

Roland Davis, BCA, M&AMI, CMEA, SBA

Occupation: Business Valuations, M&E Appraisals,
Acquisition & Ownership Consultant for Businesses.

Title: President

Company: Davis Business Appraisers, Inc.

Website: www.DBValue.com

Preferred Contact Information:

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AMERICAN
BUSINESS
APPRAISERS
NATIONAL NETWORK



Member Of
NEBB
INSTITUTE

**HAMPTON
ROADS**
Chamber of Commerce
Serving Southeastern Virginia
MEMBER

Mission Statement / Brief Description of Company:

Davis Business Appraisers, a Hampton Roads Mergers & Acquisition firm performs brokerage, business valuations and machinery & equipment appraisals. We help define the tangible and intangible asset values for family-owned and closely-held businesses, professional practices, limited liability companies, corporations and partnerships. Our unique combination of business valuation and machinery & equipment appraisal expertise allows us to offer innovative solutions to difficult valuation and acquisition issues.

Work History / Special Recognitions:

Roland has earned numerous distinctions. The highest is Mergers and Acquisition Master Intermediary awarded by the International Business Brokers Association. He is a former Division President with Landmark Communications, CEO of Executive Productivity Systems, Inc. and Vistage Chair. He serves on the Board of the American Business Appraisers National Network

Other Associations / Awards Received:

Chesapeake City Council 2014 - 2018

2013 First Citizen of Chesapeake

Chairman, City of Chesapeake's 50th Anniversary

President, Chesapeake Rotary Club & Paul Harris Fellow

Board Member, Hampton Roads Planning District Commission & Regional Broadband Task Force

Board Member, Economic Development Authority, City of Chesapeake

Board Member, Chesapeake Regional Medical Center

Board Member, Chesapeake Division Hampton Roads Chamber of Commerce

Board Member, ForKids

Board Member, Virginia Beach Vision

757 Angels Venture Capital Group

2017 Lawyers Weekly Business Valuation Expert for Virginia Case of the Year

Chairman & Co-Founder, Chesapeake Virginia Wine Festival

2011 Chesapeake Rotarian of the Year

2012 Chesapeake Volunteer of the Year - Hampton Roads Chamber

Eagle Scout

Education:

B.S. West Virginia University

International Business Broker Association Courses, Business Valuation & Appraisal Courses

NEBB Institute (Certified Machinery & Equipment Appraiser)

9/1976 - 9/1979 Boy Scouts of America Baltimore, MD.

District Executive/Director of Public Relations

Responsible for fundraising, recruitment of volunteers, publicity, and program development for Anne Arundel County for the Boy Scouts Explorer Division. Camp Director for Summer Camp for 2 summers. Promoted successful Boy Scout Expo for Baltimore Area in 1978. Coordinated advertising and public relations to Baltimore media market

EDUCATION 6/1976 West Virginia University Bachelor's Degree

COMMUNITY LEADERSHIP

Chesapeake City Councilman
2013 First Citizen of Chesapeake
City of Chesapeake 50th Anniversary - Chairman
Chesapeake Rotary Club - Past President
Chesapeake Division Hampton Roads Chamber Board
Chesapeake Regional Medical Center Foundation Board
Bishop Sullivan Catholic High Foundation Board -Fmr. Chair
Boys & Girls Clubs of Chesapeake Board of Directors Chesapeake
Virginia Wine Festival – Chairman & Creator

ACHIEVEMENTS

Eagle Scout – Bronze Palm
2011 Rotarian of the Year, Paul Harris Fellow – Chesapeake Rotary Club
Chesapeake Chamber of Commerce Volunteer of the Year 2012

BUSINESS BROKERAGE CERTIFICATIONS & EDUCATION

Mergers & Acquisitions Master Intermediary

International Business Brokers Association
An M&AMI is an experienced, proven professional whose claim of competence is supported and documented. Mergers and Acquisitions Master Intermediary (M&AMI) is the highest designation awarded by the International Business Brokers Association. There are only 75 M&AMIs worldwide.

Business Certified Appraiser

International Society of Business Appraisers
Business Certified Appraiser "BCA" is awarded by the International Society of Business Appraisers to individuals who have completed and successfully passed the three-hour proctored exam after Level One - Valuation Essentials and Level Two - Advanced Techniques courses and demonstrates their proficiency in a demonstration report subject to peer review

IBBA University Courses Passed

Analyzing and Recasting Financial Statements Level I & II
Dollars from Distress
Closing at Maximum Value in 90 Days
Business Valuation Level I & II
SBA Financing
Tax Boot Camp for M&A Professional
Financing the M&A Acquisition
Seller Seminar for the Business Broker
Manufacturing M&A
Succession Planning: Exit Strategies for Privately Held Companies
Advanced M&A Tax Strategies & Deal Structures

