

*Professional Biography
& Curriculum Vitae*

Ron J. Lint, ASA
Chief Executive Officer
ATI Capital Group of Colorado, LLC
Colorado Springs, CO
(Revised April 2014)

BUSINESS VALUATION EXPERIENCE: Ron J. Lint, ASA has been active in the field of business valuations and corporate financial consulting since 1986. He has personally completed thousands of **valuations** (and has been responsible for thousands of business valuations completed by his staff) for many different industries and a variety of purposes including:

*Federal Estate & Gift Taxes;
Employee Stock Ownership Plans;
Mergers & Acquisitions; Business Dissolutions & Transitions;
Buy/Sell Agreements; Insurance Claims for Business Interruption;
Damage Cases; Lost Profits; Divorce Cases*

As founder and C.E.O. of **ATI CAPITAL GROUP of COLORADO, LLC**, Ron supervises all of the firm's valuation engagements, which are in full compliance with The Uniform Standards of Professional Appraisal Practice, Revenue Ruling 59-60 (and progeny rulings), DOL proposed regulations relating to ESOPs, Section 20.2036 of the Estate Tax Regulations, Section 25.2512-1 of the Gift Tax Regulations, and current case law. As a senior member of the **American Society of Appraisers**, Ron has earned the highest designation obtainable in his profession, **Accredited Senior Appraiser (ASA)**. His appraisal experience covers a vast array of industries including (but not limited to) heavy and light manufacturing, retail, construction, aerospace, distribution, food, auto parts, real estate brokerage, insurance agencies, professional practices, manufacturers' representatives, timber, oil, banking, computer technology, advertising and interstate trucking.

FAMILY LIMITED PARTNERSHIP EXPERIENCE: Ron has structured and valued over **2,000 Family Limited Partnerships** and has **testified as an expert witness** in two of the most prominent cases in the history of FLPs (**Strangi & Kelley-Louden** – see Litigation Support Section). In addition, he appears in court as an expert witness for valuation cases and is a **Designated Expert Witness in the U. S. Tax Court. Ron has also represented the Internal Revenue Service as an expert witness in the 5th District U. S. Tax Court.**

ESOP EXPERIENCE: In addition to Ron's business valuation practice, he is actively involved in the design and implementation of **Employee Stock Ownership Plans**. Ron's ESOP experience is extensive, spanning over two decades, and includes involvement in over **200 transactions** from valuations to workouts for ESOPs in trouble, to design and implementation of new ESOP transactions. **He also serves as Trustee on selected ESOPs** and has co-chaired and presented at several major conferences for the **National Center for Employee Ownership (NCEO)**. **Ron has also taught ESOP Concepts & Valuations at the Graduate School of Taxation at the University of Denver (Denver, CO) as a visiting instructor.**

OTHER EXPERIENCE: Prior to moving full-time into business valuations and financial consulting, Ron was the **Director of the Private Business Consulting Group** of the largest (non-national) **CPA** firm in the Southwest (located in Dallas/Fort Worth, TX). His duties included **ESOP Engagements, Mergers & Acquisitions, Transition Strategies for Private Businesses, Business Valuations, Corporate Financial Consulting, Incentive Stock Plans (both Qualified and Non-Qualified) for key management, restructuring and negotiating corporate debt, the preparation of corporate budgets and financial projections, and expert witness testimony in court proceedings.** Prior to that, Ron spent fifteen years as a **Chief Financial Officer** in the Construction Industry, where he gained extensive business and financial experience. Ron writes and lectures widely on business valuations, Family Limited Partnerships, and ESOPs. ***Ron is a Patron of the Colorado Bar Association and has been approved as a provider of Continuing Legal Education (CLE) by The Colorado Supreme Court, Board of Continuing Legal and Judicial Education. He is also licensed to provide Continuing Education (CPE) to CPAs nationwide. Ron is a member of the Advisors Forum, a Wealth Counsel Company.***

EDUCATION

B.S., Corporate Finance (Minors in Economics and Mathematics)
Virginia Commonwealth University, Richmond, VA
University of Denver, Executive MBA Program
Biola University, Masters Program in Apologetics; CAI (Certified Apologetics Instructor)
Continuing Education: Corporate Finance, Business Valuations and ESOPs

PROFESSIONAL MEMBERSHIPS

American Society of Appraisers, Business Valuation Section
National Center for Employee Ownership

Ron J. Lint, ASA, CEO
ATI Capital Group of Colorado, LLC
ESOP Trustee Experience

Ron J. Lint is uniquely qualified to perform the extensive duties of a Trustee to an Employee Stock Ownership Plan (“ESOP”). Ron has been professionally involved in over 200 ESOP transactions over the last 25 yrs., to include:

