

**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 Recognitions**

2017 Best of Gwinnett

2017 GABB Phoenix Award

2016 Impact Award Finalist

Life Member GABB Million Dollar Club

10+ Years GABB Multi-Million Dollar Club

**Professional Licenses**

Georgia Real Estate Broker

**Professional Associations**

Member of the Institute of Business Appraisers (IBA) since 1995.

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 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, 2010-2015  
Report Writing – Palm Beach, Florida 2006 – 16 CPE Credits  
Case Studies – Palm Beach, Florida 2006- 16 CPE Credits

### **Course Work- International Business Brokers Association**

Best Practices for Purchase Agreements – 4 hours  
Fundamentals of Lower Middle Market Private Equity – 4 hours  
Investment Analysis of commercial Properties – 3 hours  
The Science of Negotiation in Commercial Real Estate – 3 hours  
Data Security, Privacy & Safety/Technology and Your Business – 4 hours  
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  
Legal Issues in the M&A Process – 4 hours  
Balance Sheet – A Uniquely Powerful Closing Tool – 4 hours  
Understanding the Pro Forma and Cash Flow Statement – 4 hours  
Understanding Tax Returns in Business Brokerage with Real Property Transfer – 4 hours  
IBBA Annual Conferences since 1995

## **Course Work- Georgia Business Brokers Association**

Annual Seminar Courses- 18 years

### **Professional Positions Held**

GABB Past President- (served two consecutive terms)  
GABB Past Board of Directors- (Georgia Association of Business Brokers) – 9 years  
GABB Past Advisory Board – (Georgia Association of Business Brokers) - 2011  
GABB Past Secretary  
GABB Past Education Committee  
GABB Past Continuing Education Credit Coordinator  
GABB Past Vice-President  
GABB Past 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 Plumbing and  
Mechanical Association of Georgia 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  
Carr, Riggins & Ingram Lunch and Learn November 2013 – Business Appraisals

## **Types of Business Valuations Completed**

### Manufacturing

Asphalt Manufacturing and Construction  
Assembly Line Manufacturing  
Cardboard Box Die Manufacturer  
Cardboard Box Die Manufacturer  
Cleaning Supply Manufacturer  
Composite Aerospace Manufacturing  
Control Panel Manufacturing  
Cultured Stone Manufacturer  
Electrical Measuring Device Manufacturer  
Electronic Component Manufacturer  
Fence Material Manufacturing  
Foam Packaging Manufacturing  
Furniture Manufacturing  
Go Cart Manufacturer  
Liquid Packaging Manufacturing  
Machine Shops  
Massage Therapy Products Manufacturer and Distributor  
Medical Equipment Manufacturing  
Metal Cabinet Manufacturer  
Motorcycle Parts Manufacturing and Distributor  
Over The Counter Pharmaceutical Manufacturer  
Outdoor Grill Manufacturer  
Pallet Manufacturing  
Plastic Manufacturer  
Robotic Machine Manufacturer  
Roofing Manufacturing and Installation Company  
Silk Flower Manufacturer  
Window Manufacturing  
Wood Parts Manufacturer

### Distribution

Chemical Distributor  
Chemical Water Distributors  
Computer Visualizer Distributor  
Electrical Distribution Companies  
Erosion Control Products/Equipment Distributor  
Imaging Equipment Distributor  
Marble Distribution and Construction Company  
Medical Equipment & Supply Distributor  
Mechanical Parts Distributor  
Millwork Manufacturing and Distribution  
Paving Equipment Distributors

Printing Companies of various sizes and specialties  
Regional Magazines of various sizes  
Security Distributors and Surveillance Companies  
Stone Distribution Company  
Weekly Newspapers of various sizes  
Wholesale Automotive Engine Parts/Rebuilt Engines  
Wholesale Fireplace Distributor  
Wholesale Floral/Interior Decorating Distributor  
Wholesale Food – Perishable and Nonperishable  
Wholesale Furniture Distribution  
Wholesale Lawn Equipment and Lawn care Supply Distributor  
Wholesale Metal Roof Distributor  
Wholesale Office Furniture Stores  
Wholesale Paper Products  
Wholesale Tile/Flooring Retail Store

Retail

Auto Parts Store  
Bakery  
Bookstore Chain  
Bridal Salons  
Business Service Centers  
Coffee Shops  
Flooring and Tile Retail Centers  
Florists  
Gift Stores  
Hair Salons  
Ice Cream Store  
Lawnmower Stores  
Liquor Stores  
Lumber Yards/Stores  
Mail/Packaging Stores  
New & Used Car Dealerships  
Pool Supply Store  
Retail Appliance Stores  
Retail Furniture Stores  
Restaurants of various types and sizes  
RV Dealership  
Tire Dealerships  
Tool & Equipment Rental Stores  
Water Craft Dealerships  
Woodcraft Store

Service and Professional

Accounting/CPA Practices  
Advertising Agency  
Air Transportation, Nonscheduled  
Answering Services  
Auto Auction Auto Repair  
Bookkeeping Practices  
Bus Services  
Business Consultant Practice  
Car Washes  
Carpet Cleaning  
Chiropractic Practices  
Data Management Companies  
Database Marketing Companies  
Day Cares  
Dumpster Reconditioning Company  
Embroidery Company  
Engineering Consulting Companies  
Geologist  
Geologist/Engineer Practice  
Graphic Design Companies  
Home Health Care  
Hydraulics Companies  
Internet Software Platform Companies  
IT Service Companies  
Limousine Company  
Logistic - Trucking Companies  
Logistic Software and Hardware Companies  
Medical & Dental Practices  
Medical Laser Rental Company  
Office Mailing and Supplies  
Paper Pulp Equipment and Service Companies  
Personnel Staffing Companies  
Pest Control Companies  
Physical Therapy Clinic  
Plumbing Companies  
Real Estate Appraisal Companies  
Real Estate Brokerage Companies  
Real Estate Holding Companies  
Real Estate Inspection Companies  
Security Company  
Software Companies  
System Integrator  
School Fundraising Company  
Staffing Companies  
Veterinarian Practices

### Construction

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

### **Trial Court and/or Mediation Appearances**

Cobb, Gwinnett, Newton, Rockdale, Spaulding

### **Other Trade and Civic Activities and Positions Held**

Lawrenceville City Council – current Mayor Pro-Tem  
Lawrenceville Downtown Develop Authority Board of Directors – past Chair  
Impact 46 – Board Member  
CadCom Owners Association- Past Board of Directors  
Community Foundation for North East Georgia – Professional Advisor  
Family Promise of Gwinnett County - Past Local Church Co-coordinator (Homeless Charity)  
Gwinnett Chamber of Commerce - Past Various Committees  
Gwinnett Habitat for Humanity –Past Chair Financial Committee  
Gwinnett Technical College- Past Advisor Board  
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 Architectural Review Board- past Chair  
Red Cross- Past Gwinnett Chapter Board of Advisors

## **Religious Affiliations and Positions Held**

### First United Methodist Church of Lawrenceville

Past member 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  
Lay Leader  
Current member- 3 Special Task Force Committees  
Honduras Mission Trips – Past Treasurer

### **Family**

Married 34 years to Vicki Still.  
Adult Daughter, Son-In-Law  
Adult Son, Daughter-In-Law, Granddaughter, Grandson