

Andrew Jacobson

Andy is an advisor to private companies, associations and investment funds, providing a variety of financial and strategy advisory, leadership training, and capital/fund formation services. Consulting clients have included: Outsell, Inc., Oxford Financial, Small Business Investor Alliance and Axion Structural Innovations.

From 1999 to 2015, Andy was Managing Director or Managing Partner at several private equity/finance firms, including MCG Capital Corporation, Vector Capital and Solutions Capital, where he executed debt and equity transactions in the media, technology, business services and manufacturing sectors. In those roles, Andy was responsible for originating direct investments, overseeing portfolio companies and managing exits. At MCG, he oversaw the formation and operation of the firm's SBIC fund. He has been involved in over \$500 million of investments in more than 45 lower middle market portfolio companies.

Prior to joining MCG Capital in 1999, Andy was an executive in the publishing/information industry, serving as President/Founder of Post-Newsweek TechMedia Group, Inc. (a business/technology publishing unit of The Washington Post Company). He has worked for other information companies, such as McGraw-Hill and Pearson, PLC, and, early in his career, founded his own start-up subscription information company, providing regulatory news to the telecom and technology industries.

Andy has served on a number of private company boards, including Jupiter Research, National Product Services, Active Brands International, Miles Media, Current Analysis, Corporate Legal Times, Working Mother Magazine and Fawcette Technical Publications. He also has been active in numerous trade associations, serving on the boards of the Small Business Investor Alliance, the Specialized Information Publishers Assn., the DC Technology Council and the Northern Virginia Technology Council.

Andy earned a B.A., magna cum laude, in Public Policy Studies from Duke University.