- *Advising companies that are contemplating an ESOP*
- *Performing Feasibility Studies*
- *Performing Repurchase Liability Studies*
- *Designing Plans in accordance with the requirements of ERISA and the Sponsoring Company*
- *Advising Legal Counsel*
- *Performing technical valuations of the stock held by ESOPs*
- *Extensive C-Corp and S-Corp experience to include the conversion of a C-Corp to an S-Corp for ESOP purposes (to comply with IRC Sec. 409(p)).*
- *Making presentations to employees*
- *Advising and making presentations to banks, bonding companies, and CPA firms*
- *Negotiating with banks for ESOP loans and terms*
- *Designing IRC Sec. 1042 transactions*
- *Offering CPE and CLE regarding ESOP issues*
- *Responding to IRS and DOL inquiries*
- *Designing Repurchase Liability programs*
- ***Serving as Trustee for, among others, a large mid-west distributor with c. 900 employees – as Trustee, Ron votes 100% of the shares of the Corporation.***

LITIGATION SUPPORT

April 1992: In the District Court of Howard County, Texas, 118th Judicial District, Cause # 92-05-35825, styled In the Matter of the Marriage of John Melvin Choate and Amy Dalee Choate and in the interest of April Dalee Choate, Minor Choate, v. Choate Well Service. (Ron J. Lint, ASA was retained as an expert witness and provided testimony. Deposition: Yes; Testimony: Yes). **Issue of Litigation:** Family Law Case. Retaining Attorney: Ben Bancroft, Esq. Bancroft, Mouton & Wolf; 109 W. Fourth Street; P.O. Box 1030, Big Spring, TX 79720; (432)263-7676.

November 1992: In the District Court of Tarrant County, Texas, 325th Judicial District, Cause #325-162770-91, styled In the Matter of the Marriage of C. Holland and J.R. Holland, Jr. (Ron J. Lint, ASA was retained as an expert witness and provided testimony. Deposition: Yes; Testimony: Yes). **Issue of Litigation:** Family Law Case. Retaining Attorney: Jim Barlow, Esq.; Barlow, Garsek & Bowers; Landers Point Office Bldg.; 3815 Lisbon Street; Fort Worth, TX 76107; (817) 731-4500.

February 1994: In the District Court of Tarrant County, Texas, 324th Judicial District, Cause #324-167561-91, styled In the Matter of the Marriage of Isabel L. Rourke and Dennis M. Rourke. (Ron J. Lint, ASA was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** Family Law Case. Retaining Attorney: Jim Barlow, Esq.; Barlow, Garsek & Bowers; Landers Point Office Bldg.; 3815 Lisbon Street; Fort Worth, TX 76107; (817) 731-4500.

June 1994: IRS Field Level Review. (Ron J. Lint, ASA was retained as an expert witness representing the Taxpayer). **Issue of Review:** The Valuation of the Limited Partnership Interest of O.A. Woody, Ltd. Family Limited Partnership under IRC §2701 – §2704 Resolution: IRS Dropped Objections Without Change. Retaining Attorney: Mr. John Crews, Esq.; Crenshaw, Dupree & Milam; First Natl. Bank Bldg.; 1500 Broadway; Lubbock, TX 79401.

July 1995: In the District Court for the Parish of Orleans, Louisiana; Wahneta C. Trotter vs. Braxton I. Moody, III, et al; Docket # 93-136030; Consolidated with Rachel Melissa Trotter vs. Braxton I. Moody, III et al; Docket # 93-13031. (Ron J. Lint, ASA was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** This civil suit was filed by Wahneta C. Trotter against her father, Braxton I. Moody, III. Ms. Trotter, with this civil action, sought to have Mr. Moody removed as trustee of a trust, which named Ms. Trotter and her siblings as beneficiaries. Retaining Attorney: Mr. Henry Perret, Esq.; Perret, Doise, Daigle, Longman, et al.; First Natl. Bank Towers; 600 Jefferson Street, Suite 1200; Lafayette, LA 70501; (318) 261-1200.

June 1996: Honeycutt vs. Honeycutt (Cause No. 322-229600-95). (Ron J. Lint, ASA was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** Family Law Case. The Valuation of the Capital Stock of Opening Specialties & Supply, Inc., and Opening Specialties & Supply S.A., Inc. for divorce proceedings. Retaining Attorney: Jim Barlow, Esq.; Barlow, Garsek & Bowers; Landers Point Office Bldg.

