

Roland Davis, BCA, M&AMI, CMEA, SBA

Occupation: Business Valuations, M&E Appraisals,
Acquisition & Ownership Consultant for Businesses.

Title: President

Company: Davis Business Appraisers, Inc.

Website: www.DBValue.com

Preferred Contact Information:

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Mission Statement / Brief Description of Company:

Davis Business Appraisers, a Hampton Roads business appraisal firm performs business valuations and machinery & equipment appraisals. We help define the tangible and intangible asset values for family-owned and closely-held businesses, professional practices, limited liability companies, corporations and partnerships. Our unique combination of business valuation and machinery & equipment appraisal expertise allows us to offer innovative solutions to difficult valuation issues.

Work History / Special Recognitions:

Roland has earned numerous distinctions. The highest is Mergers and Acquisition Master Intermediary. M&AMI awarded by the International Business Brokers Association. He is a former Division President with Landmark Communications, CEO of Executive Productivity Systems, Inc. and Vistage Chair. He was elected to Chesapeake City Council in May 2014.

Other Associations / Awards Received:

Chesapeake City Council
2013 First Citizen of Chesapeake
Chairman, City of Chesapeake's 50th Anniversary
President, Chesapeake Rotary Club & Paul Harris Fellow
Past Board Member, Economic Development Authority, City of Chesapeake
Treasurer & Board Member, Chesapeake Regional Medical Center
Foundation Chairman, Bishop Sullivan Catholic High Foundation
Board Member, Chesapeake Division Hampton Roads Chamber of Commerce
Board Member, Chesapeake Boys & Girls Club
Chairman & Co-Founder, Chesapeake Virginia Wine Festival
2011 Chesapeake Rotarian of the Year
2012 Chesapeake Volunteer of the Year - Hampton Roads Chamber
Eagle Scout

Education:

Andover High School
B.S. West Virginia University
International Business Broker Association Courses, Business Valuation & Appraisers Courses,
NEBB Institute (Certified Machinery & Equipment Appraiser)

Other Interests:

Baseball, Rotary Club, Apple Computers & the Beach.

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EXPERIENCE

2/1983 - 12/2000 Executive Productivity Systems Norfolk, VA

President/Founder/Owner

Executive Productivity Systems, Inc. (EPS) was originally created as a subsidiary of Landmark Communications, Inc of Norfolk, VA in 1981. At that time I was on the corporate staff of **Landmark Communications, Inc.** EPS was formed to coordinate the implementation in Landmark divisions with computers from Convergent Technologies.

From 1981 to 1990 EPS was an OEM for Convergent Technologies, distributor for Canon Laser Printers, NEC printers and other hardware and software vendors. From \$0 in sales and myself as the only employee, EPS grew to 35 employees and highly profitable sales of \$10 million dollars annually.

In 1990, I purchased EPS from Landmark Communications and transformed it from a hardware dealer to a software developer. We created software for the Unisys CTOS computers for FAX, PC integration, laser printer drivers and network utility management. Software sales grew to \$4 million dollars annually worldwide. Some of our major customers were Unisys, U.S. Coast Guard, DEA, Swiss Bank Corporation, Disbank, Ergo Bank, Hong Kong Bank, Nationwide Insurance and GSA. We held our own GSA schedule and created a worldwide market for all our software products.

In 1996, I created a magazine for the CTOS marketplace "The CTOSian". It had a premier circulation at its peak of 3000 worldwide. As owner/editor/publisher I wrote content, edited contributed articles, created page format and managed all advertising and distribution.

In 1997, Unisys decided to terminate the CTOS operating system and as such, EPS' software products could only be sold until the user base transitioned to Windows NT. I decided not invest in Windows NT software development and to gradually, but profitably retire.

2/1981 - 2/1983 Landmark Communications Inc. Norfolk, VA

Advertising Account Executive

Advertising Sales for The Virginian Pilot Newspapers. Sold National and Retail advertising space for this major metropolitan daily newspaper group. Included presentations, developing marketing plans, creation of advertising copy and cold call selling. In 1982 was number one salesman for the Virginia Beach Beacon. Major accounts included Cox Communications, Kempsville Building Materials and International Diamond Exchange.

9/1979 - 2/1981 Capital Gazette Newspapers Glen Burnie, Md

Advertising Sales

Retail advertising sales. Exceeded sales goals and desired to work for major market newspaper.

9/1976 - 9/1979 Boy Scouts of America Baltimore, MD.

