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EDUCATION

M.B.A. in Finance	Rice University, Jones Graduate School of Business, 1993
B.B.A. in Business	Texas A&M University, 1984
Analysis & Research	

PRESENT EMPLOYMENT

Director, Berkeley Research Group, LLC

PREVIOUS POSITIONS

Director, Accumyn Consulting, 2009-2012
Senior Manager, BKD, LLP, 2007-2009
Senior Manager, Ernst & Young, 2005-2007
Director, Hill Schwartz Spilker Keller, 2001-2004
Manager, PricewaterhouseCoopers, 1997-2001
Manager, Deloitte & Touche Consulting Group, 1993-1996
Compaq Computer Corporation and Chris Schaefer & Company 1984-1991

CERTIFICATIONS AND DESIGNATIONS

Accredited Senior Appraiser (ASA) by the American Society of Appraisers
Certified Computing Professional (CCP) by the ICCP

PROFESSIONAL AFFILIATIONS

Present

American Society of Appraisers, 2000-present

ASA Houston Chapter, *former chapter president and current board member*

Prior

AICPA Forensic and Valuation Services Section

Licensing Executives Society

PROFESSIONAL EXPERIENCE

Gary Abdalla advises clients with complex business valuation, commercial litigation, and other forensic matters. He has more than 25 years of business, finance and technical experience. He has served clients operating in a variety of manufacturing, service and retail industries, including energy, chemicals, oil field equipment and services, construction, health care, computer hardware and software, insurance, real estate, and professional practices.

Mr. Abdalla has appraised closely held businesses and intangibles for both small and Fortune 500 companies for the purposes of business acquisitions, litigation, fair value accounting, impairment testing, tax planning, licensing, and business capitalization. He is an accredited senior appraiser through the American Society of Appraisers.

In litigation matters, he has served as an expert witness and has presented deposition and trial testimony. He has addressed financial and economic issues and developed calculations of damages related to business impairment, business value, ownership disputes, infringement and theft of intellectual property, fraud, corporate solvency and insurance claims.

Before his graduate studies, he designed and developed computer software for the Compaq Computer Corporation.

SELECTED SUMMARIES OF ENGAGEMENTS

Business Valuation in the Courts

- Determined the fair value of an estate's interest in a \$155 million family real estate enterprise as a measure of damages. The enterprise comprised fourteen companies with holdings in golf courses, real estate development, land and investments in public and private companies.
- Provided damage analysis, expert report and trial testimony in connection with an investors' dispute. Lost opportunity damages were based on the appraisal of a 35-unit restaurant franchise, applying hypothetical assumptions of ownership.

- Provided damages analysis, expert report and deposition testimony on behalf of a managed care company, providing imaging cost containment services to HMOs, in its claims against the company's insurance company and broker. Damages were based on diminution of value.
- On behalf of minority shareholders in a shareholder dispute, determined the fair market value of a manufacturer of advanced polyurethane foams, adhesives, and dispensing equipment, primarily used in the construction industry.
- Participated in the appraisal of a commercial construction company. The company builds office, high-rise, and retail buildings, with annual sales of \$200 million as of the appraisal. Appraisal was developed for the marital dissolution of a company officer and owner.
- Participated in the rebuttal of damage claims brought by a 13-store bagel franchisee against its national franchisor. Claims included diminution of value, out-of-pocket costs and lost cash flows.

Appraisals for Mergers & Acquisition

- Appraised the value of an energy sector strategic consulting group during a period of rapid expansion. Appraisals were performed on a recurring basis as a means to provide pricing for a phantom employee stock program and the buy-out of the company's president.
- Appraised a cancer treatment center that was formed through a joint venture of three hospital systems. The clinic held significant investment in radiology and related equipment. Appraisal was performed for the sale of the ownership interests of one joint-venture partner.
- Appraised physician non-compete agreements signed in conjunction with the asset purchase of a cancer treatment center by a hospital system. Appraisal was performed for income tax reporting purposes and for compliance with the Stark Laws.
- Appraised the value of software and equipment designs used in the production of retail catalog kiosks, to facilitate the sale of the company. Appraised intangibles were combined with the net asset value of the company to determine a transaction price.
- Participated in the rebuttal of damages claimed in a purchase price dispute in the apparel industry. Damages claimed were based on the defendants' material omission and subsequent diminution of company value. Facilities are located in Houston and Hong Kong.

Appraisals for Tax Matters

- Assisted a public revenue recovery service provider in determining the fair market value and royalty rates to be used in the formation of an IP holding company, for software and know-how related to airline travel reservation systems.

- Appraised the value of one of North America's largest faith-based, non-profit camps, which hosts 14,000 campers each summer. The primary operating entity was owned by a family holding company and was to be gifted to a related, non-profit entity.
- Appraised the value of an industrial construction company providing sheet metal fabrication, insulation installation and hazardous material abatement for industrial customers. Appraisal was performed for gifting and succession planning.
- Participated in the appraisal of the fair market value of a portfolio of chemical patents for a charitable donation by a major public chemical company to a university. The technology relates to a monomer that improves the high-heat characteristics of specific polymers.
- Appraised the value of a variety of family limited partnerships for the purpose of gift tax and estate tax filings. Partnership assets included equity securities, commercial and municipal bonds, real estate, mineral interests and royalty interests. Discounts for lack of control and lack of marketability were determined using traditional and contemporary methods.

