

Michael Blake, CFA, ASA

Business Appraiser and Entrepreneurship Advocate and Educator

msblake@gmail.com

Summary

Have worked in venture capital, merchant/investment banking and management consulting for 17 years.

I serve as an independent financial adviser to the corporation. I help business executives and business owners make informed decisions in the face of high-stakes opportunities and challenges.

My roles have included:

1. Appraisals of businesses and intellectual property portfolios.
2. Assessment of new investment opportunities and executing due diligence in support of investment decisions.
3. Formulation of capital raising strategies.
4. Testifying on business damages in legal proceedings and arbitration.

Specialties

Appraising businesses, business interests, financial securities, and, in particular, intellectual property assets. Advising on purchasing and selling businesses. Advising on capital raising. CFA Charterholder. Holder of the Accredited Senior Appraiser (ASA) designation in business valuation.

Experience

Director of Valuation Services at Habif, Arogeti & Wynne,LLP

March 2009 - Present (2 years 5 months)

I manage the valuation practice at the largest independent accounting firm in the Southeastern United States.

10 recommendations available upon request

Co-founder at StartupLounge, Inc.

November 2006 - Present (4 years 9 months)

3 recommendations available upon request

Managing Director at Adams Capital, Inc.

May 2005 - February 2009 (3 years 10 months)

We help firms address the task of raising capital, buying a company, or selling a company from the approach of understanding value. In order to make good decisions in capital transactions, understanding the value of the assets involved is critical. We have excellent contacts in the Atlanta investment community.

3 recommendations available upon request

Co-Owner at 3SVentures

June 2003 - May 2005 (2 years)

Consulting business providing financial modeling and capital raising advisory services to clients in the southeastern US. Acquired by Adams Capital in 2005.

Senior Consultant at Jaakko Poyry Management Consulting

December 2001 - May 2003 (1 year 6 months)

Developed operational and financial models to support merger and acquisition analysis and valuation of fixed assets in the paper and pulp production sectors. Developed econometric models for paper pricing.

Vice President at Orama Partners

1999 - 2001 (2 years)

New Business Manager at Global Partner Ventures

1997 - 1999 (2 years)

1 recommendation available upon request

New Business Manager at Defense Enterprise Fund

1997 - 1999 (2 years)

Program Manager at Brown University

September 1993 - May 1997 (3 years 9 months)

I managed educational programs for Brown University, funded through USAID for economic transformation and demilitarization programs in Kiev and Minsk. I worked for the Watson Institute.

Languages

English	(Native or bilingual proficiency)
Russian	(Full professional proficiency)
French	(Professional working proficiency)
Ukrainian	(Limited working proficiency)

Certifications

CFA Charterholder

CFA Institute July 2002

Accredited Senior Appraiser (Business Valuation)

American Society of Appraisers March 2010

Education

Georgetown University

MBA, Finance, Development Economics, 1995 - 1997

Franklin & Marshall College

BA, Economics, French, 1988 - 1992

Honors and Awards

Nominee, 2009 Turknett Leadership Character Award

Interests

Entrepreneurial ventures, asset valuation

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18 people have recommended Michael

"Mike is the ideal consultant and business advisor. He is super smart, experienced, devoted, clear, and effective. Did I mention fun? You will learn and laugh abundantly in his company. His success can be measured not only by his legions of loyal clients but by all of the raving fans he has picked up over the years. Count me lead among that vast number!"

— **Chris Gabriel**, *Vice President, Merrill Lynch Wealth Management*, was with another company when working with Michael at Habif, Arogeti & Wynne,LLP

"I have had the benefit of hearing Mike speak several times. I attend many seminars and lectures, and Mike's are among the most useful. Mike has a depth of knowledge in the area of valuation that enables him to enlighten his audience regarding important issues that they might hear about in few other places."

— **Ward Council**, was Michael's client

"The Atlanta Chapter of the National Funding Association (NFA) was honored to have Michael as our guest speaker in March 2011. His delivery was one of the best we have seen in quite some time. Outstanding! Entertaining! Enjoyable! Yet, filled with valuable insight."

