SCOTT M. DEMARCO, MBA, CBA, CVA, CDFA, CPVA

Professional Experience

- CEO – Equitable Value LLC, Clifton Park, New York and New York City
- Partner – BST & Co. CPAs, LLP, Albany, New York and New York City
- Senior Client Consultant – Teal Becker & Chiaramonte CPAs, PC, Albany, New York
- Chief Financial Officer – Agora Games, Inc., Troy, New York
- Senior Analyst – BST Valuation & Litigation Advisors, LLC (currently BST & Co. CPAs, LLP), Albany, New York
- Management Associate – AutoQuant Imaging, Inc., Troy, New York

Financial Expert and Testifying Experience

- Court Appointed Financial Expert, New York State Supreme Court, New York County
- Court Appointed Financial Expert, New York State Supreme Court, Kings County
- Court Appointed Financial Expert, New York State Supreme Court, Westchester County
- Court Appointed Financial Expert, New York State Supreme Court, Greene County
- Testified and qualified as an expert in New York State Supreme Court, Albany County
- Testified and qualified as an expert in New York State Supreme Court, Delaware County
- Testified and qualified as an expert in New York State Supreme Court, Rensselaer County
- Testified and qualified as an expert in New York State Supreme Court, Sullivan County
- Testified and qualified as an expert in New York State Supreme Court, Schenectady County
- Testified and qualified as an expert in Saratoga County Family Court
- Testified and qualified as an expert in Connecticut Superior Court, Judicial District of Stamford/Norwalk

Education

- Master's in Business Administration (MBA), Specialization in Information Technology Management, University at Albany, Albany, New York
- Bachelor of Science in Finance, University of Maryland, College Park, Maryland

Professional Activities

- Credential – Certified Business Appraiser (CBA), Institute of Business Appraisers, 2009
- Credential – Certified Valuation Analyst (CVA), National Association of Certified Valuators and Analysts, 2013
- Credential – Certified Patent Valuation Analyst (CPVA), 2011
- Credential – Certified Divorce Financial Analyst (CDFA), Institute for Divorce Financial Analysts, 2010
- Member – Institute of Business Appraisers, since 2006
- Member – Institute for Divorce Financial Analysts, since 2010
- Alliance Member and Co-Founder, Veterans in Economic Transition Conference (VETCON)
- Board Member, CAPTAIN Community Human Services since 2020
- Member – Collaborative Divorce Association of the Capital District (Formerly: President, Vice-President, and Director of Education), since 2009
- Continued professional education – as required for the Certified Business Appraiser (CBA), Certified Valuation Analyst (CVA), Certified Divorce Financial Analyst (CDFA), and Certified Patent Valuation Analyst (CPVA) accreditations.

Publications and Other Creative Activity

- <u>October, 2014</u> – "The Economic Consequences of Divorce", New York Family Law Monthly (ALM Media), New York, New York

- <u>May, 2014</u> – "Using Monte Carlo Simulation as a Supplement to the Single Period Capitalization Method", Business Valuation Update (Business Valuation Resources), Portland, Oregon.

- <u>November, 2013</u> - "A Negotiation Tool for Spousal Maintenance", New York Family Law Monthly (ALM Media), New York, New York

- <u>March/April 2013</u> - "Using Dynamic Forecasting To Value Early-Stage Ventures", Valuation Strategies (Thomson Reuters), New York, New York

- July, 2011 - "Valuations of Interests in Private Equity and Hedge Funds", New York Family Law Monthly (ALM Media), New York, New York

- July, 2010 - "Business Valuation in a Collaborative Divorce", New York Family Law Monthly (ALM Media), New York, New York

- June, 2010 - "Regression Analysis as a Tool for Validating Valuation Methodology", Review of Mr. Richard Fox's Presentation at the 2010 IBA Symposium, The Institute of Business Appraisers E-News, Plantation, Florida

Lectures

- April, 2021 – "How the 2017 Tax Law Continues to Affect Business Valuations," Westchester County Bar Association, White Plains, NY.

