

Profile: Over 49 years of leadership, marketing, and business management experience in corporate, small business, and military environments, including 11 years with a NYSE corporation that culminated in the presidency of an overseas affiliated company and as vice president for international operations. Responsible for 5 corporate startup operations where leadership and technical expertise were equally important. Proven effectiveness in:

- *** Leadership and management skills for large and small corporations;
- *** Business strategic planning and execution of annual business plans;
- *** Development of personnel and creation of productive teams;
- *** Sales of licenses, franchises, and commercial investment real estate developments.

EXPERIENCE:

- 8/02 – Present **President, Business Evaluation & Appraisal, Inc.** Provide consulting services in the areas of strategic planning, mergers & acquisition, business valuation, and intermediary services* for business owners and sellers. Have represented corporations on a retained search basis for acquisitions. From 1999 to 2007, taught courses for continuing education credits on basic business brokerage and business valuation in certain industries on a national basis. Teach pre and post license real estate courses at Florida Panhandle Technical College, Chipley, FL. Qualifying broker for Commercial Property Investments, a real estate brokerage, in FL and GA. **CBI is a professional designation awarded by the International Business Brokers Association in 1998 recognizing a minimum of three years working experience as a broker, completion of 60 hours of courses focused on business valuation, and the passing of a comprehensive 3-hour examination. Recertification each 3 years with 45 hours of additional credits; recertified as a Lifetime CBI in 2014. Appointed "Fellow of the IBBA" in 2007 to recognize sustained contributions and leadership.*
- 4/91 – 3/14 **Associate Broker, Prime Business Investments, Inc.** Certified Business Intermediary (CBI) specializing in the sale of existing businesses, business evaluations and business planning, recapitalization plans, and mid-market merger and acquisition transactions. Life member of the Million Dollar Club and Top Ten Producers recognized by the Georgia Association of Business Brokers annually. Completed the Institute of Business Appraisers 8 Day Workshop covering valuation of closely held businesses.
- 3/88 - 4/91 **President, Air Quality Management, Inc.** Purchased company with an investor group and expanded customer base from 905 accounts to over 2,000. The company provided air quality management services for commercial and industrial accounts using filtration, electronic collectors, ozone and activated carbon technologies, along with air circulation adjustments and equipment changes. Sold to a full-service heating and air conditioning company.
- 1/84 - 11/87 **Vice President, Operations, International Division, Munford, Inc., Atlanta, GA** Responsible for licensee convenience store operation in Australia and Malaysia, direct operation of 5 test stores in the United Kingdom, and 2 World Bazaar stores in Australia. Conducted market studies and negotiations in Singapore, Thailand, Belgium, Sweden, Ireland, and the United Kingdom. Drafted master license agreement and franchise agreements for Texaco Europe. From July 1985, also functioned as Vice President, Facilities Development, Majik Market Division with over 700 stores. Department consisted of a Facilities Development Director with 5 real estate reps covering 26 states, a Construction Director with 3 project managers; annual budget \$21 million.

- 9/80 - 1/84 **Managing Director (President), Majik Markets Pty. Limited, Australia.** Established and operated a joint venture company developing convenience stores selling gasoline in Australia. Company was equally owned by Munford, Inc., (NYSE), and Caltex Oil (Australia); Caltex was owned by Texaco and Chevron and markets in about 70 countries. First store opened in November 1981 and 23 stores were operating by December 1983, peaking at 55 stores and \$A67 million in sales by 1986. Major responsibilities involved negotiations with government agencies, to include the Treasurer of Australia, for necessary licenses, foreign investment approvals, and development permits. Recruited and trained about 75 Australians for management and operations positions, and created the corporate structure and policy and procedures manuals to sustain operations. Initially stores were direct operated and later franchised to individuals. Reported to the Board of Directors. Returned to Munford, Inc., after completing the startup phase.
- 8/76 - 9/80 **Director, Facilities Development, Munford, Inc.** Responsible for real estate and construction support to the 4 operating divisions (Majik Markets, World Bazaar, Leeward's Home Handicrafts, United Refrigerated Storage). Opened over 300 Majik Market sites throughout 26 states. Department managed over 2,000 properties. Substituted for Vice President, Facilities Development for about six months while he recovered from health problems. Promoted to the Australia project.
- 11/72 - 8/76 **Vice President, Michigan Markets, Inc., Grand Rapids, MI.** One of three founders of the company and responsible for daily operation of 14 convenience stores and new site development. Company was acquired by Munford, Inc.
- 2/72 - 11/72 **Manager, Property Management, R.J. Ide, Inc., Grand Rapids, MI.** Developed feasibility studies for commercial real estate investment properties. Primary activities involved site identification, zoning, leasing to build-to-suit tenants, and selling the ownership investment. Work with convenience store sites resulted in starting Michigan Markets, Inc.
- 11/68 - 2/72 **Marketing Representative, Mobil Oil Corporation, Grand Rapids, MI.** Responsible for up to 28 service station sites, distillate and lubricant agents, a TBA distributor, and commercial accounts. Resigned to enter the real estate business.