— **Scott Preston Brown**, was Michael's client

"Michael gave a presentation to the Cobb Bar Business Law & Litigation Section last week and did a super job! The presentation was very informative, engaging and very beneficial for our members."

— **George Kleeman - Corporate & Business Attorney**, was Michael's client

"We were delighted and thrilled to have Mike as a speaker at few Green Chamber events. He is an excellent resource for the Chamber on various topics related to private equity and angel investment. Mike is a great speaker, public speaking seems to come very naturally to him. His presentations are always on target, concise, informative and demonstrate deep knowledge of the topic he speaks about. We love having Mike speak because in addition to the educational component, his delivery is wonderful. - He is entertaining and engaging, easily breaks the ice, connects with the audience and pulls it into a great discussion. He deals professionally with audiences of different sizes and adjusts quickly to different types of audiences. I had the privilege of

hearing Mike speak more than a few times and always learn something new. I would recommend him as a speaker to anyone who is looking to acquire knowledge or educate on AI and entrepreneurship."

— **Galit Levitin**, *Research Scientist, Georgia Institute of Technology*, was with another company when working with Michael at Habif, Arogeti & Wynne,LLP

"Michael Blake is one of the foremost experts in understanding the dynamic in startups in technology. He has extensive knowledge in valuation and how to strategically position a company. He appeared as a guest on Family Business Radio and was clear, easy to comprehend and delivered a great show appearance."

— **Meredith Moore**, was Michael's client

"Mike has been a speaker in a course on venture creation that I teach in the MBA program at Georgia Tech. He has spoken on two topics; the first is valuation of early-stage firms, and the second is his work as co-founder of StartupLounge. Mike is an outstanding and entertaining speaker. He engaged the students' interest with clear explanations of complex issues, with illustrations from his experience, and with useful charts and tables. His expertise in valuation is evident, and he made valuation relevant to the process of venture creation and growth. The students greatly appreciated learning about StartupLounge, which is an excellent resource for students, entrepreneurs, and investors. Mike has my highest recommendation."

— **Jonathan Giuliano**, *Partner, Palmer Bryan LLC*, was with another company when working with Michael at Habif, Arogeti & Wynne,LLP

"Michael has been a great catalyst to get entrepreneurs connected with mentors and other resources. His instincts to advise small business start-ups have benefited many companies, and he exhibits a true passion for his craft. I highly recommend him."

— **Charles H. Green**, *Principal, Charles Green & Company*, was with another company when working with Michael at Habif, Arogeti & Wynne,LLP

"Folks, I am writing this recommendation without a request by Michael. In choosing his top attributes above, he qualifies for all listed. He has single handedly help my organization grow exponentially through solid financial advice, consultations with my leadership teams, and through valuation/acquisition services. Not only has he provided fair and defensible valuations of businesses I want to buy, he has also provided "transaction services" where his help was vital in pulling off the deals. He has talked me "off the ledge" many times with wisdom that prevailed in making deals happen. He's absolutely personable, exhibiting only the highest emotional intelligence in the midst of emotional acquisitions and a pleasure to be around. His expertise is unquestioned by anyone when I have brought him to the table. Michael's value proposition is 2nd to none. He credited a billing without request when he felt that one of my companies didn't use the work he

provided in a manner that brought sufficient value . . . even when the fault was our own. I count on Michael's creativity and he has never failed to come up with a solution when I thought there was none. Best of all, I would trust Michael with anything. He's just that kind of person and you know it when you meet him and work with him. I'd hate to think where I would be without the assistance of Michael Blake. If you are thinking of using his services, look no further. He is your man. Just leave enough time that he can continue to meet my business needs."

