

SUMMARY OF QUALIFICATIONS

JAMES R. PARK, ASA

QUALIFICATIONS

Specialized experience in the valuation of stock of privately-held companies for buy/sell transactions, gift and estate tax purposes and litigation support. Background in commercial banking, financial statement analysis and the analysis of trends, ratios, projections, industry and economic information.

MAJOR ACTIVITIES AND PROFESSIONAL AFFILIATIONS

- Accredited Senior Appraiser of the American Society of Appraisers (ASA)
- President of the Alamo Area Chapter of American Society of Appraisers (2012 to 2014); Secretary (2011 to 2012); Past President (1997 to 1998), Secretary/Treasurer (1995 to 1997)
- Board of Directors of the St. Mary's University Forum on Entrepreneurship, (1998 to 2008) and past president (2000-2001)
- Member of International Board of Examiners of the American Society of Appraisers (1997 to 2002)
- San Antonio Estate Planners Council (1992 to present)
- Rotary Club of San Antonio (1999 to 2014)

EDUCATION - TECHNICAL TRAINING

- American Society of Appraisers
 - Business Valuation 201, Denver, CO
 - Business Valuation 202, Boston, MA
 - Business Valuation 203, Houston, TX
 - Business Valuation 204, Washington, D.C.
- Texas A&M University, Bachelor of Business Administration - Finance, 1981
- American Society of Appraisers, Principles and Ethics Exam
- Uniform Standards of Professional Appraisal Practice (USPAP) Course
- American Society of Appraisers, 1994 International Appraisal Conference, San Diego, CA
- American Society of Appraisers, 1995 Advanced Business Valuation Conference, Boston, MA
- American Society of Appraisers, 1996 International Appraisal Conference, Toronto, Canada

- American Society of Appraisers, 1997 Advanced Business Valuation Conference, Houston, TX
- American Society of Appraisers, 1999 Advanced Business Valuation Conference, New Orleans, LA
- American Society of Appraisers, 2001 Advanced Business Valuation Conference, Seattle, WA
- American Society of Appraisers, 2004 Advanced Business Valuation Conference, San Antonio, TX
- AICPA/ASA National Business Valuation Conference 2008, Las Vegas, NV
- AICPA National Business Valuation Conference 2011, Las Vegas, NV
- American Society of Appraisers, 2013 Advanced Business Valuation Conference, San Antonio, TX
- National Association of Certified Valuation Analyst (NACVA) Annual Consultants Conference 2016, San Diego, CA
- American Society of Appraisers, 2017 Advanced Business Valuation Conference, Houston, TX
- American Society of Appraisers, "Litigation Support: The Business Appraiser as Expert Witness"
- State Bar of Texas, "How To Determine And Prove The Value of A Business"
- Robert Morris Association, Financial Statement Analysis, Dallas, TX
- Texas Association of Business Brokers, "Tax Implications of a Business Sale"
- Texas Association of Business Brokers, "Creative Financing and Deal Structuring"

PUBLICATIONS

- Comprehensive Guide for the Valuation of Family Limited Partnerships 6th Edition, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2021).
- Comprehensive Guide for the Valuation of Family Limited Partnerships 5th Edition, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2017).
- Comprehensive Guide for the Valuation of Family Limited Partnerships 4th Edition, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2011).
- Comprehensive Guide for the Valuation of Family Limited Partnerships 3rd Edition, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2006).
- Comprehensive Guide for the Valuation of Family Limited Partnerships 2nd Edition, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2003).
- The Partnership Spectrum, "Tax Court Rules on Marketable Securities FLP," (September/October 2001), 19.

- CCH Business Valuation Alert, "Family Limited Partnerships – Tax Court Demands More from Valuation Experts," Vol. 3, No. 1 (September 2001), 4, 13-14.
- Comprehensive Guide for the Valuation of Family Limited Partnerships, Co-Author, (Fort Worth, Texas: Partnership Profiles, Inc., 2001).
- Guide to Business Valuations, Contributing Author, Chapter 14, (Fort Worth, Texas: Practitioners Publishing Company, 1999 - 2006).
- Business Valuation Review, Vol. 16, No. 2, "Limited Partnership Discounts - Observations from the Secondary Market," (June 1997), 59-64.
- Business Valuation Review Vol. 14, No. 3, "Study of Discounts for Limited Partnership Units Traded in a Secondary Market," (September 1995).
- "Dangers in Using Rules of Thumb," San Antonio Business Journal, Vol. 11 No. 15, May 9-15, 1997, p. 22.
- "Discounts and the Family Limited Partnership," Texas Lawyer, June 2, 1997, p. 21.