Appraisals for Financial Reporting

- Developed the purchase price allocation analyses for the acquisitions of two companies, providing software and transaction processing in the tax preparation and short-term loan industries. Intangible assets included software, customer relationships, non-compete agreements, trade names and trademarks.
- Participated in the impairment testing of two US based concrete and cement companies with foreign ownership and combined value was \$637 million. Intangible assets were revalued based on a finding of impairment.
- Appraised a covenant not to sue resulting from the settlement of a patent infringement case on behalf of a public specialty chemicals manufacturer. The covenant was valued as economically equivalent to a non-exclusive license.
- Appraised the value of a portfolio of patents and software embodying the patents. The technologies utilize non-linear, empirical neural networks in the area of industrial controls and optimization for petroleum refining, power generation and chemical processing.
- Appraised the identifiable intangibles of a biopharmaceutical company developing synthetic peptide compounds targeted at tissue repair and bone regeneration. Intangible assets included in-process R&D and trademarks for the company's lead compound.
- On behalf of a public accounting firm, reviewed and approved numerous appraisals of public and private audit clients for the allocation of acquisition purchase prices to tangible and intangible assets. Reviewed annual testing for impairment to goodwill and intangibles.

Valuation of Technology

- On behalf of an oilfield flow control valve manufacturer, determined damages related to the theft of its valve designs and metallurgical trade secrets. Due to very limited availability of accounting records, damages were determined through other operational data.
- On behalf of a manufacturer of specialty chemicals, determined the value of its stolen technology, a drilling fluids viscosifier for use in higher reserve temperatures.
- Participated in the appraisal of a portfolio of electronic postage patents and conducted a licensing and royalty rate analysis in two cases for an international supplier of postage equipment and services. The studies were used to negotiate in lieu of litigation.
- On behalf of a global technology company, participated in a licensing and royalty rate analysis for fiber bragg grating technology used in the telecommunications industry for wave division multiplexing and in the oil and gas industry for fiber optic measuring and monitoring.
- Assisted in the appraisal of business method patents developed by a public insurance carrier related to policy premiums determined by actual driving characteristics, as reported through an automobile's telematic sensors, GPS devices and the wireless transmission of data.
- Participated in the appraisal of patented technologies developed by various Russia R&D institutes and to be commercialized in the West, after the dissolution of the Soviet Union. Technologies included air turbulence detection and aerial land mine detection.

Lost Profits and Other Damages

- On behalf of the plaintiff, an international producer of oilfield equipment and services determined the lost profits and reasonable royalties related to infringed drill bit technology and convoyed products. The analysis was performed prior to the filing of the lawsuit.
- Determined damages on behalf of a contractor in dispute with a major chemical company. The contractor was unable to continue in business when the chemical company failed to pay amounts owed. The contractor's solvency was analyzed at various points in time.
- Rebutted lost profit damage claims on behalf of a public oilfield services company brought by a local rig servicing company alleging tortuous interference and disparagement.
- Provided damage analysis, expert report and trial testimony in connection with claims brought by a cosmetic laser clinic against a manufacturer of cosmetic lasers.
- Participated in the damage rebuttal on behalf of a public medical device manufacturer against allegations of patent infringement. Patents at issue related to devices that enhance arterial circulation in lower extremities through the stimulation of veins in the foot.

- Participated in rebutting significant damages in a fidelity loss claim on behalf of a public insurance company. The Plaintiff was a multi-national chemical company operating in Brazil during periods of hyper-inflation and government-imposed price controls.
- Determined various personal damages on behalf of individuals, organizations and insurance companies for matters involving wrongful termination, discrimination related to race and sex, whistle-blower retaliation, wrongful death, personal injury, and dram shop liability. Damage claims involved loss or diminution of salaries, benefits, stock options, and sole-proprietor company value, as well as additional expenses where applicable.

Forensic Investigations & Analyses

- Provided forensic investigation and financial analyses on behalf of the criminal defense team supporting an individual accused of fraud and the operation of a \$7 billion Ponzi scheme. The client's business was an international, offshore bank. Electronic documents alone comprised 4 terabytes of digital information.
- Investigated accounting transactions related to controlled foreign corporations and their impact on the income tax filings of a public oilfield equipment and technology company. Presented findings and conclusions to the IRS on behalf of our client.
- Analyzed licensee's accounting records in light of the terms and reporting requirements of its license with a major oilfield equipment and services company. This was a forced license resulting from a successful patent infringement suit.
- Assisted in a construction contract audit on behalf of a public oil pipeline company analyzing claims against a pipeline construction company. Audit findings became the basis for a lawsuit.
- Rebutted damage claims on behalf of a public mesh network equipment manufacturer.
- Damage claims were based on alleged value of the company. A solvency analysis proved that the start-up had insufficient capital for the extended ramp-up period.
- Served on the Houston Sports Facility Public Advisory Committee, providing recommendations to the Mayor of Houston, after the departure of the Houston Oilers. Recommendations led to the development of Reliant Park and Minute Maid Park in Houston.
- Participated in the study and valuation of the \$4 billion fixed assets of the City of Houston. Assisted the city in closing its grants for EPA-funded water projects and retiring major wastewater treatment plants.