— **Bruce Blythe**, was Michael's client

"Mike Blake is one of the best and brightest in the valuation industry in the Atlanta. When I met him over six years ago, I had the pleasure of retaining his services for a client at the time. I was immediately impressed with his intellect, integrity, and professionalism. Since then, my admiration for Mike has continued to grow as he founded Startup Lounge and most recently has taken over at Habif, Arogeti, and Wynne as their Head of Valuation. I look forward to watching Mike achieve even greater heights as his career progresses!"

— **Soyini Coke**, *Founder and Managing Principal, Annona Enterprises*, worked directly with Michael at Habif, Arogeti & Wynne,LLP

"Mike is a leader in the Atlanta Business community that I am fortunate to know. We have worked together at StartupLounge and made several business introductions who are always impressed with his acumen, breadth of knowledge and great sense of humor. His transactional experience in Venture Capital and Investment Banking give him unusual insight into the valuation process - and helping entrepreneurs raise capital. Mike Blake is a valuable part of any business person's inner circle."

— **Jason Jones**, *Director, CresaPartners*, was with another company when working with Michael at Habif, Arogeti & Wynne,LLP

"Michael recently presented at the Atlanta Chapter of the National Funding Association where he shared his thorough knowledge of the Atlanta Investing Community. We debt guys need to be more aware of the equity options here in Atlanta, and Michael, in his role as Startup Evangelist, entertained and educated us. I would recommend him as your next speaker on finding equity funding. He is both funny and knowledgable."

— **Michael King**, was Michael's client

"I've known Mike for a few years and we often run in the same professional circles. I recently had an opportunity to hear him make a presentation on the investment market for start-up businesses, with a particular emphasis on Georgia. He did a fabulous job. He was informative, timely, and entertaining. Great job Mike!"

— **Adrian Loud, CPA, ABV, CFF, CVA**, *Partner/Shareholder, Bennett Thrasher PC*, was with another company when working with Michael at StartupLounge, Inc.

"Michael is a true leader and visionary in the world of entrepreneurship. His ability to gather great business minds and create a powerful forum that they can learn at and connect with each is immense. Having spoken at an event that his team has hosted, I saw first hand the type of talent he draws and has a lot to offer aspiring business owners who need first hand real world guidance."

— **Jim DeBetta**, *President, DeBetta Enterprises*, was with another company when working with Michael at StartupLounge, Inc.

"I have been and continue to working with Michael Blake on various issues relevant to business and industries. I am always impressed with his comprehensive approach in strategic evaluation of a particular situation, his views on variety of issues that may occur as a consequence of specific problem, as well as his impeccable ability to spot the most weak spot where a problem may occur and how to prevent it or avoid it. He is familiar with paper, machinery, consumer products, HVAC, software industries, and has an ability to look at the matter as if it sits on his palm, to view it from different aspects, as it is from a different angle of human eye, looking a at subject from different viewing points. This is a very rare ability and a unique quality one may have in business negotiations, as well as evaluations of a particular problem, financials, business standing."

— **Gene Plavnik**, *President, Heat Technologies, Inc.*, was with another company when working with Michael at Adams Capital, Inc.

"I worked for Mr. Blake for two years at Adams Capital and can attest to both his skills as a manager and a valuation specialist. Michael is an excellent manager who challenges his reports to seek new and innovative ways to solve complex valuation problems. His integrity and care for his clients are an excellent leadership example for his employees and a benefit to those who engage him for his services. His commitment to the start-up community and service to others is admirable and a reflection on his character."

— **Stuart Johnston**, *Manager, Adams Capital, Inc.*, reported to Michael at Adams Capital, Inc.

"Mike is exceptional at recognizing financial opportunity. Better still, he has access to the resources necessary to take advantage of those situations."

— **E. Scott Drawdy, CPA**, *Special Projects Manager, Gifford, Hillegass & Ingwersen*, worked directly with Michael at Adams Capital

"Michael Blake is rare, combining a strong vision of the future of global business with the strategy to take the business world in that direction. His comprehension of global business and market sparks is exceptionally broad and diversified, with an eye for up-and-coming entrepreneurs and technology."

— **Sue Ellen Reager**, was Michael's client

[Contact Michael on LinkedIn](#)