

DARRELL V. ARNE
Curriculum Vitae

BACKGROUND

Darrell Arne began his professional career in public accounting in 1970 with a local CPA firm in Rockford, Illinois, which later merged into McGladrey Hendrickson, CPAs. He then joined Peat Marwick Mitchell, CPAs (KPMG), and was later transferred to their Albuquerque Office.

In 1983, Darrell formed his own CPA practice, with emphasis on business valuation; by 1992, he had earned the Accredited Senior Appraiser (ASA) designation in business valuation. He then earned the Certified Business Intermediary (CBI) designation in 1995, and Certified Merger & Acquisition Advisor (CM&AA) designation in 2008.

He discontinued practicing in public accounting in 1994 when he formed Arne & Co., specializing in exit strategy planning for business owners, business valuations, business acquisitions & sales, business dispute mediation, part-time CFO services, and developer of business training seminars.

PROFESSIONAL DESIGNATIONS AND APPOINTMENTS

- Certified Public Accountant (CPA), 1974
 - ◊ Instructor, AICPA Continuing Education Programs, 1997 - 2002
 - ◊ Discussion Leader, AICPA/University of Illinois National Tax Education Program, 1998-2000
 - ◊ Member, Litigation and Dispute Resolution Services Subcommittee, American Institute of CPAs, 1992-1995
- Accredited Senior Appraiser (ASA), Business Valuation, American Society of Appraisers, 1992 (Reaccredited – 1997, 2002, 2007)
 - ◊ President, New Mexico Chapter of the American Society of Appraisers 1989-1990, 1998-1999
 - ◊ New Mexico State Director of the American Society of Appraisers 1990-1992
 - ◊ ASA Principles of Valuation Faculty, 2000-2002
- Certified Business Intermediary (CBI), International Business Brokers Association (IBBA), 1995 (Recertified – 2002)
 - ◊ Seminar Developer and Instructor for Various IBBA Recertification Courses, 1997 – Present
 - ◊ M&A Source Education Chairman, 2002-2003
- Fellow of the IBBA, 2004
- Certified Merger & Acquisition Advisor (CM&AA), Alliance of Merger & Acquisition Advisors (AMAA), 2008
- Licensed New Mexico Real Estate Broker, 1985
- Arne & Co. is a *Service-Disabled Veteran-Owned Small Business* (SDVOSB)

PROFESSIONAL AND COMMUNITY MEMBERSHIPS

- Alliance of Merger & Acquisition Advisors
- American Institute of CPAs
- American Society of Appraisers
- Greater Albuquerque Chamber of Commerce
- International Business Brokers Association
- M&A Source
- Midwest Business Brokers & Intermediaries
- New Mexico Mediation Association
- New Mexico Society of CPAs

AUTHOR/LECTURER

- *Business Transaction Marketplace*, Quarterly E-newsletter (www.arne-co.com)
- *How Much Gas is Required: Determining Benchmark Working Capital in a Business Acquisition*, IBBA News, International Business Brokers Association, Inc., Winter 2006
- *Multiple of EBITDA or SDE: A Car With or Without the Gas (and the Driver)*, IBBA News, International Business Brokers Association, Inc., Spring 2006
- *Separating Personal and Business Goodwill*, The Tax Advisor, American Institute of CPAs, June 2003
- *Martin Ice Cream Co. vs. Commissioner: A Case for Personal Goodwill*, IBBA News, International Business Brokers Association, Fall 2000
- *Applying USPAP and AICPA Standards to the Four Phases of a Business Valuation Engagement*, CPA Expert, American Institute of CPAs, Spring 1997
- *The CPA as a Court Appointed Expert: Opportunities and Challenges*, CPA Expert, American Institute of CPAs, Winter 1995; Bar Journal (Reprint), State Bar of New Mexico, May/June 1996
- *Alternative Dispute Resolution Opportunities for the CPA*, The CPA Management Consultant, American Institute of CPAs, Spring 1993
- *Straight Answers to Business Appraisal Questions*, The New Mexico Lawyer, April/May 1993
- *Five Steps: The Selling Price of Your Business Can Go From Traumatic to Dramatic*, CPA Advisor, New Mexico Society of CPAs, January 1993
- *Client-Attorney-Business Appraiser: The Meeting of the Minds at the Start of a Business Valuation*, Bar Bulletin, State Bar of New Mexico, October 12, 1989
- Various seminars and workshop presentations on transferring ownership interests in privately-held businesses, maximizing business value, and other related topics

EDUCATION

Bachelor of Science in Accounting, Southern Illinois University, 1969

PERSONAL

Married: Jacalyn (Jaci)
Sons: Ryan and Steve