

Curriculum Vitae - Valuations Director, Kelly A. Skarda, ASA, CBA

Certifications:

- Accredited Senior Appraiser (ASA) through the American Society of Appraisers.
- Certified Business Appraiser (CBA) through the Institute of Business Appraisers (IBA).

Business valuation, litigation support and M&A experience:

- Completed hundreds of business valuation reports for all types of private companies between \$500,000 and \$150,000,000 in annual revenue.
- Has testified as an expert witness and offered litigation support services in numerous court cases.
- First-hand experience managing dozens of business sale transactions throughout the Midwest.

Education:

- Master of Business Administration, finance concentration, University of Missouri at Kansas City
- Bachelor of Science degree in finance, Kansas State University, Manhattan, Kansas
 - Commencement speaker
 - Graduated with honors, *magna cum laude*

Professional affiliations:

- Member of the American Society of Appraisers (ASA)
- Member of the Institute of Business Appraisers (IBA)
 - Member of the IBA Accreditation Board

Educational presentations: Led and participated in 17 workshops totaling over 600 attendees for continuing education credit for advisors (CLE, CPE, CE) throughout Kansas and Missouri.

- *Exit Planning for the Family Business* (Sept. 24th, Sept. 30th, Oct. 9th, Oct. 13th, 2009) Led half-day workshops for advisors and business owners regarding business valuation theory. 4 hours continuing education credit for advisors (CLE, CPE, CE) was granted.
- *What is Your Company Worth and Ways to Increase its Value* (Oct. 16th, 21st, 29th, Nov. 6th, 13th, 2008) Led half-day workshops for advisors and business owners regarding business valuation theory. 4 hours continuing education credit for advisors (CLE, CPE, CE) was granted.
- *Understanding Business Valuation* (Mar. 5th, 14th, 26th, April 23rd, 30th, 2008) Led half-day workshops for advisors and business owners regarding business valuation theory. 4 hours continuing education credit for advisors (CLE, CPE, CE) was granted.
- *Businesses In Transition* (Jan. 18th, 2008) Participated in workshop for advisors and business owners regarding business valuation theory. 1 hour continuing education credit for advisors (CLE, CPE) was granted.
- *Business Valuation* (Nov. 16th, 2006) Led half-day workshop for advisors and business owners regarding business valuation theory.
- *Business Valuation Theory* (Several dates from 2006 to 2008) Led numerous workshops for attorneys regarding business valuation theory. 1 hour continuing education credit (CLE) was granted.

Valuation education:

- National conference, The American Society of Appraisers, Boston, MA, Oct. 2009
- ASA Uniform Standards of Professional Appraisal Practice (USPAP) course, San Diego, CA, Oct. 2007
- National conference, The American Society of Appraisers, San Diego, CA, Oct. 2007
- National conference, The Institute of Business Appraisers, Denver, CO, June 2007
- Business valuation symposium, Institute of Business Appraisers, St. Louis, MO, June 2006
- Advanced business valuation courses, Institute of Business Appraisers, Orlando, FL, May 2005
- Advanced business valuation courses, Institute of Business Appraisers, Plantation, FL, Feb. 2005
- Advanced business valuation courses, Institute of Business Appraisers, Plantation FL, Jan. 2005
- Advanced business valuation courses, Institute of Business Appraisers, Fort Worth, TX, Nov. 2004