

Curriculum Vitae

Appraiser:

William A. Knoch

I have over thirty-five continuous years of strong leadership and management performance in all facets of business acquisition, management and operations. Extensive resource management, financial analysis, accounting, budgeting, customer service, financial and logistical operations, and employee development experience.

Present Position:

Keystone Business Ventures, Inc.
Owner/President (1996 to Present)

Operate a certified business valuation and merger, acquisition, and strategic advisory firm that markets over \$150 Million in assets every year. Market segment spans Pennsylvania and surrounding states with three business intermediaries ranging in varying degrees of business ownership, sales, and consulting skills. Operate a commercial real estate company to compliment the business sales. Provide business consultant services to clients on an as needed basis. The firm's specializes in certified business valuations and confidential acquisitions, mergers, and sales with a target market of companies between \$1M and \$20 M in value.

Education and Professional Qualifications:

Business Certified Appraiser (BCA) designation awarded from the International Society of Business Appraisers (ISBA) in March 2017

Member of International Society of Business Appraisers (ISBA) beginning in 2017.

Certified Valuation Analysts (CVA #992544) designation awarded from the National Association of Certified Valuators and Analysts (NACVA) in December 2013. (*In 2008 the National Commission for Certifying Agencies (NCCA) granted accreditation to NACVA for its CVA designation for demonstrating compliance with NCCA Standards for the Accreditation of Certification Programs.*)

Certified Business Appraiser (CBA #10852) designation awarded from the Institute of Business Appraisers in June 2013

Member of the National Association of Certified Valuators and Analysts (NACVA) beginning in 2013.

Member of the Institute of Business Appraiser beginning in 2008

Licensed as a Pennsylvania Real Estate Broker, 1999

Licensed as a Pennsylvania Real Estate Salesperson, 1996.

Retired as a Lieutenant Colonel (O-5) after twenty years of continuous service from the United States Army in 1995. As a Regular Army Officer, my career concentrated on assignments in the Finance Corps and Military Comptrollership (Military Occupational Skill (MOS) 44A45). Leadership experience included command assignments at platoon, company and battalion level.

Graduate of the U.S. Army Command and General Staff College (a 10 month management and leadership course for mid-level executives) Fort Leavenworth, KS, 1991.

Masters of Business Administration, with a concentration in Contracting and Acquisition, Western New England University, Springfield, MA, 1986.

Graduate of the Military Comptroller's Course, Fort Benjamin Harrison, IN, 1979.

Graduate of the Finance Officer's Advance Course, Fort Benjamin Harrison, IN, 1979.

Graduate of the Finance Officer's Basic Course, Fort Benjamin Harrison, IN, 1975.

Bachelor of Science in Finance, Gannon University, Army ROTC Scholarship Recipient, Erie, PA, 1975.

Teaching Experiences:

Assistant Professor of Military Science, University of Wisconsin Lacrosse, *Army ROTC Courses*, 1983-1987. Guest lecturer on Military Law to the College of Liberal Sciences, law class.

Instructor/Course Author, Command and General Staff College, Fort Leavenworth Kansas, *Logistics and Military Comptrollership courses*, 1992-1995.

Adjunct Professor, Saint Mary's College, Lansing Kansas, *Personal Financial Readiness course*, 1994-1995 (Minimal Security Prison, Lansing Kansas).

Instructor, Innovative Manufacturers Center, *Business History Through Numbers*, Williamsport Pennsylvania, May 2017.
