



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

President & CEO, LiquiTec Industries, Incorporated

Gronik founded 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 founded 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 founded 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 founded Stessáon to identify business opportunities.

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

Gronik founded 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

State Certified General Appraiser - Real Estate – 50 United States and Washington, D.C.

American Society of Appraisers, ASA, Senior Member #002462 Machinery & Equipment Designation; Real Property/Urban Designation Member, Royal Institute of Chartered Surveyors, MRICS, Membership No. 5629766

State of Wisconsin Auctioneer License #876-052

Machinery Dealers National Association

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)



Association Memberships

National Association of Professional Auctioneers

National Association of Realtors, Past Member

Member, American Society of Appraisers

Turnaround Management Association (TMA)

American Marketing Association, Past Member

Other Qualifications

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"



*State Certified General Appraiser Licences

STATE	LICENSE	STATE	LICENSE
Alabama	G00340	Montana	155
Alaska	158	Nebraska	CG920673
Arizona	30573	Nevada	00754
Arkansas	CG0589N	New Hampshire	NHCG-185
California	AG013045	New Jersey	42RG00088400
Colorado	CG01317096	New Mexico	000712-G
Connecticut	256	New York	46000010210
Delaware	X1 0000102	North Carolina	A2930
D.C.	GA10170	North Dakota	CG-1081
Florida	RZ1424	Ohio	389118
Georgia	2752	Oklahoma	10570CGA
Hawaii	CGA - 406	Oregon	C000342
Idaho	CGA-102	Pennsylvania	GA-000730-L
Illinois	553-000321	Rhode Island	A00353G
Indiana	CG69201456	South Carolina	CG 1348
Iowa	CG01496	South Dakota	256CG-R
Kansas	G-660	Tennessee	00001107
Kentucky	000217	Texas	TX-1323482-G
Louisiana	G0560	Utah	5461422-CG00
Maine	CG724	Vermont	080-0000102
Maryland	10143	Virginia	4001 001835
Massachusetts	232	Washington	1100686
Michigan	1201002921	West Virginia	125
Minnesota	AP-4002977	Wisconsin	111
Mississippi	GA-244	Wyoming	141
Missouri	RA 002316		

