

Gregory R. Caruso, Esquire, CPA, CVA

Principal, CI Harvest Associates
Author & Speaker on

Business Valuation | Business Brokerage | Succession Planning

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Areas of Expertise

- Business Valuation
- Succession and Exit Planning
- Business Acquisitions, Sales, and Brokerage

Audiences

- Business owners, leaders, and managing partners
- Professionals including attorney's, CPA's, financial planners
- CEO's and C-suite executives

Author / Cited (Recent Examples)

- Book; 11 Secrets to Selling Your Business, Harvest The Profits From Your Business Sale, Gregory R. Caruso, 2007 Authorhouse
- Extensively Cited; "5 Ways to Increase the Value of Your Business Before You Sell It", National Federation of Independent Business Website
- Cited; "Prepare to Sell Your Business", May 27, 2011, Bloomberg Business Week Website

Recent Audiences

- Association of Practicing CPA's
- Attorney / CPA Association
- Subcontractor Association of Baltimore
- SunTrust Bank
- National Association of Certified Valuation Analysts – Maryland Chapter
- Society of Financial Service Professionals

Education and Credentials

- Juris Doctor, School of Law, University of Maryland at Baltimore, 1984; Member of MD Bar
- B.S. Accounting, University of Maryland, College Park, 1981; Active CPA
- Other Credentials: Maryland Real Estate Broker, Certified Valuation Analyst (Business Appraiser)

Experience:

- Greg Caruso's primary practice area for the last 12 plus years is the valuation and preparation of private businesses for internal (family or management) and market transfers. This involves valuation, exit planning, succession strategy and brokerage using experience gained as attorney, accountant, broker, and business owner over 25 plus years.

Partial Experience:

- Career includes involvement in over 50 private business market sale transactions. All transactions included valuation, market positioning, identifying buyers, transaction structure, financing the buyer, negotiations, and follow-through to closing.
- Valuations for Litigation, SBA Loan Approval, Shareholder Agreements, IRS Gift Tax Purposes, Planning, and Merger and Acquisitions.
- Involved in structuring family transitions and management buy-outs. Solved issues such as bonding complications, tax issues, handling of trailing liabilities etc.
- Owner and President, family homebuilding company that delivered 70 homes per year.

Partial list of valuation, brokerage, and consulting services:

- HVAC Contractor
- Plumbing Contractor
- Flooring Contractor
- Flooring Retailer
- Managed Care Facility
- Indoor Sports Center
- Surgery Center
- Paper Shredding
- Medical Practices
- Custom Remodeler
- General Contractors
- Engineering Firms
- Distributors for various industries
- Software Companies
- Computer Networking
- Printers
- Manufacturers
- Retailers
- Technical Schools
- Institutional Food
- Accounting Practices
- Tax Preparation Service

Community Involvement; Associations

President, "There Goes My Hero" 503 (c) nonprofit providing nourishing meals to blood cancer patients and Bone Marrow Registry Expansion / Director, Association of Corporate Growth Maryland / Secretary, National Association of Certified Valuation Analysts DC and Maryland / Attorney CPA Association / Maryland Association of Certified Public Accountants / Maryland Bar Association

