

## **Relevant Career Experience**

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### **Valuation & Venture Consulting**

8001 Irvine Center Drive, Suite 400  
Irvine, California 92618

Senior Vice President

January 2015 – Present

- Performs valuation analyses of common equity and intangible assets for financial reporting purposes (i.e., public filings with the Securities and Exchange Commission) and tax purposes (i.e., Internal Revenue Service). Valuation analyses include the valuation of business enterprises, shareholder equity, and intangible assets (e.g., patents, trademarks, etc.).
- Performs valuation analyses of fractional interests in asset holding entities for gift and estate tax purposes.
- Performs valuations of privately-held promissory notes held directly and indirectly.
- Provides consulting services for litigation support engagements.
- Provides valuation consulting services to private and publicly-traded companies, including proprietary Value Creation consulting service.

### **IRA Capital, LLC**

5000 Birch Street, Suite 6000  
Newport Beach, California 92626

Senior Associate

2012 – 2014

- Underwrote, analyzed, acquired, and managed commercial properties for a boutique private equity real estate investment firm.
- Lead underwriter for over \$1B of retail, medical office, and student housing properties.
- Participated in the acquisition of over \$200,000 of retail, medical office, and student housing properties.
- Managed over \$93M (669 beds) in student housing properties located in Ohio and Tennessee, including a \$500,000+ renovation/capital improvement project.

### **FMV Opinions, Inc.**

3333 Michelson Drive, Suite 900  
Irvine, California 92618

Associate / Senior Associate / Manager

2004 – 2012

- Performed valuations of privately held business entities for a boutique business valuation and investment banking firm.
- Specialized in valuing fractional interests in entities holding real property, marketable and illiquid securities, real estate assets, notes, bonds, and other traditional and non-traditional assets.

Mr. Blake M. Coleman, ASA  
Curriculum Vitae – Valuation & Venture Consulting

- Analyzed the valuation impact of holding investment assets inside various entities, as well as, debt instruments, restricted stock, preferred stock, and other traditional and non-traditional business interests.
- Determined the fair market value of privately-held promissory notes held directly and indirectly.

**T-Mobile**

Seattle, Washington

Financial Analyst

2003 – 2004

- Produced high visibility detailed reports of the sales channel for VPs and the CEO of a wireless communications company.
- Forecasted and analyzed equipment and accessory data to maximize sales and reduce exposure to obsolete product.
- Authored a \$600M retail channel budget encompassing productivity and store count projections.
- Produced month-end reports and modeled various scenarios and proposals to enhance sales and productivity.

**Terabeam**

Seattle, Washington

Customer Operations Analyst

2000 – 2003

- Ran the billing and collections departments for a high-tech startup company.
- Analyzed credit reports, financial statements, and key company/industry ratios to establish customer credit limits.
- Constructed a dynamic revenue reporting tool using Pivot Tables and conditional logic in Excel to reduce IT costs by \$50K annually; reports developed for VP of Customer Service and COO.

**Education**

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University of Southern California, Marshall School of Business, May 2012

Master of Business Administration

Graduated with Honors

California Polytechnic State University (San Luis Obispo, CA), School of Business, December 1999

Bachelor of Science, Business Administration (Concentrations: Finance and Economics)

Dean's List

**Professional Designations/Associations**

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Accredited Senior Appraiser (Business Valuation Discipline), American Society of Appraisers