

AMERICAN BUSINESS APPRAISERS, LLP

3800 BLACKHAWK ROAD, # 140, DANVILLE, CA 94506

VOICE: (925) 964-0370 / FAX: (925) 964-0374

MJE@ABASF.COM

WWW.BUSINESSVAL.COM

MICHAEL J. EGGERS, CPA/ABV, MCBA, ASA, ABAR, FIBA

BIOGRAPHICAL SKETCH

PROFESSIONAL DESIGNATION

Fellow, Institute of Business Appraisers, FIBA

Master Certified Business Appraiser, MCBA Institute of Business Appraisers

Accredited Senior Appraiser, ASA American Society of Appraisers

Advanced Accreditation Business Valuation Designation, American Institute of Certified Public Accountants

Certificate Educational Achievement Business Valuation, American Institute of Certified Public Accountants

Accredited Business Appraisal Review, ABAR Institute of Business Appraisers

EDUCATION

B.S.C., Santa Clara University, 1972; Business major with accounting emphasis

C.P.A. - California , 1975

California Junior College certificated instructor, 1982

Annual Valuation conference sponsored by California C.P.A. foundation, AICPA or ASA, 1984-2010

EMPLOYMENT

American Business Appraisers LLP

Principal, 1989 to Present

Hornblower Yachts

President and CEO, 1992 and 1993 (Engagement / Assignment)

Arthur Young / Gabbard, Moore & Eggers

Partner, 1979 - 1989

Contract Office Group 1977-79

Vice President Finance,

NCAA/WBL/NBA Basketball

Part-Time Basketball Official 1977-Present

Arthur Andersen & Co.

Manager 1972-77

BUSINESS VALUATION EXPERIENCE

Court appointed and approved expert in business valuations and lost profits claims. Special Master and Mediator (court appointed and stipulated agreement). Valuations prepared in connection with estate tax preparation and probate, preferred stock issuance, mergers and acquisitions, shareholder disputes, family law and buy/sell agreements.

Royalties from Recordings

Distribution Companies

Medical practices and related specialties

Auto Dealership

Construction and contractors

Pharmaceutical manufacturing

Manufacturing

Leasehold Interest

Leasing Company

Restaurants

Travel Agencies (Wholesale and Retail)

Retail - sporting goods, shoe stores

Heavy equipment operators

Hornblower Yachts, Inc.

Loan Servicing Company

Manufacturing Rep Agencies

Mortgage Brokerage

Communications Company

Book Publisher

Licensed Patents & Royalty Agreements

Franchise Operator

Professional Sports Franchise

Systems Integrator

Software Development Company

Software Manufacturer

Professional Services -

Law firm, Architects, & Accountants

Real Estate - Syndicator, Project Value

Others

EXPERIENCE AND SKILLS EXECUTIVE:

At the request of client Board of Directors, appointed President and CEO Hornblower Yachts, with "bottom-line" responsibility to effect operations and implement strategies to "turnaround" company with poor operating performance. The company has 450 employees, 4 regional locations and 22 vessels. Within 18 months (assignment completed), company had \$2.3 million bottom line improvement (break even). Interfaced with company managers, port authorities, sales and marketing managers and staff, systems and both vessel and food/beverage operations to effect change, improve morale and implement strategy.

SALES AND MARKETING:

Directed and participated in professional services sales presentations approximating \$1,000,000 of new business annually. Designed strategic marketing and operating plans, implemented sales and contact reporting systems, counseled and trained staff in sales presentations skills/strategies. Considered "Top Salesman" and significant marketing and new business source for firm.

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ENTREPRENEURIAL

LEADERSHIP:

Founded local accounting firm that merged with national big Eight firm (1988). Sold founder's interest in furniture dealership to other shareholders (1979). Directed Arthur Young Entrepreneurial services Group and provided business advice to rapidly growing emerging businesses. Equity participation in real estate development ventures, Creo-Cycle Energy LLC, Car-Smart, Inc., E-Officials, Seabridge and Roto Distributors. Minority ownership Frank Electric Co., Inc.

FINANCE:

Supervised business plan preparation (including financial statement projections) and negotiated credit lines and term loans with financial institutions. Provided professional services to clients and interfaced with investment bankers, venture capital firms, and private limited partnership (Reg D) placements. Provided personal financial planning to significant net worth individuals and prepared integrated corporate/individual income and estate tax plans. Advisor and counsel to M&A activities, ESOP formation and leverage buyout transactions (LBO's).

STRATEGY:

Consulted on business valuations, merger and acquisitions, corporate structuring and reorganizations. With consensus executive management agreement, defined and determined business strategies regarding marketing and product distribution methods, product and services pricing, long term goals/plans, new product development and staff training/development.

SYSTEMS:

Designed ticketing and reservation systems, professional services time and billing systems, job cost and construction management systems. Selected application software per client needs, and managed implementation and installation of application software. Technically aware of database uses, stochastic modeling software and data mining. Former chairman AICPA Computer Applications Committee and author of Local Area Network Practice Aid.

STAFF DEVELOPMENT AND TRAINING

Certified instructor for ASA, IBA, AMA, & AICPA for business valuation.
Co-Chairman of the Qualifications Review Committee, IBA.
Chairman, Professional Standards Committee, IBA.

TECHNICAL PRESENTATIONS

Presentations to AICPA Annual Meeting (1985); Judicial Council (1993, 1994); East Bay Chapter of CPA's (continuing basis); National NAPVO Convention (1982, 1995) and continuing education of California Bar Association (local chapter) continuing basis. California Judges Association / Rutter Group, 1998. National IBA Convention (1999, 2003, 2008, 2009), National AICPA Business Valuation Conference, 2000. Contributing Author to "Valuation for M&A" text, National NACVA/IBA Business Valuation Conference of 2009.

REFERENCES

FOR MICHAEL J. EGGERS

Mr. John Domingos, Attorney at Jonas, Matthews, Domingos, et al (415) 876-4736
Mr. Terry MacRae, Owner, Hornblower Yachts, Inc. (415) 788-8866
Pier 3, The Embarcadero, San Francisco, CA 94111 (x241)
Mr. Alan Neckritz, Law office of Alan Neckritz (925) 933-8962
2099 Mt. Diablo Boulevard, Walnut Creek, Ca 94596
Mr. Joe Colmery, Chairman and CEO, Retired (925) 838-0760
California BancShares, Alamo, CA 94507
Judge Harry Sheppard, Retired, JAMS, Walnut Creek, CA (925) 938-5060
Judge Robert Freedman, Alameda County Superior Court (510) 272-6093
Alameda County Superior Court, Oakland, CA
Justice Patricia Sepulveda, California Court of Appeals, (925) 865-7200
350 McAllister St., San Francisco, CA
Justice Donald B. King, California Appellate Judge, Retired (415) 759-1461
35 Rockwood Ct., San Francisco, Ca 94127-1031
Mr. Chip Lion, Attorney at Morrison Foerester, Palo Alto (650) 813-5615
Judge Daniel Weinstein, Retired, JAMS San Francisco Office (415) 982-5267

CURRENT AND FORMER BOARD OF DIRECTOR APPOINTMENTS

Hornblower Yachts, Inc.
Navlet's Garden Center
Trader Vic's Restaurants
Baron's Jewelers
Car-Smart, Inc.
E-Officials