

Thomas P. Zengel, MBA, JD, LL.M. (tax), AVA

Director

Resident Office: Sacramento

Tom Zengel joined **Zengel & Associates** in 2004. A designated AVA (Accredited Valuation Analyst), he serves as the firm's Director of Business Valuation Services.

PROFESSIONAL EXPERIENCE

Tom brings to clients a strong background of professional, corporate, and financial consulting experience. He most recently served in Silicon Valley as the Director of Corporate Tax for a *NASDAQ 100* corporation with annual revenues of over \$1 billion. In that position, he was the chief tax official in the company, heading the internal tax group and reporting directly to the CFO. He also played a substantial role in advising executive management in analysis of proposed strategic transactions and partnering relationships, and as a frequent advisor to top division managers on numerous domestic and international business and tax matters. Previously, as a consulting Manager for a Big 4 consulting / accounting firm, he advised private companies and public corporations on various domestic, foreign, and cross-border tax matters. Earlier, serving as a financial analyst for the Overseas Private Investment Corporation in Washington DC, Tom conducted research and underwriting for multi-million dollar project finance loans and loan guarantees to US companies doing business in risky markets abroad. Tom also has worked as an attorney in an av-rated private practice in the SF Bay Area, covering real estate, general business, contracts, transactions, and civil litigation matters, including trial and appellate work in the federal and California state courts.

SPECIALIZATIONS

An AVA (Accredited Valuation Analyst), Tom conducts business valuations and also consults on various real property valuation matters: Tax Controversy, Estate & Gift; Fractional Interests; Economic Damages Assessment; Eminent Domain / Condemnation; Multi-Party Interests; Leaseholds, Easements and other Partial Interests. Tom directs the firm's Business Development and serves as the firm's primary liaison for law firm, CPA and other professional clients in Northern California.

EDUCATION and PROFESSIONAL ORGANIZATIONS

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| • AVA (Accredited Valuation Analyst) | National Association of Certified Valuation Analysts (NACVA)
www.NACVA.com |
| • MBA, Finance & Real Estate | University of California, Berkeley |
| • Juris Doctor (JD) | UC, Hastings College of Law (San Francisco) |
| • LL.M. (tax) | Georgetown University (Washington, DC) |
| • BS, Finance | California State University, Fresno |
| • Member | California Bar Association |

RECENT CONTINUING EDUCATION

Courses are NACVA unless otherwise noted:

- Fundamentals of Business Valuation
- Case Analysis: Income & Asset Approaches
- Case Analysis: Market Approach
- Discounts & Premiums
- Corporate Valuation: Theory & Application
- Advanced Case Analysis
- Drafting a Good (Valuation) Report
- The Market Method – New Ideas for Use of Public Guideline Companies
- Valuation of Pass-Through Entities
- Companies With Changing Debt – The Common Sense APV Method
- Valuation Policies and Procedures at the IRS
- Valuations of Direct and Indirect Interests in Real Estate
- Calculation of Lost Profits Damages
- Alternatives to Traditional CAPM
- Selected Issues in Evidence At Trial (MCLE)