May 1997: Estate of Ann H. Brookshire, Deceased, Harvey B. King, Independent Executor vs. Commissioner of Internal Revenue - Fifth District; Docket # 9804-96. (Ron J. Lint, ASA, represented the United States and provided expert witness in U. S. Tax Court. Deposition: No; Testimony: Yes). **Issue of Litigation:** The value of certain stock held in the Estate of Ann H. Brookshire, on behalf of the Internal Revenue Service IRS Rep.: Donna M. Palmer, Esq.; District Counsel; Internal Revenue Service; 4050 Alpha Road, 13th Floor; Dallas, TX 75244-4203.

June 1997: In the District Court of Freestone County, Texas, 77th Judicial District, Cause # 91-141-A; Billy Harden Gagg, as Independent Executor of the Estate of O.L. Gagg Schwertner Priest Partnership and Eugene Schwertner and Mary Robertson Priest, as Independent Executrix of the Estate of Ronald Reginald Priest vs. Tarrant County Water Control and Improvement District Number One. (Ron J. Lint was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** Suit filed against Tarrant County Water Control & Improvement District No. One claiming that certain activities of the District caused unwarranted flooding and subsequent economic losses to the cattle

(Litigation Support Continued)

operation. Stan Harrell, Esq.; Pope, Hardwicke, Christie & Harrell; 901 Fort Worth Club Bldg., Fort Worth, TX 76102; (817) 429-7950.

June 1997: In the District Court of Hidalgo County, Texas, 370th Judicial District, No. C-3626-95-G; In the Matter of the Marriage of Janice Goodwin and Robert J. Goodwin. (Ron J. Lint, ASA was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** Family Law Case. Terry Key, Esq.; Jones, Galligan, Key & Lozano; 615 S. International; Weslaco, TX 78596; (210) 968-5402 and Jim Selman, Esq.; 1410 Dove, P.O. Box 5600, McAllen, Texas 78504-34-04; (210) 687-8925.

September 1997: In the United States District Court for the Western District of Louisiana, Lafayette, Opelousas Division; Larry Wiley and Midwest Practice Management Consultants, Inc. vs. Jeffrey J. Laborde, M.D., Laborde Diagnostics, Inc. and U.S. Diagnostic Labs, Inc., Cause #CV95-2252. (Ron J. Lint, ASA was retained as an expert witness. Deposition: Yes; Testimony: No). **Issue of Litigation:** This civil suit was filed against Dr. Laborde by Mr. Wiley, employee/office manager for Dr. Laborde, regarding the price paid to Mr. Wiley for stock. Retaining law firm: Lester J. Zaunbrecher, Esq.; Perret, Doise, Daigle, Longman, et al.; 600 Jefferson Street, Suite 1200, Lafayette, LA 70501; (318) 261-1200 and James Pate, Esq.; Laborde & Neuner; 1001 W. Pinhook Rd., Suite 200, Lafayette, LA 70503.

November 1998: Nita Ruelas & The Estate of Jose Ruelas, et al v. Kenneth M. Horwitz, Kenneth M. Horwitz, P.C. & Vial Hamilton, Koch & Knox, L.L.P. Cause Number 153-167592-97. (Ron J. Lint, ASA was retained as a consulting expert - Deposition: No; Testimony: No). **Issue of Litigation:** The value of certain stock held in the Estate of Jose Ruelas. Retaining law firm: Cantey & Hanger, L.L.P.; Tolbert L. Greenwood; 2100 Burnett Plaza, 801 Cherry St., Fort Worth, TX 76102; (817) 877-2800.

October 1999: Estate of Albert Strangi, Petitioner v. Commissioner of Internal Revenue, Respondent, Docket # 4102-99. (Ron J. Lint, ASA, represented the Taxpayer in this landmark FLP case. Deposition: Yes; Testimony: Yes in U. S. Tax Court). **Issue of Litigation:** Family Limited Partnership Discounts; IRC Sec. 2703 issues related to business purpose. Attorney for Taxpayer: Mr. Norman Lofgren; Looper, Reed, Mark & McGraw, Inc.; 1601 Elm St., Suite 4100, Dallas, TX 75201.

December 2004: Estate of Webster E. Kelley, Deceased, John R. Loudon & Patricia L. Loudon, Personal Representatives, Petitioner v. Commissioner of Internal Revenue, Respondent, Docket #16894-03 (Ron J. Lint, ASA represented the Taxpayer & provided testimony as an expert witness in U. S. Tax Court). **Issue of Litigation:** Justifiable discounts on Family Limited Partnership. Attorney for Taxpayer: Mr. Larry Gibbs; Gibbs Professional Corporation, 5717 Northwest Parkway, Ste. 101, San Antonio, TX 78249; Attorney for the IRS: Kathryn F. Patterson.

