



David S. (Andy) Gronik, Jr., MAI, ASA, MRICS Founder, President & CEO

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Education

Bachelor of Business Administration, 1979
University of Georgia, Athens, Georgia

Professional Experience

2014 and Beyond

Founder, President & CEO, GroBiz LLC

GroBiz positively impacts profitability from the ground floor to the top floor by providing thought leadership, assessing opportunities and risks, and helping to implement workable solutions that enable corporations worldwide to GroBigger and GroBetter™.

2003 to 2013

President & CEO, AccuVal Associates, Incorporated

Gronik cofounded AccuVal, a global valuation and consulting firm that provides comprehensive solutions to major corporations.

President & CEO, LiquiTec Industries, Incorporated

Gronik cofounded LiquiTec, a global asset management and disposition firm to help major corporations maximize ROI.

2000 to 2003

Global President & COO, DoveBid Valuation Services, Inc. (DVS)

Gronik grew DVS to international prominence by combining successful organic growth strategies with strategic global acquisitions.

1988-2000

President & CEO, AccuVal Associates, Incorporated

Gronik cofounded AccuVal and grew the company to international prominence prior to its sale to DoveBid in 2000. (See business description above)

President & CEO, LiquiTec Industries, Incorporated

Gronik cofounded LiquiTec and grew the company to international prominence prior to its sale to DoveBid in 2000. (See business description above)

1988-2000 (cont.)

President & CEO, Stessáon International Corporation

Gronik cofounded Stessáon to identify business opportunities.

President, CEO & Creative Director, BrainStorm Marketing, Inc.

Gronik cofounded Brainstorm to provide fully integrated marketing services.

1980-1988

President & CEO, The Gronik Company, Incorporated

Gronik founded The Gronik Company, to provide appraisal services to corporations and grew the business to national prominence.

President & CEO, David S. Gronik & Co., Inc.

Gronik grew his father's auction company to national prominence.

President & CEO, Merrimac Industries, Incorporated

Gronik founded Merrimac to identify business opportunities.

President & CEO, Valuables-In-Place Limited (VIP)

Gronik founded VIP to provide personal property appraisals.

Professional Affiliations

Appraisal Institute, MAI #70305 (Past Member)

State Certified General Appraiser (Formerly licensed in all 50 states)

American Society of Appraisers, ASA, Senior Member #002462 Machinery & Equipment Designation (Past Member); Real Property/Urban Designation (Past Member)

Member, Royal Institute of Chartered Surveyors, MRICS, Membership No. 5629766(Past Member)

Machinery Dealers National Association (Past Member)

Association of Corporate Growth (Past Member)

Turnaround Management Association (Past Member)

National Association of Realtors (Past Member)

American Bankruptcy Institute (Past Member)

National Association of Professional Auctioneers (Past Member)

American Marketing Association, (Past Member)

Capabilities

Appraiser

Providing valuations of machinery, inventory, real estate, businesses and intangible assets that have supported billions in asset-backed loans; saved corporations tens of millions in taxes and; addressed complex financial reporting requirements.



Capabilities (cont.)

Consultant

Helping corporations throughout the world GroBigger and GroBetter™ by providing thought leadership, quickly assessing opportunities and risks and implementing workable solutions.

Expert Witness

Supplying authoritative and defensible expertise that quickly brings contentious disputes to successful resolution.

Asset Manager

Maximizing ROI through superior asset management.

Risk Manager

Avoiding catastrophic losses while appropriately managing premium costs.

Auctioneer

Tapping into world markets and maximizing recovery values.

Pioneer

Helping to create collateralized lending standards for the now global asset-based lending industry.

Innovator

Revolutionizing the way professionals leverage global market data to make fully informed business decisions.

Entrepreneur

Establishing and growing successful businesses to global prominence.

Leader

Bringing equal passion for walking the factory floor identifying opportunities as for being in the boardroom driving successful growth strategies.

Speaker

Presenting timely information about market trends and conditions; asset values; and appraisal practices and techniques.

Instructor

Teaching collateral lending workshops to international lenders.

Professional Education

Standards of Professional Practice (Appraisal Institute)

Real Estate Appraisal Principles (Course 1A1, Appraisal Institute)

Basic Valuation Procedures (Course 1A2, Appraisal Institute)

Capitalization Theory and Techniques (Courses 1BA/1BB, Appraisal Institute)

Case Studies in Real Estate Valuation (Course 2-1, Appraisal Institute)



Professional Education (cont.)

Report Writing and Valuation Analysis (Course 2-2, Appraisal Institute)
Applied Residential Property Valuation (Course 102, Appraisal Institute)
Advanced Applications (Course 550, Appraisal Institute)
Sales Comparison Valuation of Small, Mixed-Use Properties (Course 620, Appraisal Institute)
Standards of Professional Practice, Part C (Course 430, Appraisal Institute)
Standards of Professional Practice, #400 (National USPAP Update Course, Appraisal Institute)

The Appraisal Theory and Practice Overview

Continuing Education Seminars

Mock Trial
Environmental Risk and The Real Estate Appraisal Process
The Appraiser as Expert Witness
Dynamics of Office Building Valuation
Unique Properties
Condominiums/Market and Submarket Analysis
Understanding Limited Appraisals & Report Option, General
Hotel/Motel Valuation
Appraisal of Nursing Facilities
The Internet and Appraising
Special Purpose Properties
Highest & Best Use Applications
New Industrial Valuation
Litigation Skills for the Appraiser
Eminent Domain & Condemnation Appraising
Partial Interest Valuation-Undivided
Case Studies in Commercial Highest and Best Use
REITS and the Role of the Real Estate Professional
Appraisal of Nonconforming Uses
Appraisal of Local Retail Properties
Appraising From Blueprints & Specs
Data Confirmation & Verification Methods
Subdivision Analysis
Appraisal Consulting, A Solutions Approach for Professionals
Appraising the Tough Ones: Case Studies in Complex Valuation
Supporting Capitalization Rates
Market Analysis and Highest & Best Use
7-Hour National USPAP Update (taken annually)
Uniform Appraisal Standards for Federal Land Acquisitions
Computer-Enhanced Cash Flow Modeling
Partial Interest Valuation - Divided
Subdivision Valuation
Business Practices and Ethics
Appraisal Curriculum Overview
Appraisal Challenges: Declining Markets and Sales Concessions
Introduction to Valuing Commercial Green Buildings
Residential Market Analysis & HBU
Thinking Outside the Form: Tools, Techniques, & Opportunities
REO Appraisal: Appraisal of Property Foreclosure
Litigation Appraising: Specialized Topics and Applications
Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets
The Appraiser as an Expert Witness: Preparation & Testimony
Avoiding Mortgage Fraud for Appraisers
Residential & Commercial Valuation of Solar
State Appraisal Law Seminars (CT, DE, FL, MI, NM, PA, WV)



Other Qualifications

Keynote Speaker on “Collateralized Lending”

Keynote Speaker on the "Appraisal ABC's"

Keynote Speaker on “Industry Advisory”

Keynote Speaker on “Machinery Appraisal Practices”

Keynote Speaker on “Inventory Buildout”

Keynote Speaker on “Real Estate Appraisal Practices”

Author of a series of articles on "The Appraisal Process"

Awarded “Who's Who In Leading American Executives”

Nominated “Entrepreneur of the Year”

