

# 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

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

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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.

### *Chronological List of Valuations and Testimonials*

State-of-the-Art Dairy Farm Operation, Fair Market Valuation, Re-Financing Purposes, February 25, 2003

Dairy Queen Franchise Store, Fair Market Valuation for Sale Purposes, May 6, 2003

Fire and Restoration Construction Company, Fair Market Value, Re-Financing Purposes, As of December 31, 2003

Large Cast Tool and Die Manufacturer, Fair Market Value, for Sale Purposes, March 27, 2004

Tier Level II Automotive Parts Manufacturer, Fair Market Value, Acquisition Candidate and Due Diligence Review, September 29, 2004

Environmental Training Company and Membership Organization, Fair Market Valuation for Sale Purposes, December 21, 2004

Small Chain Grocery Store, Fair Market Value, Estate Planning Purposes, December 31, 2004

Small Tool and Die Manufacturer, Fair Market Value, for Sale Purposes, November 11, 2005

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New Car Automotive Dealership, Fair Market Value, Divorce Settlement, December 31, 2005

Precision Tool Company, Fair Market Value, Acquisition Candidate and Due Diligence Review Purposes, June 19, 2006

Family Limited Partnership, Fair Market Value and Minority Interest, Estate Valuation Purposes, February 7, 2007

Forestry Consulting Services Company with a Subsidiary (Land Holding Company), Fair Market Value, Estate Valuation Purposes, February 7, 2007

Land Holding Company, Fair Market Value and Minority Interest, Estate Valuation Purposes, February 7, 2007

Wood Chip Manufacturer, Fair Market Value, Estate Valuation Purposes, February 7, 2007

Meat and Food Product Distributor, Fair Market Value, Divorce Settlement, December 2007

Expert Witness Summary Report clarifying the performance standard of "All Due Diligence" as a contingency for financing pertaining to a commercial real estate transaction, February 2008

Lumber and Building Material Wholesale/Retailer, Fair Market Value, Estate Valuation Purposes, March 2008.

Environmental Training Company, Fair Market Valuation, for Sale Purposes, March 2008

Meat Market and Deli, Expert Witness Testifying as to Current Ratio and Solvency of Company, Pending Divorce, June 2008

Pharmacy, Fair Market Value, Pending Divorce, July 2008

Expert Witness Testifying as to the meaning of "All Due Diligence" in a mortgage contingency clause of a Commercial Real Estate Agreement, August 2008

Hunting Preserve Company, Fair Market Value, Estate Planning Purposes, November 2008

Occupational Therapy Company, Fair Market Value, for Sale Purposes, November 2008

Commercial Printing Company, Fair Market Value, Estate Planning Purposes, January 2009

Fuel Distributor, Fair Market Value, Estate Planning Purposes, October 2009

Feed Mill, Fair Market Value, for Sale Purposes, January 2010

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Tavern, Calculation Report, Bank Re-Financing, March 2011

Timber/Land Holding Company, Fair Market Value, Estate Planning Purposes, August 2011

Commercial Printing Company, Fair Market Value, Estate Planning Purposes, September 2012

Automobile Dealership, Fair Market Value, Estate Planning Purposes, March 2013

Convenience Store, Benchmark Analysis, Sale, March 2013

Commercial Printing Company, Benchmark Analysis, Determining an Asking Price, April 2013

Designated as a Certified Business Appraiser (CBA #10852) by the Institute of Business Appraisers (IBA), June 2013

Restaurant, Benchmark Analysis, Determining an Asking Price, July 2013

Designated as a Certified Valuation Analysts (CVA #992544) by the National Association of Certified Valuers and Analysts (NACVA), December 2013

Software Development and Internet Technology Application Company, Rule of Thumb Analysis, Potential Partner Dissolution, January 2014.

Restaurant, Benchmark Analysis, Determining an Asking Price, August 2014.

Retail Furniture Store, Benchmark Analysis, Determining an Asking Price, October 2015.

Research and Development Government Contracting Company, Benchmark Analysis, Determining an Asking Price, November 2015

Dairy Farm, Concept Plan for Real Estate Investment and Expansion, December 2015.

Computer Training, Services, and Support Company, Benchmark Analysis, Determining an Asking Price, December 2015.

Daycare Center, Benchmark Analysis, Determining an Asking Price, January 2016.

Designer and Manufacturer of Military Flight Equipment, Benchmark Analysis, Determining an Asking Price, February 2016.

Metal Fabrication Company, Benchmark Analysis, Determining an Asking Price, August 2016.

Furniture and Appliance Store, Benchmark Analysis, Determining an Asking Price, September 2016.

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Management Consulting Company providing Business Process Improvement Appraisals,  
Benchmark Analysis, Determining an Asking Price, November 2016.

Retail Store, Benchmark Analysis, Determining an Asking Price, November 2016.

Information Technology Company, Tax Free Merger Plan, SBA 8A BD approval for merger,  
January 2017.

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