- October, 2019 – "Valuation in Entrepreneurial Finance," Siena College, Loudonville, NY.

- October, 2019 – "Panel on Matrimonial Matters" The Harvard Law School Association of New York City, New York, NY.

- May, 2018 – "New Tax Law Effects on Business Valuation," American Academy of Matrimonial Lawyers (AAML), New York, NY.

- May, 2018 – "Collaborative Divorce Basic Training," New York Association of Collaborative Professionals, White Plains, NY.

- January, 2018 – "Separate Property Tracing in Divorce," American Academy of Matrimonial Lawyers (AAML), New York, NY.

- October, 2017 – "Cross Examination of Financial Experts," National Association of Certified Valuators and Analysts (NACVA), Salt Lake City, UT.

- May, 2017 - "Collaborative Divorce Basic Training – The Financial Neutral," Collaborative Divorce Association of the Capital District, Albany, NY.

- December, 2016 – "Trial Preparation – Cross Examination," National Association of Certified Valuators and Analysts (NACVA), Salt Lake City, UT.

- October, 2016 – “Entrepreneurial Finance,” Veterans in Economic Transition Conference (VETCON), Albany, NY.

- March, 2016 – “Commingling and Transmutation of Assets,” New Jersey State Bar Association, Savannah, GA.

- October, 2015 - “How to Prepare and Review a Lifestyle Analysis,” American Academy of Matrimonial Lawyers (AAML), New York, NY.

- May, 2015 - “Tax Returns, Financial Statements, and Gross Economic Income,” Massachusetts Probate and Family Court Spring 2015 Judges’ Conference, Lenox, MA.

- May, 2015 - “Collaborative Divorce Basic Training,” Collaborative Divorce Association of the Capital District, Albany, NY.

- May, 2015 - “Sustainable Business Metrics,” Going Green Globally (G3), School of Business, University at Albany.

- March, 2015 - "Trial Tips: Experts & Trial Consultants", Matrimonial Law Breakfast Meeting at The Legal Project, Albany, New York

- September, 2014 - “Growing Your Start-Up and Holding Onto Equity,” FAST Tech Conference, School of Business, University at Albany.

- May, 2014 - “Sustainable Business Metrics,” Going Green Globally (G3), School of Business, University at Albany.

- May, 2014 - “Valuation of Privately Held Companies,” Honors Finance Class, School of Business, University at Albany.

- March, 2014 - "Taxes and Spousal Maintenance", Matrimonial Law Breakfast Meeting at The Legal Project

- April, 2013 - “Introduction to Collaborative Divorce”, Family Law Course, Albany Law School

- February, 2012 - “The Role of the Financial Neutral in Collaborative Divorce”, Albany Law School

- July, 2011 - “Forecasting Patent Revenue with Regression Analysis and Monte Carlo Simulations”, Certified Patent Valuation Analyst – Mandatory Course, Webinar

- April, 2011 - “Software Commercialization”, Managing Information Technology, School of Business, University at Albany

- July, 2010 - “Early Stage Venture Valuation”, U-Start Incubator Lunch & Learn Program, Union College, Schenectady, New York

- April, 2010 - “Business Valuation in Divorce”, Collaborative Divorce Association of the Capital District, Teal, Becker, & Chiaramonte, CPAs, P.C., Albany, New York

- April, 2010 - “Financial Forecasting”, Management Information Systems. The Lally School of Management & Technology, Rensselaer Polytechnic Institute, Troy, New York

- February, 2010 - “Valuation of Early Stage Companies”, Speaker Series, The Lally School of Management & Technology, Rensselaer Polytechnic Institute Troy, New York

- September, 2008 - “Valuation in the Video Game Industry”, Information Technology Management, Rensselaer Polytechnic Institute, Troy, New York