Military Experience. Active duty as an Infantry officer in Europe and South Vietnam with assignments in Infantry units and logistics. Discharged as a Captain (1965 - 1968). Continued career in the U.S. Army Reserve with assignments in transportation units, logistics staff positions, brigade commander, and as chief of staff for a command of about 12,000 soldiers and a budget of over \$85 million per year. Retired as a Colonel (1965 - 1995).

EDUCATION:

B.A., Marketing, Michigan State University, 1965
 Infantry Officer Basic Course and Airborne Schools, 1965
 Transportation Officer Advanced Course, 1974
 U.S. Army Command and General Staff College, 1981
 U.S. Army War College, 1986
 Real Estate Sales, Broker, Appraiser, and Investment Courses
 Real Estate Broker Licenses in Michigan, Georgia, Florida & FL Real Estate Instructor License
 Commercial Pilot License with Instrument and Multiengine Ratings

Affiliations:

Member: International Business Brokers Association (Awarded Fellow of the IBBA in 2007)
 Georgia Association of Business Brokers (Past Officer & Director)
 Business Brokers of Florida (Past Treasurer, N. District)
 The Institute of Business Appraisers, Inc. (1996 - 2012)
 Atlanta Commercial Board of Realtors (1995 - 2004)
 Bay County Association of Realtors & MLS (2003 to present; Commercial Alliance - NAR)
 Chipola Area Board of Realtors & MLS (2006 to present)
 National Association of Convenience Stores (1972 - 2005)
 Real Estate Educators Association (2002 - 2010)
 Education Committees for: Georgia Real Estate Commission (Term ended 11/03) and
 International Business Brokers Association (1998 - 2007).
 Appointed to Washington County Florida Value Adjustment Board 2008 - 2011

CERTIFICATION OF LICENSES


Issued and Held by James A. Town

By signature hereon, I hereby certify, and acknowledge, that other parties may rely upon this representation for their own purposes; I am a legal resident of the State of Florida and hold active Real Estate Licenses in Florida and Georgia that grant to me certain privileges with regard to the valuing and conveyance of an interest in real estate and other tangible and intangible business assets. My current personal licenses are:

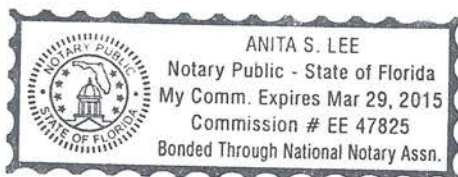
State of Florida	#BK3007977 Broker
State of Florida	#ZH1002423 Real Estate Instructor
State of Georgia	#101472 Broker

Furthermore, I represent that I am the Qualifying Broker for the firm Business Evaluation & Appraisal, Inc. under Florida Real Estate License #CQ1017031 (trading as "Commercial Property Investments"), and Commercial Property Investments (GA Licensed Firm #H-16564).

Signed on this 12th day of January, 2015.


James Adam Town

"I hereby certify that James A. Town, who documented his identity in an acceptable manner to me, signed this Certification of Licenses in my presence on this 12th day of January, 2015."




Notary Public