



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

### **Professional Experience**

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

### **Financial Expert and Testifying Experience**

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- 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, New York 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, Westchester 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**

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

## **Professional Activities**

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- 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
- Credential – Certified Cryptocurrency Auditor (CCA), Blockchain Council, 2021
- 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
- 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**

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- April 2024 – “The AI Revolution is Coming for Business Valuation and Forensic Accounting,” National Association of Certified Valuators and Analysts, Financial Forensics, Sandy, UT.
- October 2014 – “The Economic Consequences of Divorce,” New York Family Law Monthly (ALM Media), New York, NY.

- May 2014 – “Using Monte Carlo Simulation as a Supplement to the Single Period Capitalization Method,” Business Valuation Update (Business Valuation Resources), Portland, OR.
- November 2013 – “A Negotiation Tool for Spousal Maintenance,” New York Family Law Monthly (ALM Media), New York, NY.
- March/April 2013 – “Using Dynamic Forecasting To Value Early-Stage Ventures,” Valuation Strategies (Thomson Reuters), New York, NY.
- July 2011 – “Valuations of Interests in Private Equity and Hedge Funds,” New York Family Law Monthly (ALM Media), New York, NY.
- July 2010 – “Business Valuation in a Collaborative Divorce,” New York Family Law Monthly (ALM Media), New York, NY.
- 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, FL.

## **Lectures and Presentations**

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- December 2023 – “The Artificial Intelligence Revolution is Coming for Valuation and Forensic Accounting,” National Association of Certified Valuators and Analysts (NACVA), Fort Lauderdale, FL.
- 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, NY.
- 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, NY.
- April 2010 – “Business Valuation in Divorce,” Collaborative Divorce Association of the Capital District, Teal, Becker, & Chiaramonte, CPAs, P.C., Albany, NY.
- April 2010 – “Financial Forecasting,” Management Information Systems. The Lally School of Management & Technology, Rensselaer Polytechnic Institute, Troy, NY.
- February 2010 – “Valuation of Early-Stage Companies,” Speaker Series, The Lally School of Management & Technology, Rensselaer Polytechnic Institute, Troy, NY.
- September 2008 – “Valuation in the Video Game Industry,” Information Technology Management, Rensselaer Polytechnic Institute, Troy, NY.