

RESUME OF
C. FREDERICK HALL, III, MBA, CBA, AVA
10300 ARGONAUT DRIVE
JACKSON, CA 95642
209-256-1371

EDUCATION: B. S. in Business Administration from U. C. Berkeley
MBA degree in Business Finance and Computers from San Diego State University

Completed the following course work with the IBA and received the designation of CBA
(Certified Business Appraisers)

8001 A & B	Appraisal Skills Workshop	– 64 hours
1060	Appraisal Writing	– 16 hours
	Annual CPE Appraisal Workshops	– 65 hours
		145 hours

Received designation of AVA (Accredited Valuation Analyst) with NACVA (National Association of Certified Valuation Analysts).

EXPERIENCE:

1971 to 1975 – Business Analyst and Commercial Loan Officer at Union Bank in the San Francisco and Los Angeles headquarters offices. The first year involved a Management Training Program that included nine months (at 40 hours per week) of financial analysis and legal environment of business lending, followed by three months of in-the-field appraisal training.

1975 to 1978 – Purchased and operated a retail hardware company in Portola Valley, California.

1977 to 1981 – Served on the Board of Directors and functioned as CFO for Bay Cities Wholesale Hardware Company, a dealer-owned co-operative comprised of 350 stores in Northern California. Dealt with many union problems, a warehouse relocation from San Francisco to Manteca, and a complete computerization of operations.

1978 to 2002 – Built a ground up retail hardware and lumber company in Pine Grove, California. The company went through four major expansions during this period. By 2002 the store grew to \$5,000,000 in annual revenues with 30 employees. From 1992 to 2002 I completely automated the company at all levels and networked together a dozen workstations. I personally wrote scores of computer programs that involved every aspect of the operations, including inventory control, general ledger bookkeeping, accounts receivable, accounts payable, and a complex payroll program.

2002 to 2005 – Business Broker and Business Analyst for Sunbelt Business Advisors of Sacramento and Reno. During this period successfully completed the course work for business appraisals offered by IBA (Institute of Business Appraisers) and received the designation of AIBA.

2005 to 2009 – Managing partner of Compass Point Capital, specializing in mergers and acquisitions of smaller mid-size companies ranging in revenues from \$5mm to \$25mm.

2003 to Present – Wrote business valuations for over 250 companies. During this time I regularly presented lectures on business valuation techniques to a number of organizations in Northern California. I was also recently invited to speak on the subject at the Annual Murphy Business and Financial convention in Florida and the International Business Broker Convention in Louisville, Kentucky. Attendees included business brokers, bankers, and accountants.

I have written at least 25 appraisals involving marriage dissolutions and partnership breakups which often required presenting and defending the findings to both parties. Approximately 30 appraisals were done at the request of several SBA Banks for their loan applicants. Those banks include Bank of the West, Northern Nevada Bank, Temecula Bank, Plumas Bank, Comerica, River City Bank, Five Star Bank, and Bridge Bank.

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Recent Clients:

Bank of the West Scott VanderLohe Sacramento, CA	Northern Nevada Bank Bryan Wallace Reno, NV	ProSource Sales and Mkt Gail Sievers Sparks, NV	Wright Outdoor Center Jim Wright Sparks, NV
ScareCrow Lath & Plaster Steve Crow Reno, NV	Lake Bar & Grill Robert Treanur Sparks, NV	Nelson Logistics Jeffery Ting So.San Francisco, CA	Chase Western Cabinets Brett Zunino Reno, NV
North Valley Athletic Club Scott Schofield Chico, CA	Mueller Fitness Center Vance Mueller El Dorado, CA	MAACO Art Alvi North Highlands, CA	Consign-It Bonnie Grisel Rancho Cordova, CA
Liquor Cabinet Manjeet Sandhu Corning, CA	Lighting Unlimited Dean Osborn El Dorado, CA	LA Pines Building Supply Pat Lawrence Portland, OR	Kidz Love Soccer Chris Trevisan Cupertino, CA
Holiday Grocery Jim Lumley Marysville, CA	Golden Years Retirement Jace Schmitz, Coldwell Banker Port Angeles, WA	GHH, Inc. Environ.Eng. Gary Hall Auburn, CA	Doyle's Steel Terry Henry Modesto, CA
DEA- Bathroom Machinery Tom Scheller Murphys, CA	Cal Inc. Environmental Training Mike McCalmont Vacaville, CA	B & J Unical Gas John Rockwood Grass Valley, CA	Putnam HVAC John Putnam Rancho Cordova, CA
Tom's Ace Chris Doyle San Leandro, CA	Teresa's Place Restaurant Phil Giurlani Jackson, CA	Pine Cone Pharmacy Paul Wesseler Pine Grove, CA	Sierra X-Ray Services Pete Kohler Reno, NV
Oak's Hardware Dave Hill Fair Oaks, CA	Dixon Lumber Bryan Bock Dixon, CA	Davenport Lumber Doug Allen Davenport, WA	Tender Touches Spa Barbara Brown Sequim, WA
Meineke Auto Care Dave Sparks Gladstone, OR	Foothill Ace John Norris Oregon House, CA	Columbia Nursery & Florist Janet Ofstad Columbia, CA	Twin Cities Bike and Repair Rick Elia Yuba City, CA
A & J Paving Allen & Joan Ashby Reno, NV	Tony Don Michael MD Bakersfield, CA	Applied Control Electronics Terrence Burke Placerville, CA	Mark Bailey Plumbing Lisa Bailey Susanville, CA
Garden Valley Feed Manuel Vieira Garden Valley, CA	Great Shape of America Steve Lubarsky Los Angeles, CA	Imperial Steel & Tube Rick Stamper Perris, CA	Wood Rat Productions Dennis McKee Murrietta, CA
Hayward Ace Hardware Andrew Lee Hayward, CA	Rossi Building Materials Richard Nelepovitz Fort Bragg, CA	Thrillworks Extreme Eng. Jeff Wilson Newcastle, CA	Outhouse Collection Jeanette Skaff Arnold, CA
Cameron Ace Hardware Barry Pino Cameron Park, CA	Divide Supply Jerry Hoyt Greenwood, CA	Ameritech Propeller Kerry Dawes Redding, CA	Auction City Flea Market Emil Magovac Sacramento, CA.
Mark Bailey Plumbing Lisa Bailey Susanville, CA	Big O Tires Scott Davis Sparks, NV	Bill-Rite Mgmt Services Lorrie Bosick Newcastle, CA	California Movers Express Michael Szura Hayward, CA
Capital Towing Carson City, NV	Carpets of America Ray Crandell Sparks, NV	Chamois Car Wash Mark Gambardella Danville, CA	Claypool's Market Fred Claypool Pine Grove, CA
Cypress Systems Robert Crocitto Reno, NV	Dangermond & Assoc. Engineering Peter Dangermond Sacramento, CA	Empire Stores Kim Deol San Leandro, CA	Great Shape of America Steve Lubarsky Los Angeles, CA