June 2006: Schlotter vs. Schlotter (Ron J. Lint, ASA was retained as an expert witness. Deposition: No; Testimony: Yes). **Issue of Litigation:** Family Law Case. The Valuation of the Capital Stock of Colorado CustomWare, Inc., for divorce proceedings. Retaining Attorney: Craig Stirn, J.D., 343 West Drake Road, Ste. 105 Ft. Collins, CO 80526.

January 2008: Rosiek vs. Commissioner (Ron J. Lint, ASA was retained as an expert witness to represent the client in an IRS Appeals Conference and Tax Court. Tax Court Docket No. 13725-07; Deposition: No; Testimony: No). **Issue of Litigation:** Gift Tax of corporate stock to related parties. Following presentation of Mr. Lint's report, the IRS Appeals Officer in charge of the case accepted the client's gift tax return as filed. **The case was dropped by the IRS in favor of the Petitioner.** Ron was brought into the case by Weaver and Tidwell, LLP (large regional CPA firm in Dallas/Ft. Worth, TX), represented by Mr. Chuck Lieser, CPA, J.D., Senior Partner.

PUBLICATIONS
by Ron J. Lint, ASA

“Advocacy, Objectivity and Your Appraiser”

Published by Fortress Financial Group
1993

“Deeper Discounts = Reduced Taxes”

Published by Fortress Financial Group
1993

“Double Discounts, Fact or Fiction”

Published by Fortress Financial Group
1993

“ESOPs: One Strategy For Agency Perpetuation”

Official Publication of Independent Insurance Agents of Texas
1990

“ESOP Power”

Published by Management Accounting
1992

“Fair Market Value - The Basis of Valuation”

Published by Fortress Financial Group
1993

“Family Attribution and the IRS”

Published by Fortress Financial Group
1993

“The Hidden Discount”

Published by Fortress Financial Group
1994

“How to Land the Corporate Jet”

Published by Re-GENERATION Partners/United Business Alliance
1999

“Corporate General Partner Structuring (Reducing the Need for a Valuation)”

Published by Fortress Financial Group
1994

**“Issues Relating to the Value of Partnerships Owned by the
Corporate General Partner in a Family Limited Partnership”**

Published by Fortress Financial Group
1993

“Possible Discounts for Funding Marital Deduction Trusts”

Published by Fortress Financial Group
1994

“Power Planning For ESOPs and FLPs”

Published by Fortress Financial Group
1994

**“Private Letter Ruling 94-32001 - Minority Discount Allowed for Stock
Bequeathed to Company’s Sole Remaining Shareholder”**

Published by Fortress Financial Group 1994

“Recasting Financial Statements for Valuation”

Published by Fortress Financial Group
1993

“Size of Block of Stock Valued”

Published by Fortress Financial Group
1993

“Stacking Discounts”

Published by Fortress Financial Group
1994

“Still Confused About Discounts?”

Published by Fortress Financial Group
1995

“Still Confused About Discounts? Part Two”

Published by Fortress Financial Group
1995

“Still Confused About Discounts? Part Three”

Published by Fortress Financial Group
1995

“TAM 94-49001 - Value of Simultaneous Gifts to Family Members”

Published by Fortress Financial Group
1995

“Tax Court Examines Marketability Discount Applied in Valuation of Closely-Held Stock”

Published by Fortress Financial Group
1995

“The Uniform Standards of Professional Appraisal Practice”

Published by Fortress Financial Group
1994

“Valuation of the Corporate General Partner”

Published by Fortress Financial Group
1994

“Valuations and IRC 2031”

Published by Fortress Financial Group
1993

“Value Line”

Published by Fortress Financial Group
1993

“Valuing A Closely-Held Business Using Public Company Comparables”

Published by Fortress Financial Group
2004

“Repurchase Liability in ESOPs”

“The Choices – The Requirements”

Published by: Journal of Financial Service Professionals
2006

“True North – A Father’s Compass” (a book about a man’s role in the family)

Published by: Zulon Press – ISBN 1-60034-570-0

RECENT SPEAKING ENGAGEMENTS
by Ron J. Lint, ASA

Mass Mutual / Wealth Concepts, LLC

Denver, CO
CLE/CPE Instruction
2011

The Bank of New York Mellon

Denver, CO
CLE/CPE Instruction
2011

AXA Advisors

Denver, CO
CPE Instruction
2012

NCEO – Annual Conference

Minneapolis, MN
Co-Chair of Breakout Session
2012

Wells Fargo Advisors

Colorado Springs, CO
CPE Instruction
2012

NCEO – Annual Conference

Minneapolis, MN
Co-Presenter of Breakout Session
2013

AXA Advisors

Denver, CO
CPE Instruction
2013

Financial Planners Association

Colorado Springs, CO
CPE Instructor
2013

NCEO – Annual Conference

Minneapolis, MN
Co-Presenter of Breakout Session
2014