



BOB BATES
CPA, CVA, CFE

HP Accounting Svcs., Inc.
www.hpaccounting.com

CFO, Expert Witness and Valuation
Services

Contact:



508-331-8815



mail@hpaccounting.com

Member of:



Bob Bates, CPA is a Certified Fraud Examiner (CFE) and Certified Valuation Analyst (CVA). He has valued small and midsize closely-held companies, fractional interests, purchase accounting and intangible assets for business owners, shareholders, investors, attorneys, CPAs, fiduciaries, courts and others who need reliable and defensible valuations. Bob performs valuations for estate, gift and other tax filings, succession planning, buy-sell agreements, management buy-outs, ESOPs, mergers and acquisitions, financing, reorganizations, shareholder disputes, marital dissolutions and litigation.

Since 2005 Bob has been involved in the valuation, sale, merger and acquisition of dozens of businesses. Clients appreciate the real-world M&A transaction experience and practical knowledge of market participant behavior that Bob brings to business valuation engagements. His industry experience encompasses publishing, distribution, technology, financial services, food and beverage, professional practices, many types of B2B and consumer services, telecommunications, internet, solar, ecommerce, SAAS, IOT, software, crowdfunding, retail, entertainment and more. Bob has authored articles, developed courses and instructed groups of business owners, students and others on valuation, forensics, accounting/finance and M&A.

For nearly 30 years, Bob has been CFO/Controller of various public and private companies in several industries in US/Canada/Europe/Asia. Bob raised \$35 million for several of them, and founded and bought and sold several of the companies. He also worked at KPMG. He has extensive experience with acquisition due diligence, expert witness work and audit preparation.

EDUCATION

- CPA, 1999
- BS Management, Bucknell University
- Advanced coursework in accounting-University of Maryland
- Legal courses-Northwest California University School of Law

ACCREDITATIONS & AFFILIATIONS

- Certified Public Accountant (CPA, VA)
- Certified Valuation Analyst (CVA)
- Certified Fraud Examiner (CFE)

PUBLICATIONS

Fraud Magazine-Preventing Fraud in Troubled Companies (3 articles)
CPA Magazine: Peachtree software review
SBA accounting software review
Quickbooks, Netsuite review
Small Business Accounting software review
Fraud Magazine-2018/Nigerian fraud ring

Teaching

Developed video course for accountants 2006

Developed accounting courses in conjunction with largest public CPA in US for small cap companies 2012

Speaking engagements/panels

Various re tax, crowdfunding and Silicon Valley pitches to investors

Toastmasters

Radio show: Fraud in M&A

Webinar: Fundraising for startups

Organizations

FEWA, Forensic Expert Witness Association

ACG, Association for Corporate Growth

Accountant Lawyer Alliance

Financial Executives International

Provisors

CalCPA, Forensic Services Section

CFO work

Bob Bates is a CPA, CVA, CFE with nearly 30 years of accounting experience as a Controller and CFO in various types of businesses up to \$10 billion in size.

He has done 5 IPO's/DPO's and reverse mergers, been a Director of Public companies in various countries and has raised over \$35 million in debt and equity financing.

He has worked in telecom, media, retail and financial services in addition to having consulting experience at startups in the software, technology and life sciences fields. He has run his own businesses, a publishing entity and a public accounting firm, in addition to working at KPMG. Bob was in pre-IPO companies and CFO in a growing public company, responsible for SEC filings. He was on the founding team of a Fintech company and a Retail App startup.

He has done many acquisitions and sales of businesses, performed SOX work, has done nearly 100 valuations, over a hundred audits/reviews and stock options accounting and forensic work (discovered a \$300,000 embezzlement). He has done turnaround work and brokered various legal settlements.

Recent Cases: Consulting & Expert witness work

- *2012 NY. Boone v. Trakkers: \$1.6m debentures, usury/breach—declarations
- *2012 NV Scheur \$200k-deposition: Breach
- *2014 NY Usury \$200k-declarations
- *2013 NY Boone v. Ascendant: \$1.7m debentures, usury/breach--assisted counsel with preparations/filings
- *2012-2013 LA, CA. Ascendant \$1.7m debentures—declarations
- *2012-2013 Orange County, CA. Ascendant \$400k debentures/usury-testify in court
- *2012-2013 Orange County, CA. AOF \$1.3m debentures/usury-testify in court
- *2012-2014 Alter ego SB, LLC NV-report
- *2014 CV 081080 Zupan v. Wall-Hard money lender case/fraud-consult
- *2016 Chris Davies (Dave Matthews Band) v Signature Bank-forensic report
- *2014 Simon Horowitz v. LR Environmental (California) Declaration re Quickbooks use
- *2016 Getty Images v RMT-consult
- *2016 Patent Licensing Alliance v RMT-consult
- *2015-2016 Northern CA Federal court-ACL v. Fedex \$1.2m fraud/rackateering/False personation/unfair competition/breach/negligence—declarations/assist counsel with pleadings
- *2015-2017 Northern CA Federal court-ACL v. US military \$.7m fraud/rackateering/False personation/unfair competition/breach/negligence- declarations/assist counsel with pleadings (declarations). 9th Circuit case
- *2016 ACL v Anacapa et al, Maryland Non-compete \$25 million—assist with preparation (case open, depo, hearings, declarations), including MSJ, appeal, testify. Obtained 6-figure settlement.
- *2016 US v Babatunde Aniyi Criminal case related to ACL/Nigerian fraud ring-declarations, forensic research/consulting
- *2015-2016 ACL v AFS South Carolina \$2.5m + Financial Breach of contract-assist with discovery, trial preparation (settled)