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Tom's Rapid Ret. & Del Tom Hargrove Sacramento, CA	Kidzart Paige Schulte Sacramento, CA	India House of Groceries Shalley Singh Sacramento, CA	Java Oasis, Inc. Roy Blair Sacramento, CA
Jump Man Jump Reno, NV	Kit Carson Lodge Bradley Pearson Kit Carson, CA	Lake Bar and Grill Robert Treanor Sparks, NV	Supply Access Electric Joseph Roberts Emeryville, CA
Los Banos Lumber Dominic Falasco Los Banos, CA	M & M Auto Body Mechanics Michael Mulcahy Rancho Cordova, CA	Thomas Kinkade Richard Barnett Monterey, CA	Galleries Nat'l Garage Door Bill Woolsey Rancho Cordova, CA
No. Fork Environmental Cathleen Spence-Wells Auburn, CA	No. American Termite & Pest Cont. Charles Lanman El Dorado Hills, CA	Numeric Machine Charles Foster Fremont, CA	Pill Hill Instant Printing Stanton Bluiette Oakland, CA
Ritecellular, Inc. Levin Issavi San Jose, CA	Rodriquez Painting Enrique Rodriguez Richmond, CA	J & S Screen Machine James Schantz Livermore, CA	Sears Dealer Store Placerville, CA
High Sierra Towing Carson City, NV	Studio City Kitchens Cindy Pritt Fair Oaks, CA	Sunrise Clocks Thomas Bertrand Fair Oaks, CA	US Rubber Recycling Lyman Clark Riverside, CA
Ultimate Events Donna Grove Palm Desert, CA	Wally's Natural Products Russell Sheppard Auburn, CA	A & L Landscaping David Rhines Walnut Creek, CA	Air Temperature Controls Michael Votaw Gold River, CA
BDisk Corporation Seong Kang San Jose, CA	American School of Aviation Reny Kozman Atwater, CA	Colton Truck Terminal Steve Hammerschmidt Colton, CA	Helical Wire Jack Staten Carson City, NV

Professional References:

Dave Thomas, Attorney Pine Grove, CA (209) 296-2220	Dave Fulton, CPA Sutter Creek, CA (209) 267-0305	Craig Weber, Attorney Pine Grove, CA (760) 574-0872	Guy Barber, Title Officer Fidelity National Title Insurance (916) 787-1717
Johanna Benker, CPA Vacaville, CA (707) 446-4455	Ron Mittlebrunn Director, Amador Econ. Dev. Corp. (209) 223-0351	Tom Propp, CPA Sacramento, CA (916) 929-1006	Karen Simons, Loan Officer Bank of the West (916) 563-2939
Tim Rogers, CEO Murphy Business & Fin. (916) 932-2465	Robert Porter, SBA Bus. Dev. Plumas Bank Auburn, CA	Dan Franklin, VP River City Bank (916) 549-8300	Mercedes Bennet, Title Officer Fidelity National Title (916) 923-9134
Temecula Valley Bank Gerry Boras Sacramento, CA	Mike Curtin, VP First US Community Credit Union Sacramento, CA	Bridge Bank Hinson Thomas Rancho Cordova, CA	Bank of the West Scott VanderLohe Sacramento, CA
Northern Nevada Bank Bryan Wallace Reno, NV	Tom Sizemore Plumas Bank Auburn, CA	Jodie Park Pacific City Bank Pleasanton, CA	Ray Perry Bank of Stockton Pine Grove, CA