

George Abraham
CSBA/BCBA/CMEA/AAR/CBC/FCBI/CEI/CFEA

QUALIFICATIONS

George D. Abraham has been involved in the transfer of over 450 businesses and performed over 12,000 appraisals in the past 32 years. Two of the appraisals Mr. Abraham was involved in passed the scrutiny of the World Bank. He has performed close to 2,000 appraisals for bank and SBA financing purposes. He has done several appraisals valued over \$7 billion. He has owned and operated several types of businesses throughout his career. His company has over 450 trained valuation partners around the country that enable his company to perform appraisal and consulting assignments at competitive rates. His company was the first in the nation to develop and gain national attention for its unique and highly accurate business evaluation software programs that have been marketed to business brokers and appraisers all over the country. At present, the programs are being developed and marketed, under the supervision of Mr. Abraham, by John Wiley and Sons Publishing Company for worldwide distribution. He has consulted with the nation's top intermediaries, accountants, attorneys and appraisal companies, and his programs are being used in nearly 2,000 offices nationwide, as well as in Canada and England. He is a licensed Real Estate Broker, Real Estate Appraiser, Business Appraiser, Machinery and Equipment Appraiser, Board Certified Business Broker, Certified Environmental Inspector, Certified Business Intermediary, Licensed State Property Tax Consultant, Accredited Review Appraiser, Certified Business Counselor, and prior instructor for the Continuing Education Real Estate Course in Business Appraisal at the University of Houston. Attorneys, accountants, and other clients retain him regularly for appraisals and consulting, as well as for court testimony as an expert witness, on the local, national and international level. He has previously served two consecutive terms as a board member and panel chairman for the Galveston Central Appraisal Review Board.

He is one of the founding charter members and a Past State President of the Texas Association of Business Brokers and served two consecutive terms as State Vice President of Education. In July of 1997, Mr. Abraham was awarded a "Life Membership" from the Board of Directors for his contributions to the association. He has served on the National Board of Directors for the Institute of Certified Business Counselors for the past eight years as Vice President of Education and has served two consecutive terms as the National President (1998 to 2000). He is one of the first to qualify and receive the "Board Certified Broker" designation from the Texas Association of Business Brokers and one of the first to qualify for the "Board Certified Intermediary"

designation by the International Business Brokers Association. In the fall of 1994, Mr. Abraham was named a "Fellow" of the International Business Brokers Association by its Board of Directors for his significant contribution to the association and the business intermediary industry.

He has conducted over 92 seminars on business valuation around the nation and in Canada and is a regular speaker at most of the national conventions for this industry. His articles on valuation, business transfers, business consulting and enhancements, and environmental concerns appear on a regular basis in most of the association newsletters in his industry. Because of his active participation as a consultant to business intermediaries around the country, he has developed an extensive database of financial and operating information.

His related activities enable him to remain current in industry trends, comparable sales information, comparative operating ratios and other factors necessary to effectively appraise and enhance going concerns.

In addition to valuation of complete businesses, Mr. Abraham also specializes in the valuation of machinery and equipment, business consulting and business enhancement programs and implementation. He is contracted on a regular basis to perform these assignments for other major valuation firms. Mr. Abraham has extensive national and international consulting experience. The work he has performed has labeled Mr. Abraham as a turnaround specialist in privatization and he was listed as one of the top appraisers in 1993 in the Turnarounds & Workouts news publication.

The types of oilfield appraisals and enhancement consulting that Mr. Abraham has been involved in include drilling rigs, well service rigs, refineries, pipelines, rental company inventory, oil and gas production equipment and offshore oil transportation equipment. In addition to equipment used in exploration or production, he has had experience appraising machinery and equipment used to manufacture oilfield equipment. Mr. Abraham has performed appraisals in the United States, Canada, Mexico, Argentina and the Bahamas. Two of his international appraisal and enhancement consulting assignments were for government owned oil companies to obtain financing through the World Bank for the country's privatization efforts.

EDUCATION

Lamar Tech University (1966-1967) - Economics Major

University of Houston (1967-1970) - Economics Major

DESIGNATIONS AND LICENSES – Past and Present

Board Certified in Business Appraisal (B.C.B.A.), (Cert. # 846) National Society of Appraiser Specialists

Certified Business Counselor (C.B.C.), Institute of Certified Business Counselors

Certified Senior Business Appraiser (C.S.B.A.), Society of Business Analysts

Accredited in Appraisal Review (A.A.R.), National Society of Appraiser Specialists

Certified Environmental Inspector (C.E.I.), (#4868), National Society of Appraiser Specialists

Board Certified Broker (B.C.B.), Texas Association of Business Brokers

Certified Business Intermediary. "Fellow" (F.C.B.I.), International Business Brokers Association (one of the first 20 to receive this designation)