



Gregory R. Lesoine, ASA

Senior Valuation Analyst

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Certifications:

Accredited Senior Appraiser

Education:

BS – Widener University

Professional Affiliations:

American Society of Appraisers

Greg specializes in the valuation of fractional and controlling interests in closely-held companies. He is responsible for all facets of performing business valuations including collection of data, analysis of financial statements, research on the industry in which the company operates, implementation of valuation approaches, and documentation of findings.

Since 1989, Greg has prepared business valuations for numerous purposes including estate and gift taxes, shareholder buyouts, Employee Stock Ownership Plans, stock options, divorce and various other tax related purposes. He has completed valuations of companies in diverse industries such as information technology (IT), software development, precision manufacturing, chemical production, food retailing and wholesaling, real estate management, lumber retailing and wholesaling, concrete construction services, electrical supply retailing, investment management, and computer consulting and programming, among others. Greg also has experience in valuing ownership interests in family limited partnerships and other pass-through entities.

Greg previously worked as an associate of Hempstead & Co. Inc., a business valuation firm located in the greater Philadelphia region. From 1987 to 1989, he was employed as an Actuarial Assistant by NAC Reinsurance Corporation. In this position, he was responsible for the pricing of working layer reinsurance, the development of actuarial pricing models, and premium audits.

Upon completing requirements for education, experience, examinations, appraisal reports, and personal investigation, Greg received the designation of Accredited Senior Appraiser in the American Society of Appraisers (ASA) in the discipline of Business Valuation. The ASA designation is conferred only to those individuals who have a minimum of five years of full-time experience in appraising corporate securities. He holds a Bachelor of Science degree in Business Administration, with a major in Economics and a concentration in Finance, from Widener University. Upon graduation, he received Widener's Economics Award as well as the Financial Executives Institute Academic Honors. Greg was formerly the president of the Vermont/New Hampshire Chapter of the American Society of Appraisers.

