

David R. Still, CBI

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CURRICULUM VITAE

Education

Magna Cum Laude, Bachelor of Business Administration - University of Georgia-

Business Activities

Past General Manager and Minority Owner- Gwinnett Post Tribune – 12 years

Call Link Communication, Inc. – Past Owner- 5 years

Capital Endeavors, Inc. - Owner- 1995 to Present

Real Estate Conglomerate – CFO – 9 month Restructuring of 77 LLCs and LLPs

Professional Designations

Certified Business Intermediary – (International Business Brokers Association)

Certified Business Broker – (Georgia Association of Business Brokers)

Professional Licenses

Georgia Real Estate Broker

Professional Associations

Member of the Institute of Business Appraisers (IBA) 1995 through June 2012.

Member of the National Assoc. of Certified Valuation Analysts since 2012

Member of International Brokers Association (IBBA) since 1995.

Member of the Georgia Association of Business Brokers (GABB) since 1995

Member of the M & A Source since 1996

Member of the Gwinnett Estate Planning Council since 2003

Member of the ACG Atlanta since 2011

Course Work- Institute of Business Appraisers

How to Value Mid Size and Smaller Businesses- 16 CPE Credits

Business Appraisal for Divorce- 8 CPE Credits
Litigation Support- 16 CPE Credits
IBA 8-Day Workshop- 64 CPE Credits (Block A- 32 CPE Credits Completed)
Preparing for the Certified Business Appraiser Written Exam- 8 CPE Credits
IBA Annual Conference- 2003, 2005, 2006, 2007
IBA Regional Conference- Atlanta, 2004-2007, 2010-2012
Report Writing – Palm Beach, Florida 2006 – 16 CPE Credits
Case Studies – Palm Beach, Florida 2006- 16 CPE Credits

Course Work- International Business Brokers Association

Recasting and Normalizing Financials – 16 hours
Business Valuation – 16 hours
IBBA Ethics – 8 hours
Psychology in Business Sales – 8 hours
52 Steps to Finding Buyers and Sellers – 8 hours
Maintaining a Sellable Inventory – 8 hours
Legal Aspects of Mergers and Acquisitions – 16 hours
M&A Financing Sources and Strategy – 8 hours
M&A Deal Structuring and Tax Strategies – 8 hours
M&A Manufacturing – 8 hours
M&A Marketing – 8 hours
M&A Negotiation- 8 hours
Maximizing the Value of the Privately Held Company- 8 hours
M &A Financing The Acquisition – 8 hours
Standards of Care for Business Brokers – 4 hours
Professional Practice Management – 8 hours
Tax Issues of General Business Brokerage – 8 hours
How to Price a Business for Sale – 4 hours
Understanding Tax Returns – 4 hours
IBBA Annual Conferences since 1995

Course Work- Georgia Business Brokers Association

Annual Seminar Courses- 17 years

Professional Positions Held

GABB President- (served two consecutive terms)
GABB Board of Directors- (Georgia Association of Business Brokers) – 9 years
GABB Advisory Board – (Georgia Association of Business Brokers) - 2011
GABB Secretary
GABB Education Committee
GABB Continuing Education Credit Coordinator
GABB Vice-President- GABB Ethics Committee Chair
GABB President Elect

M&A Source Private Market Report Committee
IBBA Membership Committee

Articles Published In:

National Newspaper Associations Trade Journal
Wall Street Journal
Gwinnett Daily Post
Gwinnett Business Journal
International Business Brokers Association Newsletter
Georgia Association of Business Brokers Newsletter

Appraisal Continuing Education Classes Taught and Speaking Engagements

GABB Spring Conference 2003 – How to use Sold Databases
GABB Spring Conference 2004- Advance Pricing Methods
Cad Com Equipment Owners Association 2004
Gwinnett Estate Planning Council - 2006
Gwinnett County Bar Association – Estate Planning Division 2007
University of Georgia MBA Program 2008 – Buying a Business
GABB Spring Conference 2009 – Valuation of Your New Listing
GABB Monthly Meeting September 2010 - Pitfalls to Avoid in Pricing Businesses
Edward D Jones Quarterly Meeting 2011 – You’ve Built a Successful Business –
Now What?
Lawrenceville Area Employment Assistant Monthly Meeting 2011 - Sifting for Golden
Opportunities Through Volunteer Organizations
GABB Monthly Meeting June 2012 - Best Practices – Sold Data Bases

Types of Business Valuations Completed

Manufacturing

Electronic Component Manufacturer
Cultured Stone Manufacture
Casino Gaming Manufacturing
Control Panel Manufacturing
Assembly Line Manufacturing
Foam Packaging Manufacturing
Medical Equipment Manufacturing
Liquid Packaging Manufacturing
Furniture Manufacturing
Fence Material Manufacturing
Roofing Manufacturing and Installation Company
Go Cart Manufacturer
Metal Cabinet Manufacturer
Electrical Measuring Devise Manufacturer

