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## **CURRICULUM VITAE**

### **PROFESSIONAL EXPERIENCE**

Professional experience includes being actively involved in the restaurant business for 35 years in the following capacities: regional manager, multi-unit franchise owner and commercial real estate broker specializing in the selling, leasing and appraising of restaurant businesses and properties.

The Boston Restaurant Group, Inc.	Owner/President
Restaurant Brokers of America, Inc.	Executive Vice President
Dunkin Donuts	Multi-unit Owner/Operator
Friendly Ice Cream Corporation	Regional Manager

### **PROFESSIONAL DESIGNATION**

Awarded Fellow of the IBBA designation by the International Business Brokers Association

### **PROFESSIONAL AFFILIATIONS**

Northeast Association of Realtors  
Massachusetts Association of Realtors  
National Association of Realtors  
Massachusetts Restaurant Association  
International Business Brokers Association  
Small Business Administration (SBA)

### **ARTICLES/INTERVIEWS PUBLISHED**

BVR Industry Transactions 2011 Edition  
The Boston Globe 2011  
The Improper Bostonian 2011  
Boston Herald 2011  
Food Service East 2011  
The Boston Globe 2010  
Boston Business Journal 2010  
New England Real Estate Journal 2009  
Boston Business Journal 2008  
The Boston Globe, 2008  
Boston Magazine, 2007  
Banker & Tradesmen, 2007  
Nation's Restaurant News, 2007  
Valuing Eating Places, Pratt, Shannon, John Wiley & Sons, 2004  
Valuing Drinking Places, Pratt, Shannon, John Wiley & Sons 2004  
The Business Reference Guide, West, Tom, Business Brokerage Press, 2011  
The Business Reference Guide, West, Tom, Business Brokerage Press, 2010  
The Business Reference Guide, West, Tom, Business Brokerage Press, 2009  
The Business Reference Guide, West, Tom, Business Brokerage Press, 2006-2008  
The Business Reference Guide, West, Tom, Business Brokerage Press, 2000-2005  
Handbook of Business Valuation, John Wiley & Sons, 1992, 1999  
The Business Reference Guide, West, Tom, Business Brokerage Press, 1999  
Business Valuation Update, Pratt, Shannon, Volume 5, No. 2, February, 1999  
The Business Reference Guide, West, Tom, Business Brokerage Press, 1997, 1998

**RECENT VALUATION SPEAKING ENGAGEMENTS**

Restaurant Trends	Boston	2011
Northeast Foodservice Conference	Boston	2010
Massachusetts Restaurant Association	Boston	2010
Restaurant Trends	Boston	2010
Northeast Foodservice Conference	Boston	2009
Restaurant Trends	Boston	2009
Northeast Foodservice Conference	Boston	2008
Restaurant Trends	Boston	2008
Boston University	Boston	2007
International Business Brokers Association	Dallas	2007
Restaurant Trends	Boston	2007
International Business Brokers Association	Hartford	2006
Business Brokers of Florida	Tampa	2006
Boston College	Boston	2006
Restaurant Trends	Boston	2006
Northeast Foodservice Conference	Boston	2006
International Business Brokers Association	Phoenix	2005
Boston College	Boston	2005
Restaurant Trends	Boston	2005
New England Foodservice & Lodging	Boston	2005
Florida Business Brokers Association	Ft. Myers	2005
Boston College	Boston	2004
Boston University	Boston	2004
Massachusetts Restaurant Association	Boston	2004
New England Business Brokers Association	Boston	2004
International Business Brokers Association	Philadelphia	2004
Northeast Foodservice Conference	Boston	2004
Institute of Business Appraisers	Orlando	2003
International Business Brokers Association	Orlando	2003
Northeast Foodservice Conference	Boston	2003
Restaurant Trends Seminar	Boston	2003
ICBC Conference	Boston	2002
International Business Brokers Association	Los Angeles	2002
International Business Brokers Association	New Orleans	2002
Northeast Foodservice Conference	Boston	2002
Restaurant Trends Seminar	Boston	2002
International Business Brokers Association	Palm Springs	2001
Restaurant Hospitality	Chicago	2001
New York Society of CPA's	New York	2001
Fulcrum Restaurant Seminar	New York	2001
Restaurant Trends Seminar	Boston	2001
Small Business Admin. SBA/Score	Boston	2001
Northeast Foodservice Conference	Boston	2001
International Business Brokers Association	Denver	2000
Restaurant Trends Seminar	Boston	2000
Northeast Foodservice Conference	Boston	2000
Mass Board of Assessors	Hyannis	2000

### VALUATION EDUCATION

Valuation related specialized courses, seminars and conferences sponsored by the Institute of Business Appraisers, Inc., the Appraisal Institute, the American Institute of Certified Public Accountants and the International Business Brokers Association.

- NACVA/IBA Financial Litigation Support, May 2011
- IBBA National Conference, November 2007
- IBBA National Conference, June 2006
- IBBA National Conference, November 2005, 2007
- IBBA National Conference, June 2003, 2004
- IBA National Conference, June 1994, 1996, 2003
- IBBA National Conference, November 2002
- IBBA National Conference, June 2002
- IBBA National Conference, 2001
- IBBA National Conference, 1997, 1998, 1999, 2000
- IBA Litigation Support and Expert Witness Training, 2000
- AICPA National Conference, 1995, 1999
- IBBA Accounting Basics Training, 1998
- IBBA & AI Business Valuation Training, 1998
- IBA Valuing Small Businesses Training, 1997

### QUALIFIED EXPERT WITNESS TESTIMONY

Qualified as an expert witness in business valuation:

- Trial: Boston, MA 2010 (*Sayeh vs. Hiromoto*)
- Trial: Probate Court, Cambridge, MA, 2008 (*Omoyeni vs. Omoyeni*)
- Deposition – Boston, MA, 2002 (*Lee v. Soble*)
- Boston Arbitration - Boston, MA, 1995 (*Slesar v Kadish*)
- Worcester Superior Court - Worcester, MA, 1989 (*O'Toole v Rizoli and Cataldo*)

### CONTINUING EDUCATION SEMINARS

<u>05/19/11</u>	<u>Expert Witness Training</u>	<u>Westborough</u>
<u>11/08/10</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>11/08/09</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>11/09/08</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>11/15/07</u>	<u>IBBA Conference</u>	<u>Dallas</u>
<u>10/28/07</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>11/10/06</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>06/07/06</u>	<u>IBBA Conference</u>	<u>Hartford</u>
<u>11/10/05</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Las Vegas</u>
<u>11/10/05</u>	<u>IBBA Conference</u>	<u>Phoenix</u>
<u>06/10/04</u>	<u>IBBA Conference</u>	<u>Philadelphia</u>
<u>06/10/03</u>	<u>IBBA Conference</u>	<u>Orlando</u>
<u>11/06/02</u>	<u>IBBA Conference</u>	<u>Los Angeles</u>
<u>06/14/02</u>	<u>IBBA Conference</u>	<u>New Orleans</u>
<u>11/01/01</u>	<u>Restaurant Finance &amp; Development Conference</u>	<u>Chicago</u>

### COLLEGE EDUCATION

University of Virginia  
Dickinson College, BA