



## **Michael R Alfstad**

### **President/CEO, Alfstad Capital LLC**

**June 2005 to present**

Founded an independent financial services firm through his affiliation with Commonwealth Financial Network to meet the fixed income needs of financial institutions, trust departments, credit unions, money managers and broker dealers. As an Investment Adviser Representative of Commonwealth, Michael utilizes state-of-the-art portfolio performance and analytics technology to present accurate performance data and shape the discipline of investment decisions. Decades of market experience strive to bring asset/liability expertise to management of client's funds with a growth and protection of principal discipline. Client portfolio assets exceed \$4.0 Billion as of yearend 2010. Assets are managed through Commonwealth, a Registered Investment Adviser.

### **President, RW Smith Fixed Income**

**Oct. 2001 – May 2005**

Joined newly created broker-dealer to work with owners and lead senior management in defining market niche, work with strategic partners and put infrastructure in place to grow staff and customer base. Firm specialized in consulting work with Independent Community Banks, Money Managers (Registered Investment Advisors) and other Institutional clients on matters of Fixed Income Portfolio creation, Portfolio Performance Analysis, Asset / Liability Management and Risk Management. RW Smith published daily, weekly and monthly articles on issues relative to the economy, risk recognition and investment strategies reflective of the current environment written by Alfstad.

### **Board Member, NorthStar Bank**

**August 2000 – June 2004**

Joined Board of Bank following installation of new CEO and chief lending officer; assumed Chair of Asset and Liability Committee in January of 2001 and subsequently directed the re-writing of all policies and procedures of the A/L Committee. Assumed Chair of newly formed Corporate Governance, Nomination and Compensation Committee in 2003 and wrote policies and procedures needed for effective administration of associated governance responsibilities of the committee. The Bank was acquired in September 2005 at roughly three times book in an all stock transaction that settled in 2006.

### **Board Member -- Ecohaus.com**

**July 2000 - Sept 2009**

Passive investor in a business that specializes in sustainable building materials. Re-capitalized new corporate entity and transformed business model from retail single outlet into a combined wholesale, import and distribution multi-store entity. Led ecohaus negotiation efforts in reaching formal agreement with Lanoga, the ninth largest building materials firm in US. The agreement was for joint wholesale and distribution of an entire products line and the creation of a joint partnership that brought sustainable products to the national marketplace. Acquired two stores in Portland and Bend, Oregon in 2006 and have opened stores and San Francisco, CA.

1420 Fifth Avenue, Suite 2200, Seattle, WA 98101 206.274.5160

*Securities and Advisory Services offered through Commonwealth Financial Network®, Member FINRA, SIPC, a Registered Investment Adviser.*

# Alfstad Capital

## **Vice President F.I.C.M., Piper Jaffray**

**March 1982 – June 1999**

Regional Sales lead directing Fixed Income Capital Markets sales force specializing in sales and consulting to regional financial institutions. Offices and salespeople involved were in Seattle, Portland, Spokane, Denver and Los Angeles. Account base included Board Members and Senior Management of National Charter Banks, State Chartered Banks, Thrifts, Credit Unions, Trust Departments, Mutual Funds, Money Managers and Individuals. Organized and hosted for thirteen years an annual investor's conference. Created and presented a curriculum for new investors call Bond Basics that was recognized and awarded as best of breed. Prepared, presented and began implementation of an account coverage plan that brought together, for the first time, three separate business divisions who shared a common account base and industry segment. Published an article monthly in the Pacific Northwest Outlook discussing the national and regional economy, interest rates and current world affairs influencing our domestic markets. Client assets under management at time of departure were in excess of \$1 Billion US.

## **Education**

University of Washington, BA Political Science, 1971

Minor Coursework in Mathematics and Chemistry

## **Publications**

Profentia, Alfstad Capital, LLC Sept 2005 to present

Daily Market Commentary, RW Smith Fixed Income 2001-2005

Insights & Outlooks, RW Smith Fixed Income 2001-2005

Pacific Northwest Outlook, Piper Fixed Income Markets Monthly 1998-1999

## **Registrations through Commonwealth Financial Network**

**FINRA** Series 7, 63 and 66

## **Affiliations**

Board Member Retired, Martin Family Foundation

Board Member Retired, Ryther Child Center

Past President, Olympic Club

Past President, PNRFU

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