Machine Shops
Silk Flower Manufacturer
Motorcycle Parts Manufacturing and Distributor
Massage Therapy Products Manufacturer and Distributor
Window Manufacturing
Pallet Manufacturing
Asphalt Manufacturing and Construction
Over The Counter Pharmaceutical Manufacturer
Outdoor Grill Manufacturer
Cardboard Box Die Manufacturer
Furniture Upholstery – Large Scale Hotel Industry

Distribution

Imaging Equipment Distributor
Medical Equipment & Supply Distributor
Chemical Distributor
Chemical Water Distributors
Mechanical Parts Distributor
Marble Distribution and Construction Company
Stone Distribution Company
Paving Equipment Distributors
Millwork Manufacturing and Distribution
Erosion Control Products/Equipment Distributor
Electrical Distribution Companies
Wholesale Lawn Equipment and Lawn care Supply Distributor
Wholesale Office Furniture Stores
Wholesale – Automotive Engine Parts/Rebuilt Engines
Wholesale Tile/Flooring Retail Store
Wholesale Food – Perishable and Nonperishable
Wholesale Paper Products
Wholesale Metal Roof Distributor
Wholesale Florial/Interior Decorating Distributor
Security Distributors and Surveillance Companies
Weekly Newspapers of various sizes
Regional Magazines of various sizes
Printing Companies of various sizes and specialties
Computer Visualizer Distributor

Retail

RV Dealership
Water Craft Dealerships
New Car Dealerships
Used Car Dealerships

Tire Dealerships
Retail Appliance Stores
Bookstore Chain
Business Service Centers
Flooring and Tile Retail Centers
Ice Cream Store
Gift Stores
Florists
Bakery
Retail Furniture Stores
Florist Retail
Liquor Stores
Auto Parts Store
Used Car Dealerships
Hair Salons
Bridal Salons
Pool Supply Store
Woodcraft Store
Restaurants of various types and sizes

Service and Professional

Database Marketing Companies
Software Companies
Personnel Staffing Companies
Dumpster Reconditioning Company
Medical Laser Rental Company
Logistic - Trucking Companies
Air Transportation, Nonscheduled
Logistic Software and Hardware Companies
Real Estate Appraisal Companies
Real Estate Brokerage Companies
Real Estate Holding Companies
Real Estate Inspection Companies
Geologist
Embroidery Company
System Integrator
Car Washes
Carpet Cleaning
Day Cares
Auto Auction
Security Company
Auto Repair
Answering Services
Bus Services
Medical Practices

Dental Practices
Chiropractic Practices
Veterinarian Practices
Physical Therapy Clinic
Geologist/Engineer Practice
Business Consultant Practice
Accounting/CPA Practices
Advertising Agency
Data Management Companies
IT Service Companies
Graphic Design Companies
Paper Pulp Equipment and Service Companies
Engineering Consulting Companies
Plumbing Companies
Hydraulics Companies
Office Mailing and Supplies
Staffing Companies
Internet Software Platform Companies

Construction

Satellite TV Dealership
Network Cabling Company
Electrical Contractor
Landscaping Companies
Fence Construction Companies
Lawn Maintenance companies
Holiday Lighting Installation and Storage
Insulation Installation Company
Grading Company
Plumbing Companies
Research Laboratory Equipment and Install Company
Commercial Renovation Company
Residential Builders
Commercial Building Sprinkler Installation Company
Concrete Company
Swimming Pool Construction
Outdoor Equipment Sales and Service
HAVC Companies
Flooring Companies
Petroleum Pipeline Maintenance

Trial Court and/or Mediation Appearances

Gwinnett
Newton

Spaulding

Other Trade and Civic Activities and Positions Held

Kiwanis Club- Past President
Kiwanis Club –Past Advisor to the President
Lawrenceville Trade and Tourism Association- Past Secretary (two terms)
Lawrenceville Trade and Tourism Association- Past Board of Directors (four terms)
Lawrenceville Downtown Develop Authority Board of Directors – current Vice Chair
Lawrenceville Architecture Review Board
Gwinnett Chamber- Past Various Committees
Gwinnett Technical College- Past Advisor Board
Red Cross- Past Gwinnett Chapter Board of Advisors
CadCom Owners Association- Past Board of Directors
Family Promise- Past Local Church Co-coordinator (Homeless Charity)
Community Foundation for North East Georgia – Professional Advisor
Gwinnett Habitat for Humanity –Chair Financial Committee
Campaign Chairman -Lawrenceville City Council Post

Religious Affiliations and Positions Held

First United Methodist Church of Lawrenceville

Finance Committee – Past Secretary
Board of Trustees – Past Chairman
Building Committee – Past member
Stewardship Committee – Past member
Evangelism Committee – Past member
Children at Risk Committee – Past member
Education Committee – Past member
Administrative Board – Past member
Study and Server Leadership – Current member
Sunday School Facilitator – Peer, Youth, and Children
Small Group Facilitator
Youth Group Past Leader
Various Special Tasks Force Committees
Honduras Mission Trips – Past Treasurer

Family

Married 29 years to Vicki Still.
Adult Daughter
Adult Son, Daughter-In-Law, Granddaughter