

Curriculum Vitae

Jeffrey Marc Lefebvre, CBI has been a professional business intermediary and appraiser since 1986. He has broad experience across business sectors, and has negotiated the sale of hundreds of privately held companies. His appraisals have been used in conjunction with acquisitions, divestitures, buy-outs, estates matters, bank work-outs, as well as for litigation relating to stockholder actions, and economic damage assessments. He has qualified an expert witness. As a business intermediary his current concentrations include manufacturing, distribution, and service; especially relating to cutting edge technology within the medical sector, and the growing area of clean technology as it relates to the emergent renewable and sustainable energy sector.

EXPERIENCE

1986 – Present Executive Vice President and Managing Director for George & Company, a Division of Central Mass. Escrow Services, Inc., one of the oldest business intermediary and appraisal firms in New England. His experience as an analyst and intermediary is concentrated in privately held companies, including C and S Corporations, Partnerships, LLC's, and Sole Proprietorships.

EDUCATION

Present International Business Brokers Association (IBBA), and its affiliate the M&A Source, the world's largest international organization of experienced and dedicated merger and acquisition intermediaries representing the lower middle market. Earned the IBBA Certified Business Intermediary (CBI) designation in 2001, and re-certified for 2010. The IBBA is the leading business brokerage trade association committed to Best Practices through mandatory continuing education, and adherence to a high standard of business ethics.

Institute of Business Appraisers (IBA): Education in business appraisal methods under the auspices of the IBA, including completion of the 8000 Advanced Series in the Essentials of Business Appraisal, critical report review, financial analysis, forensic accounting, professional report writing, and passage of the 8000 Series examination for appraisal accreditation.

1975-1976 University of Connecticut Graduate School of Social Science: PhD program admitted with a graduate stipend. Scholarship focused on technology and social change, energy and society, statistical methodology and analytical theory in sociological and economic research.

1974 Southeastern Massachusetts University: Bachelor of Arts Degree with High Distinction in Sociology. Participant in a cross disciplinary honors program with concentrations in political economy, technology and social change, conflict resolution, and issues of energy and society.

PROFESSIONAL AFFILIATIONS

- Member of the International Business Brokers Association (IBBA)
- Member of M & A Source, the Mergers and Acquisitions affiliate of the IBBA
- Member of the New England Business Brokers Association (Board of Directors for 6 years)
- Member of the Institute of Business Appraisers (IBA)
- Mass Division of Registration, Real Estate License # 93222