Certified Machinery and Equipment Appraiser

National Equipment and Business Brokers Institute

Business Valuations – SBA

Fulton Bank, PNC Bank, Private Acquisitions, Gifts

ABAR- Institute of Business Appraisers

Accredited in Business Appraisal Review - Course Passed

Senior Business Analyst

International Society of Business Analysts

**International Business Brokers Association®, Inc.
401 N. Michigan Ave., Suite 2200, Chicago, IL 60611-4267**

NEWS RELEASE...NEWS RELEASE...NEWS RELEASE

**CHESAPEAKE BUSINESS EXECUTIVE, ROLAND DAVIS RECEIVES
PRESTIGIOUS MERGERS & ACQUISITION MASTER INTERMEDIARY
(M&AMI) DESIGNATION FROM M&A SOURCE.**

FIRST M&AMI IN HAMPTON ROADS & ONE OF 64 WORLDWIDE

June 13, 2007 – The International Business Brokers Association; the largest international non-profit association operating exclusively for the benefit of people and firms engaged in the various aspects of business brokerage and mergers and acquisitions, today announced that Roland Davis of Sajomach Business Services, Inc. of Chesapeake, Virginia has been awarded the Merger & Acquisition Intermediary (M&AMI) designation at its International Conference in Memphis, Tennessee on June 6, 2007. Mr. Davis is the first M&AMI in Hampton Roads and is one of less than 64 worldwide. The M&AMI is a true mark of distinction that helps business owners when choosing a business brokerage for their M&A transactions.

The M&AMI designation is awarded to intermediaries who have proven professional excellence through verified transaction experience, education, certification as a business intermediary (CBI), and peer review. The M&A Source, a specialty division of the International Business Broker's Association (IBBA), is the world's largest international organization of experienced, dedicated merger and acquisition intermediaries representing the middle market.

"I am honored to have been selected by the committee to receive the M&AMI designation, as many of the leaders in our industry are previous recipients of this award," said Roland Davis, President of Sajomach Business Services, Inc.

About M&A Source & IBBA

Since 1991, the M&A Source has addressed professional issues of merger and acquisition specialists. Today, the IBBA has more than 1,800 cooperative business brokers and intermediaries across Canada, Mexico, Asia, Europe, Australia and the United States. It provides education, networking, conferences, member tools, peer-to-peer roundtables, deal making expos and other support, all specific to M&A specialists. For more information: www.masource.org and www.ibba.org

About Sajomach Business Services, Inc.

Sajomach Business Services, Inc. is a full service Mergers and Acquisition Intermediary firm specializing in the transfer of Midsize corporations in Hampton Roads. The company provides services to buyers and sellers for business brokerage and business valuations. For more information Sajomach Business Services, Inc. can be contacted at 757-410-3851 or at its website www.sajomach.com



FOR IMMEDIATE RELEASE

AMERICAN BUSINESS APPRAISERS NATIONAL NETWORK
GAINS VIRGINIA AFFILIATE

Contact:

Tracey Eaves, Managing Member
American Business Appraisers National Network
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505-258-8821

August 22, 2016 - The American Business Appraisers National Network (ABA) is pleased to announce that **Davis Business Appraisers, Inc.** has joined its ranks as the network's Virginia affiliate. **Mr. Roland Davis**, President of Davis Business Appraisers, Inc., holds the Business Certified Appraiser (BCA) designation conferred by the International Society of Business Appraisers, the Certified Machinery and Equipment Appraiser (CMEA) designation conferred by the NEBB Institute and the prestigious Mergers and Acquisitions Master Intermediary (M&AMI) designation conferred by the International Business Brokers Association.

Davis Business Appraisers, a Hampton Roads business appraisal firm, performs business valuations and machinery and equipment appraisals for a variety of purposes.

"We are pleased to have Davis Business Appraisers as our Virginia affiliate. Roland's experience enhances our network-wide expertise and we are looking forward to Roland's contributions to our group," stated Tracey Eaves, Managing Member of the American Business Appraisers National Network.

"Davis Business Appraisers is a much welcomed addition to the ABA, allowing us to continue to expand both our collective knowledge base and our national footprint. I know I speak for all ABA members in looking forward to being able to collaborate with someone of Mr. Davis' caliber," commented Don Parker, ABA Membership Chair.

American Business Appraisers is a nationwide network of highly credentialed and experienced business valuation professionals. ABA members provide a wide variety of valuation and consulting services in taxation, litigation, transaction and regulatory compliance matters. Visit us at www.businessval.com.



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Developing Exit Strategies and Value Enhancements
Subsequent Events
Fairness Opinions
Exposure to Mediation
Merger & Acquisition Markets
Income Inaccuracies
Valuation Premiums
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Enterprise vs. Goodwill
Valuing Real Estate Assets FLPs
Credible Loss Profits Opinions
Regression, Econometrics and Economic Damages
Personal Goodwill – Bottom Up and Top Down Approaches
Guideline Public Company Method
Financial Modeling
Healthcare Valuations
Heavy Construction Valuations
Non Controlling Interests
Valuing Builders

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