
CURRICULUM VITAE – J. STEVEN DICKERSON, MBA, ASA

POSITION	President, Business Valuation Research, Inc.
PROFESSIONAL EXPERIENCE	<p>Business Valuation Research, Inc. Business Appraiser, April 1992-Present</p> <p>Appraisals of closely held business interests for numerous purposes, including buy/sell agreements, divorces, gift/estate taxes, and litigation/arbitration.</p> <p>Has testified as an expert witness in California, Oregon and Washington.</p> <p>Piranha Propellers – Santa Rosa, California Vice President of Sales & Marketing, 1990-1992</p> <p>Complete sales and marketing responsibility for launch of closely held start-up company. Established dealer networks and OEM relationships, developed entire promotional program, determined product pricing, established export pricing, directed all aspects of international operations, designed and implemented integrated computer system, and prepared corporate budget and monthly sales accounting.</p> <p>Tektronix, Inc. – Beaverton, Oregon Financial Analyst, 1983-1988</p> <p>Full accounting and finance support for \$8 million Strategic Business Unit funded by internal venture capital. Acquisition analysis of high technology firms involving examination of tangible and intangible assets and evaluation of common, preferred, and convertible equities. Further responsibilities included capital budgeting, internal audits, transfer pricing, and accounting reserve examination. Also held positions in International Finance and Credit Department.</p>
EDUCATION	<p>University of Washington, 1990 Master's in Business Administration Concentration: Accounting and Finance</p> <p>Oregon State University, 1983 Bachelor of Science in Business Administration – graduated with honors Concentration: Finance</p> <p>Training & Seminars Financial Statement Analysis International Financing/Export Documentation National Association of Credit Management – Credit I and II</p>
MEMBERSHIPS	American Society of Appraisers – Accredited Senior Appraiser (ASA); certified in Business Valuation since 1994
PRESENTATIONS	<p>Presenter: New Lawyers' Seminar, Sponsored by New Lawyers' Committee <i>Valuing Your Case / Proving Your Damages: Commercial, Domestic Relations, and Personal Injury Cases</i></p> <p>Panel Member: PLF Defense Panel Conference, Sponsored by Professional Liability Fund, Oregon State Bar – Business Valuation / Damages Expert</p> <p>Numerous presentations on business valuation, lost profits and economic damages to professional groups including state bar sections, business associations, Small Business Administration, and universities.</p>