

BIOGRAPHY

K. Ken Shakoori, Ph.D., AVA

Dr. K. Ken Shakoori has more than 32 years of practical, consulting and teaching experience in business valuation, corporate finance and portfolio management fields.

During the past 25 years, as a business valuation analyst, Ken has been actively involved in small and mid-size business valuation, financial consulting and merger and acquisition activities. His first business valuation assignment was in 1975 in Worcester, Massachusetts. His very effective, yet very unique valuation and damage assessment approaches were published for case analysis courses.

Ken travels internationally and makes presentation in the area of small and mid-size business merger, acquisition and divestiture activities. He is currently the Chair of Finance and Accounting Department at CSUB.

In 1976, as the controller and portfolio manager of Alborz Investment, Inc., --a holding company with twenty-six wholly owned divisions, with a combined market value of \$940 million-- he was directly responsible for acquiring Azin Food and S.S.K. Moghadam Textile companies. Both of these companies were experiencing financial distress. Through skillful negotiation he was able to purchase them at considerably below book and market values. Azin Food and S.S.K. Moghadam became highly profitable in less than two years. During his tenure at Alborz Investment, Inc., he developed a centralized cash flow pool within a decentralized system that released \$6.4 Million while retained the desired liquidity position required by the Treasurer.

As the Director of Certified Financial Planning Program in Bakersfield, Ken has been heavily involved in financial planning. Ken has served on the CFP Board of Examination. As a registered investment advisor (1986-1991) he managed over \$45 million pension funds. He has developed a computerized portfolio model for both security selection as well as portfolio rotation. His portfolio management experience has led him to develop an excellent contact and innovative methods for raising funds for his business clients.

As an employee of Coopers & Lybrand, he worked as management consultant for International Oil Companies for two years. For the past 24 years he has been a business consultant to Allied International Corporation, Atlas Foods, ABS Software, Delta Investments, LLC, etc. -- During 1982-1986 Allied, an export/import company based in Virginia, was not profitable due to high overhead and low margin. Ken developed a long-range strategic plan calling for reduction of product distribution to specialty stores while gradually increasing sales to national discounters. This strategy has led Allied International Corporation to become profitable since 1990.

Ken has extensive asset management experience. As a registered investment advisor he managed over \$45 million pension funds. He has developed a computerized portfolio model for both security selection as well as portfolio rotation. This portfolio management experience has led him to develop an excellent contact and innovative methods for raising funds for his business clients.

Dr. Shakoori's degrees include a Bachelor of Science in Accounting, Masters in Business Administration (MBA specializing in finance management) , Masters in Economic Development and Doctor of Philosophy in Financial Economics from Clark University in Worcester, Massachusetts. With research interests in the area of business valuation, merger, acquisition and financial management, he has been published in professional journals and also makes presentations at professional meetings.