

CURRICULUM VITAE: JOHN BATES

Curriculum Vitae

John L. Bates

Experience and Qualifications

As a Business Analyst, Mr. Bates brings to his clients a unique combination of professional valuation, financial analysis skills, and, above all, actual transaction experience. He is qualified by virtue of his more than 15 years' experience as a mergers and acquisitions and business brokerage professional, where intimate knowledge of complex fair market value factors is essential in negotiating successful transactions between knowledgeable buyers and sellers of small to midsize businesses.

In addition to personally participating in more than 300 transactions, involving private and public companies, Mr. Bates has completed more than 500 valuation and analyst engagements, including fairness opinions, economic and business analysis, and litigation support. He has valued a broad range of businesses, including agriculture, distribution, food services, technology, manufacturing, and retailing. He has testified at trial, and has been qualified as an expert witness on matters involving fair market value, business valuation, and community property business assets, such as family businesses and professional and medical practices.

Mr. Bates' background and related experience includes serving as Managing Director for RSM EquiCo Capital Markets, LLC, an international investment banking firm specializing in the valuation and sale of privately held middle-market companies; a Registered Financial Analyst with Morgan Stanley; and President of Spectrum Business Resources, Inc., a business brokerage firm specializing in the sale of small to midsize companies.

This variety of experiences and disciplines embraces a broad spectrum of the business community, and uniquely qualifies him to professionally opine on the values of business assets, corporate securities, minority interests, Employee Stock Ownership Plans (ESOPs), goodwill values, and to assist counsel in litigation/audit support and to provide expert witness testimony.

- Securities offered through Amerivet Securities, Inc.

Additional Professional Activities

Additional professional activities include past president of VR Business Brokers Southern California Council, and past vice president of the Business Brokers Association of Southern California. A recognized authority, Mr. Bates is an active speaker and seminar participant, and has addressed the subject of business valuation to professional organizations, such as the California Certified Public Accountants Education Foundation, the International Business Brokers Association (IBBA), and the American Society of Analysts (ASA).

Outside the profession, Mr. Bates has business experience as a national executive with an international public corporation, and he founded, successfully operated, and sold a private business service company. He has served as a Commissioner-Economic Development Commission for the City of Dana Point, California, and in an Analysty capacity to various business and trade organizations.

Professional Associations and Licenses

Mr. Bates regularly participates at national and regional professional conferences and seminars. He is a member of the National Association of Certified Valuation Analysts (NACVA), membership #26946; and holds the following Securities and Exchange (SEC) licenses, CRD #445402:

FINRA Series 24	General Securities Principal
FINRA Series 7	General Securities Representative
FINRA Series 63 and 65	Registered Financial Advisor
FINRA Series 31	Managed Futures
FINRA Series 79	Investment Banking Representative

Education

Undergraduate Education

University of Arizona, Tucson, Arizona. Curriculum: Business Administration.

Partial list of professional education and training

Principles of Business Valuation; VR Business Brokers, 1989
Legal Aspects of Mergers & Acquisitions; IBBA, 1999
General Securities; Securities Training Corporation, 2001
Uniform Securities State Law; Securities Training Corporation, 2001
Uniform Investment Advisor Law; Morgan Stanley, 2003
Intellectual Property Valuation and Transfer Price Analysis; A.S.A., 2004
Valuation for Mergers & Acquisitions; I.B.A., 2004
Business Valuation in the Private Capital Markets; I.B.A., 2004
Discounts for Lack of Marketability; I.B.A., 2004
Valuation of Pass-Through Entities; A.S.A., 2004
Separating Personal & Business Goodwill; A.S.A., 2004

Summary of Selected Valuation and Consulting Engagements

By Business type / SIC Code # / Purpose

Business Valuations

Sailboat Manufacturing Co. / 3730 / Proposed sale
Motion Picture Theater Chain / 7830 / Stock transfer
Medical Billing Service Co. / 7320 / Proposed sale
Wholesale Produce Co. / 5140 and 5150 / Proposed sale
Furniture Mfg. Co. (Public) / 2510 / Fairness Opinion
Daddy-O's Restaurants / 5810 / Proposed sale
Farmer's Market Food Services / 5810 / Stock transfer
Specialty Truck Mfg. Co. / 3790 / Sub. Chapter S Election
Computer Peripherals/Software Co. / 3670 / Fairness Opinion
Metal Electrostatic Plating Co. / 3460 / Proposed sale
Retail Book Stores / 5999 / IRS Offer in Compromise
Grocery Store Chain (public) / 5410 / Proposed sale
Audio Visual Equipment and Repair Services / 7331 / Proposed sale
Branded Software Co. / 7372 / Tax dispute
Wholesale Beverage Distributor / 5181 / Intangible Asset valuation
Software Developer / 7371 / Goodwill impairment
Industrial Distributor / 5181 / Proposed sale
Chiropractic Practice / 8041 / Divorce settlement
Franchise Developer (Subway) / 6794 / Proposed sale
Auto Parts Importer/Exporter / 5013 / Investor transaction

Litigation Support

Specialty Food Grower / 0780 / Community property dispute
Chiropractic Practice / 8040 / Partnership dispute
Dental Practice / 8020 / Divorce settlement
Family Chain Restaurant / 5812 / Fraud action
Furniture & Fixture Mfg. Co. / 2540 / Shareholder dispute
Steel Products Fabrication Co. / 3420 / Shareholder dispute

Consulting Engagements

Restaurant Supply Co. / 5190 / Prepare for future sale
International Freight Forwarding Co. / 7380 / Acquisition search
Printed Circuit Board Co. / 3670 / Proposed acquisition
Mediation Service Firm / 8111 / Prepare for sale
Medical Practice / 8011 / Prepare for sale