LLP. Eric's work involved legal due diligence, document drafting, entity formation, title and survey review and commercial real estate closings. Eric also provided litigation support for extensive and complex litigation on behalf of insureds under policy defenses for several title insurers that included Chicago Title and Old Republic.

### **Institutional experience**

- Lawyers Title of Idaho (title agency)
- Pioneer Title Company (title agency)
- Alliance Title and Escrow Corporation (title agency)
- Meuleman & Mollerup, LLP (law firm)
- Givens Pursley, LLP (law firm)

Eric holds a bachelor degree in accounting from Boise State University.