District Executive/Director of Public Relations

Responsible for fundraising, recruitment of volunteers, publicity, and program development for Anne Arundel County for the Boy Scouts Explorer Division. Camp Director for Summer Camp for 2 summers. Promoted successful Boy Scout Expo for Baltimore Area in 1978. Coordinated advertising and public relations to Baltimore media market

EDUCATION 6/1976 West Virginia University Bachelor's Degree

COMMUNITY LEADERSHIP

Chesapeake City Councilman
2013 First Citizen of Chesapeake
City of Chesapeake 50th Anniversary - Chairman
Chesapeake Rotary Club - Past President
Chesapeake Division Hampton Roads Chamber Board
Chesapeake Regional Medical Center Foundation Board
Bishop Sullivan Catholic High Foundation Board -Fmr. Chair
Boys & Girls Clubs of Chesapeake Board of Directors Chesapeake Virginia Wine Festival – Chairman & Creator

ACHIEVEMENTS

Eagle Scout – Bronze Palm
2011 Rotarian of the Year, Paul Harris Fellow – Chesapeake Rotary Club
Chesapeake Chamber of Commerce Volunteer of the Year 2012

BUSINESS BROKERAGE CERTIFICATIONS & EDUCATION

Mergers & Acquisitions Master Intermediary

International Business Brokers Association

n M&AMI is an experienced, proven professional whose claim of competence is supported and documented. Mergers and Acquisitions Master Intermediary (M&AMI) is the highest designation awarded by the International Business Brokers Association. There are only 75 M&AMIs worldwide.

Business Certified Appraiser

International Society of Business Appraisers

Business Certified Appraiser "BCA" is awarded by the International Society of Business Appraisers to individuals who have completed and successfully passed the three-hour proctored exam after Level One - Valuation Essentials and Level Two - Advanced Techniques courses and demonstrates their proficiency in a demonstration report subject to peer review

IBBA University Courses Passed

Analyzing and Recasting Financial Statements Level I & II

Dollars from Distress

Closing at Maximum Value in 90 Days

Business Valuation Level I & II

SBA Financing

Tax Boot Camp for M&A Professional

Financing the M&A Acquisition

Seller Seminar for the Business Broker

Manufacturing M&A

Succession Planning: Exit Strategies for Privately Held Companies

Advanced M&A Tax Strategies & Deal Structures

Certified Machinery and Equipment Appraiser

National Equipment and Business Brokers Institute

Business Valuations – SBA

Fulton Bank, PNC Bank, Private Acquisitions, Gifts

ABAR- Institute of Business Appraisers

Accredited in Business Appraisal Review - Course Passed

Senior Business Analyst

International Society of Business Analysts

**International Business Brokers Association®, Inc.
401 N. Michigan Ave., Suite 2200, Chicago, IL 60611-4267**

NEWS RELEASE...NEWS RELEASE...NEWS RELEASE

**CHESAPEAKE BUSINESS EXECUTIVE, ROLAND DAVIS RECEIVES
PRESTIGIOUS MERGERS & ACQUISITION MASTER INTERMEDIARY
(M&AMI) DESIGNATION FROM M&A SOURCE.**

FIRST M&AMI IN HAMPTON ROADS & ONE OF 64 WORLDWIDE

June 13, 2007 – The International Business Brokers Association; the largest international non-profit association operating exclusively for the benefit of people and firms engaged in the various aspects of business brokerage and mergers and acquisitions, today announced that Roland Davis of Sajomach Business Services, Inc. of Chesapeake, Virginia has been awarded the Merger & Acquisition Intermediary (M&AMI) designation at its International Conference in Memphis, Tennessee on June 6, 2007. Mr. Davis is the first M&AMI in Hampton Roads and is one of less than 64 worldwide. The M&AMI is a true mark of distinction that helps business owners when choosing a business brokerage for their M&A transactions.

The M&AMI designation is awarded to intermediaries who have proven professional excellence through verified transaction experience, education, certification as a business intermediary (CBI), and peer review. The M&A Source, a specialty division of the International Business Broker's Association (IBBA), is the world's largest international organization of experienced, dedicated merger and acquisition intermediaries representing the middle market.

"I am honored to have been selected by the committee to receive the M&AMI designation, as many of the leaders in our industry are previous recipients of this award," said Roland Davis, President of Sajomach Business Services, Inc.

About M&A Source & IBBA

Since 1991, the M&A Source has addressed professional issues of merger and acquisition specialists. Today, the IBBA has more than 1,800 cooperative business brokers and intermediaries across Canada, Mexico, Asia, Europe, Australia and the United States. It provides education, networking, conferences, member tools, peer-to-peer roundtables, deal making expos and other support, all specific to M&A specialists. For more information: www.masource.org and www.ibba.org

About Sajomach Business Services, Inc.

Sajomach Business Services, Inc. is a full service Mergers and Acquisition Intermediary firm specializing in the transfer of Midsize corporations in Hampton Roads. The company provides services to buyers and sellers for business brokerage and business valuations. For more information Sajomach Business Services, Inc. can be contacted at 757-410-3851 or at its website www.sajomach.com