

ROBERT A. PETERSON

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BACKGROUND

It has been my good fortune to work in several high-performance companies at a senior level. My experience has included functioning as an executive responsible for 350 employees and \$300 million in assets...and as a truck driver.

For the last 20+ years I have worked for myself accomplishing short-term and long-term **performance-based** assignments.

PROFESSIONAL EXPERIENCE

National Business Brokers Company, Kansas City, MO and Virginia Beach, VA 2001-present
Owner and Principal

Prepare companies for sale, market the business and get the deal to the finish line. Requires an intimate knowledge of accounting, taxes, systems and methods of valuation.

In the last two years, more energy and time devoted to the brokerage practice with these results: the sale of a business in Florida (sale price, about \$12 million), sale of a construction company in Phoenix (\$2.5 million), several smaller sales and an intriguing assignment to locate and purchase businesses for relocation to the state of South Dakota. Recent listings in several stages of completion include a service company, Phoenix, (\$400k); a manufacturer in gun industry, Michigan; four franchised service businesses across the country and representation of two buyers who just retired from command posts in the Navy.

LONG TERM ASSIGNMENTS

Kinetic Media, Inc., Beaverton, OR Jan-Jul 2012
General Management Consulting assignment

Managing the creation of a software program and website that manages youth sports team activities and serves as a social website and college exposure website for athletes.

Pitman Utility Products, Inc., Grandview, MO 2007-2010
National and International Sales

Managed sales and dealer relations for \$3 million manufacturer of digger derricks and cranes. Eleven units in backlog when assumed responsibilities, as high as 40 within nine months. Business sold.

L. R. Cloverleaf, Inc., Kansas City, KS 2002-2006
Secretary of the Corporation

Officer and director of closely-held mechanical construction and service firm. Responsibilities included accounting, financial reporting, operations and field work.

Solo Energy Corporation, San Francisco, CA 1999-2001
Director Finance

Company developed and sold an emerging on-site micro turbine technology and conventional energy generation services. Specific responsibilities included preparation for late-stage development financing

and SEC registration. Testified to California legislature with resulting passage of critical legislation and developed sophisticated, inter-active spreadsheets illustrating real world results.

Consulting, Kansas City, MO and Omaha, NE
Principal

1993-1999

As a consultant, served clients in energy marketing, auto service, real estate and technology industries as interim executive for finance, marketing and sales. Turned around two companies as senior operating executive and served as CFO for one company to prepare SEC documents. Joined Financial Executives International, an organization open to CFOs, Controllers and Financial VPs.

Midwest Energy Company, Sioux City, IA
Senior Vice President

1985-1993

General Manager of \$300 million non-regulated energy business, a part of the \$3 billion NYSE company now owned by Warren Buffett and known as MidAmerican Energy. Bought companies up to \$82 million, sold assets/companies up to \$50 million, developed a 2,000 acre planned community, Dakota Dunes. Two construction companies, several operating companies with up to 350 employees. For "the Dunes," we changed the state boundary between Nebraska and South Dakota.

Security National Bank, Sioux City, IA
Senior Vice President

1975-1985

Senior commercial lender for the largest bank in Western Iowa. Started and implemented a Trust Department Investment portfolio management service, personally managed common stock funds and government bond funds and outperformed the S&P averages every year for 10 years. Supervised professionals in Commercial Lending, Correspondent Banking, Bank Investment and Mortgage Lending.

EDUCATION

University of Nebraska, Lincoln, BA, English and Education (double major)
Southern Methodist University, Dallas, Texas, Asset/Liability Management, Summer 1981
Real Estate School, Minneapolis, MN, Real Estate Brokers Licensing Course, 1993
Life Office Management Association (LOMA), Successful completion, Fellow, 1973
Chartered Financial Analyst (CFA), Part I, 1985
Municipal Bond Broker/Principal, Municipal Securities Rulemaking Board, 1975-1985

COMMUNITY AND PROFESSIONAL AFFILIATIONS

Member and Board member, Financial Executives Institute (FEI), 1994-2006
Board Member, Midwest Energy (various subsidiaries) (NYSE), Alexander Energy Corporation (NASDAQ), 1988-1993.
President of following Boards: Sioux City Symphony, St. Luke's Hospital, Dakota Dunes CID, Boy's Club.
Real Estate Broker (license currently inactive, two states); Fellow, LOMA, Life Office Management Association

References available on request