



P. O. Box 361325
Birmingham, AL 35236
Phone: (205) 987-5315
Cell: (205) 837-4845
petesmith@value-a-business.com
www.value-a-business.com

PROFESSIONAL QUALIFICATIONS

C. Peter Smith

EMPLOYMENT

Since 1981, General Partner, C&S Associates: Business Sales and Valuations

Mr. Smith has completed over fifty merger or acquisition transactions, and performed business appraisals on scores of different companies for a host of reasons: loan assurances, company buy-sell transactions, corporate acquisitions, partnership splits, estate planning, divorce, ESOP, QES, minority interests, etc.

He has worked as a trusted advisor and consultant to business owners nationwide in related management and financial areas: executive management reviews, succession planning, acquisition and refinancing business plans, restructuring programs, ratio analysis, etc.

Mr. Smith has worked with companies in manufacturing, industrial and commercial services, IT, wholesale and retail throughout the United States and two international engagements.

Prior Years

Emerson Electric, Controller of the Industrial Service Division.

Rockwell International, Controller of two divisions, Senior Systems Analyst.

Management Consultant for R. E. Case & Co.

EDUCATION

Bachelor's of Management Engineering - Rensselaer Polytechnic Institute, Troy, New York,

Master's of Business Administration, (MBA) University of Pittsburgh,

Completed numerous doctoral level post graduate courses in management, finance, and taxation at the University of Pittsburgh and the University of New Haven.



P. O. Box 361325
Birmingham, AL 35236
Phone: (205) 987-5315
Cell: (205) 837-4845
petesmith@value-a-business.com
www.value-a-business.com

ASSOCIATIONS, LICENSES, CERTIFICATIONS

Member National Association of Certified Valuators and Analysts (NACVA).

- o Certified Valuation Analyst (CVA)
- o Accreditation in Business Appraisal Review (ABAR).

Associate Member of the Electrical Apparatus Service Association (EASA: 1988-1998), the international trade association of electrical service businesses: member of Finance Committee and Management Committee, implemented EASA's annual financial performance survey, implemented the Roving Chief Executive (RCE) program, served as the industry's financial expert on EASA's financial hotline, member of the Rover One RCE group.

Licensed real estate broker in Alabama (inactive).

Certified Computing Professional (CCP), Institute for Certification of Computing Professionals.

EDUCATIONAL SEMINARS ATTENDED

American Management Association: Mergers and Acquisitions program

Real Estate License Program, University of Alabama at Birmingham,

Certificate in Data Processing Seminar

Institute of Business Appraisers (IBA)

- o Report Writing and Review
- o Preparation for the CBA Written Examination
- o Accreditation in Business Appraisal Review



P. O. Box 361325
Birmingham, AL 35236
Phone: (205) 987-5315
Cell: (205) 837-4845
petesmith@value-a-business.com
www.value-a-business.com

National Association of Certified Valuators and Analysts (NACVA) - Consultant's Training Institute (CTI)

- • Mock Fair Value Audit Review
- • Fair Value Accounting: Visionary Thinking or Oxymoron
- • Using Duff & Phelps Database
- • Using Ibbotson SBBI Database
- • Using IRS Corporate Ratios Database
- • RME Valuation Edition
- • Business Appraisal Report Review
- • Alert to Valuation Practitioners and Other - New FINRA License 79
- • Fundamentals of Direct Examination
- • Three NACVA/IBA Annual National Conferences
- • Four Annual Southeast Business Valuation Conferences

EDUCATIONAL SEMINARS TAUGHT

The Job of the Corporate Controller, American Management Association

Electrical Apparatus Service Association – Various financial topics including Business Valuation and Business Succession

- • International Conventions: Nashville and San Francisco, Boston
- • Twelve Regional and Chapter Meetings

National Association of Credit Managers - Pittsburgh Chapter

Association of Systems Management - National Circuit

University of Alabama at Birmingham - Special Studies

University of Pittsburgh - Teaching Assistantship

National Association of Accountants - Birmingham Chapter



P. O. Box 361325
Birmingham, AL 35236
Phone: (205) 987-5315
Cell: (205) 837-4845
petesmith@value-a-business.com
www.value-a-business.com

C&S Associates - Birmingham "Business Sales" Seminar

AmSouth Bank, N.A. - Birmingham, Alabama

South Carolina Small Business Development Center

PUBLICATIONS

Editorial, Mergers and Acquisitions, The Journal of Corporate Venture.

Pamphlet: "Twelve Ways to Prepare Your Company for Sale".

Series of financial ratio articles on "Interpreting Financial Statements" for Currents, the Electrical Apparatus Service Association (EASA) Newsletter.

Synergy: Not Part of a Fair Market Value Business Appraisal: Why seller think their business is worth more than the appraised Fair Market Value. Business Appraisal Practice, Fourth Quarter 2012, Institute of Business Appraisers.

Developed online primer course on "How to Value Your Own Business." Over 4,000 students to date.

Numerous unpublished client assistance articles on the web site: <http://www.value-a-business.com>