SPEAKING/LECTURES

- RMA Texas Spring Conference 2023, Panelist, "Legacy Risk Planning," San Antonio, Texas, April 2023.
- 2022 Frost Bank, Panelist, "How to Successfully Transition a Family Business," San Antonio, Texas, September 2022.
- XPX San Antonio 2020 Summit, Exit Planning Exchange, Panelist "Valuations and Financing Problems During the Pandemic," – October 2020.
- BKR International, - "Valuing Family Limited Partnerships" – Webcast Instructor – July 2020.
- Business Valuation Resources Workshop – "A Masterclass in the Valuation of Family Limited Partnerships and LLCs" – Webcast Instructor – December 2019.
- 2018 Business Valuation Resources - Webinar Instructor – "Using Pricing Multiples and Rates of Return to Value Family Limited Partnerships," March 2018.
- 2017 Advanced Business Valuation Conference, "Using New REIT Data to Value FLPs, Theory and Application," Houston, Texas, October 2017.
- 2017 American Society of Appraisers – Webinar Instructor – "FLPs – The Practical Application of the Income and Market Approaches," April 2017.
- 2016 Partnership Profiles Business Valuation Seminar – Instructor – "Appraising Family Limited Partnership Interests," San Antonio, Texas, July 2016.
- 2014 Broadway National Bank, Family Business Resource Center – "Valuation Perspectives," San Antonio, Texas, September 2014.

- 2014 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Dallas, Texas, February 2014.
- 2013 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Dallas, Texas, December 2013.
- 2013 Advanced Business Valuation Conference, “Using Market Data to Support Real Estate Partnership Discounts,” San Antonio, Texas, October 2013.
- American Society of Appraisers – Webinar Instructor – “Using Market Data to Support Real Estate Partnership Discounts,” February 2012.
- 2011 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Newark, New Jersey, November 2011.
- 2011 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Los Angeles, California, May 2011.
- 2011 American Society of Appraisers, Philadelphia Chapter, Business Valuation Seminar, “Valuing Family Limited Partnerships,” Philadelphia, Pennsylvania, April 2011.
- 2010 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Atlanta, Georgia, May 2010.
- 2008 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” Dallas, Texas, October 2008.
- 2008 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” – Los Angeles, California, January 2008.
- 2007 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” – Reston, Virginia, November 2007.
- 2007 Partnership Profiles Business Valuation Seminar – Instructor – “Appraising Family Limited Partnership Interests,” – Las Vegas, Nevada, May 2007.
- 2006 Partnership Profiles Business Valuation Seminar - Instructor - “Appraising Family Limited Partnership Interests,” – Chicago, Illinois, November 2006.
- 2006 Partnership Profiles Business Valuation Seminar - Instructor - “Appraising Family Limited Partnership Interests,” – Atlanta, Georgia, June 2006.

- 2006 Partnership Profiles Business Valuation Seminar - Instructor - "Appraising Family Limited Partnership Interests," – Los Angeles, California, February 2006.
- 2005 Partnership Profiles Business Valuation Seminar - Instructor - "Appraising Family Limited Partnership Interests," - Dallas, Texas, August 2005.
- Co-Chairman - American Society of Appraisers Advanced Business Valuation Conference – San Antonio, Texas, October 2004.
- 2004 Business Valuation Conference - Kansas Society of CPAs, "Valuing Family Limited Partnerships," Kansas City, Kansas, October 2004.
- Real Estate Financial Society of San Antonio, San Antonio, Texas, July 27, 2004
- American Society of Appraisers – New York Chapter, "Discounts in Family Limited Partnerships," New York, New York, May 2004.
- Instructor/Course Developer – American Society of Appraisers - Center for Advanced Valuation Studies, "The Valuation of Family Limited Partnerships," Tampa, Florida, July 2003.
- San Antonio Chapter of the TSCPA, "Advanced FLP and Valuation Strategies," San Antonio, Texas, May 2003.
- National Association of Guaranteed Government Lenders, "Discounted Net Cash Flow," San Antonio, Texas, May 2003.
- Instructor/Course Developer – American Society of Appraisers - Center for Advanced Valuation Studies, "The Valuation of Family Limited Partnerships," Herndon, Virginia, May 2002, Chicago, Illinois, August 2002.
- San Antonio Chapter of the TSCPA, "Delivering FLPs with More Than 9 Lives – An Update," May 2002.
- Instructor/Course Developer – American Society of Appraisers - Center for Advanced Valuation Studies, "The Valuation of Family Limited Partnerships," Chicago, Illinois, October 2001, November, 2001.
- San Antonio Chapter of the TSCPA, "Delivering FLPs with More Than 9 Lives," May 2001.
- State Bar of Texas, Advanced Estate Planning Strategies Course 2001, "Delivering FLPs with More Than 9 Lives," April 2001.
- National Association of Women Business Owners, 2001 Annual Member Symposium, "Valuation Insights," January 2001.
- Small Business Development Center, Training Conference 2000 for Small Business Development Professionals, "Practical Aspects of Valuing A Business," May 2000.
- San Antonio Chapter of the TSCPA, "Valuation Issues in Family Limited Partnerships," May 2000.
- San Antonio Chapter of the TSCPA, "Estate of Reichardt v. Commissioner," June 1999.

- American Bar Association Section of Taxation - 1999 Midyear Meeting, Orlando, Florida, January 1999.
- San Antonio Chapter of American Society of CLU & ChFC, "Common Valuation Practices," January 1997.
- 1996 American Society of Appraisers International Appraisal Conference, Toronto, Canada, "Valuing Family Limited Partnerships," June 1996.
- 1996 New York Chapter of the American Society of Appraisers, New York, New York, "Valuing Family Limited Partnerships," May 1996.