- *2016 Bankrate: US v Dimaria-consulting related to CFO fraud \$25 million-consult
- *2017-2018 Flynn v Powermax: Oregon Employment (resume fraud, severance)-handled discovery, brokered settlement
- *2017 Synnex v AER-breach: consulting
- *2018 Savi v Wackpro Quickbooks Fraud case CA-jury trial-report
- *2018 S7 Group v Nextgen Tech-fraud, misrepresentation
- *2018 S7 Group v Westfield Mall-lost rent
- *2018 CSS v Elman: CPA malpractice case: CA-consulting expert
- *2018 Restaurant mall shut-down/eviction case: valuation for mediation (Dynasty v Vallco)
- *2018 NSC v Ania, Contra Costa, Damages calculation/report-restaurant fire
- *2019 John Merrill v Track Group, Utah, CFO conduct/employment/duty-consult
- *2019 Jason Roussos v Pour Guys-Personal Injury case-report, depo, trial
- *2019 Fitbit v Jawbone, US DHS Criminal case-IP theft/consult
- *2019 Frances Ludmer v Canadian attorney-Fiduciary/attorney malpractice (underlying case lost wages)-consult
- *2019 Lui Family Trust v Anna Toy et al.-Partition, fraud, embezzlement-consult
- *2019 Magtarget v Darrell Saldana-IP/unnamed patent/shareholder dispute-consult
- *2019 Frans Simon Van Leeuwen v Tri City Storage-report on value of property for settlement
- *2019 Hunter v Gloria Allred, CBS News-Employment discrimination, malpractice consulting
- *2019 ACL Computers v Offit Kurman-attorney malpractice. Southern District NY, Federal
- *2019 Suri v Chop Chop Inc. Failed acquisition-damages calculation: deposition, hearing
- *2019 Ronald L. Kawczynski v. Robert J. Kawczynski, Elder abuse, conversion: real estate case
- *2019 Apt Frame vs. Net App: San Jose-lost profit/employment case, defamation, fraud

Prior

- Employment-\$300k embezzlement/Masse, Boston 2009
- Employment-Acucena v Interbank Washington, DC 1995
- PI case-Boston Maccleave \$100k-testify 2005-2008
- Breach/misrep/fraud/negligence ABC v Ken Green 2009
- Adversarial bankruptcy-2008-2011 Massachusetts/consulted. \$300k
- Tortious Interference 2005-Universal Records v Landspeed

He has done many valuations in various industries including:

- Technology
- Software
- Real estate
- Startups
- Professional Services
- Printing
- Real Estate
- Semiconductors
- Food & Beverage

Many were for PCAOB audits as part of SEC reporting, and for IRS purposes.

Sample valuation clients:

- Inova Technology, Inc.
- Trakkers, LLC
- Tesselon, LLC
- Right Tag, Inc.
- Desert Communications, Inc.
- Edgetech Services, Inc.
- ACL Computers
- Rocky Mountain Tracking
- Reps Web

- ABC, Inc.
- Data Self
- ITI
- Click track
- Firestone
- Audio Visions
- Scope Investments
- Loveland Prosper
- Wellstrade
- Purfest
- Noah
- Greenplug
- ECP
- Clysdale
- Goldmail
- KCR Fund
- Addison
- Pacific Sage, LLC
- Golden Sage, LLC
- U-Jam
- One Stop Halal
- Fab9
- Western Pallet
- Mitchell's Ice Cream
- McDonald's (franchise acquisition consultation)-trustee/rebuild
- News360
- Legal Nature
- Bella Gardens (tax appraisal-contribution)
- CEA-Solar
- Jim Walter Construction

Testimonials

'...veteran CFO...who I had the pleasure of working with...careful and cool under fire...quickly seized the importance of critical components of situations. He is a consummate professional with integrity, grit and self awareness who I would recommend without any reservations.' – Tom Bryant, Director Business Development, Massachusetts Medical Society

'Bob provides an exceptional level of service. Forgive the cliché, but he really "gets it." I highly recommend you put him to the top of your list when referring your clients' – Burt Lampl, Valuation client

'A+ went out of his way to be helpful. Extremely friendly and a pleasure to work with. When experience counts, stick to a professional like Bob. Excellent and dependable' – Feedback from Guru clients

'The only one (CFO) you need to talk with'-Chip Hackley, Investment Banker