

JEFFREY WRIGHT, FASA, CFA

Occupation	Valuation of business interests in closely-held corporations and partnerships; acquisitions; billboard industry mergers and acquisitions.
Education	Advanced Business Valuation Conferences: Las Vegas 2010, Las Vegas 2008, Las Vegas 2005, Seattle 2001, Philadelphia 2000, Boston 1999, Montreal 1998, San Francisco 1997, Memphis 1996, Boston 1995, San Diego 1994, Houston 1992, Phoenix 1991, Vancouver, B.C. 1990, Las Vegas 1987, Montreal 1986 Graduate Studies – Business Finance, 1970-1975, Arizona State University Bachelor of Arts – Political Science, 1968, Arizona State University
Designations	FASA: College of Fellows, American Society of Appraisers 2009 ASA: Accredited Senior Appraiser, American Society of Appraisers 1983 CFA: Chartered Financial Analyst, CFA Institute 1980
Experience	<i>1997-2016</i> Principal: Centerpoint Advisors <i>1987-1997</i> Partner: Brown-Wright & Associates <i>1982-1987</i> Vice President of Investments: First Chicago Trust of Arizona. Valuations of closely-held businesses, securities portfolio management. <i>1980-1982</i> Principal: J.P. Wright & Co. (Appraisals). <i>1976-1980</i> Chief Investment Officer – Arizona State Treasurer’s Office <i>1970-1976</i> Vice President of Investments: Great Western Bank of Arizona. Trust investments. <i>1969-1970</i> Account Executive: Shearson Hammill. Member firm NYSE, Chicago Board of Trade, etc.
Instruction	Seminars on business valuation for appraisal organizations and other professionals. Speeches to various legal, accounting and professional groups. Appraisal courses for the American Society of Appraisers.
Memberships	<ul style="list-style-type: none">• American Society of Appraisers• CFA Institute• ESOP Association• National Center for Employee Ownership• Phoenix Society of Financial Analysts

Offices

1994-2000 Member: Standards Subcommittee, Board of Examiners – American Society of Appraisers

1991-2000 Member: Business Valuation Committee – American Society of Appraisers

1989-1991 Region 8 Governor – American Society of Appraisers (AZ, UT, WY, SD, NE, CO, NM, TX)

1988-1989 President – Phoenix Metro Chapter – American Society of Appraisers

1987-1990 Chairman – Business Valuation Roundtable

1982-1983 President – Phoenix Society of Financial Analysts

1981-1982 President – Stock & Bond Club of Phoenix

Published

Billboard Appraisal: The Valuation of Off-Premise Advertising Signs, with Paul Wright, Certified General Appraiser, American Society of Appraisers, September 2001.

"Valuing a Start-up," M&A Valuation for CFOs, Conference Presentation, Federated Press, Ontario, Canada, January 2001.

"Key Person Discount in Small Firms: Fact or Fiction," with James A. Larson, Ph.D., CFA. *Business Valuation Review*, March 1996 and updated September 1998.

"Equitable Distribution in Divorce Settlements in Arizona: Valuation, Tax and Other Issues," 1995, National Business Institute.

"ESOPs in Arizona," 1994, National Business Institute.

What is a Business Worth? 1990, 135 pages, E.V.S. Publications.

"Considerations In Buying or Selling a Business under the Tax Reform Act of 1986," 1987, National Business Institute.

"Considerations in Buying or Selling a Business in Arizona," 1986, National Business Institute.

Contributing author to *Business Valuation Review*.

Business Valuation Experience

Mr. Wright has appraised many types of companies and assets since 1977. They include manufacturers, wholesalers, retailers, service businesses, professional practices, high-tech companies, software licensing, contractors, restaurants, schools, and billboards. The companies range in size of annual revenue from \$80,000 to \$130 million. He owns commercial real estate including billboards and has appraised more than 400 billboards for government agencies, sign companies, and private sign owners. He has qualified as an expert witness for deposition and trial many times since 1977.