



# KBVINC.com

## Keystone Business Ventures, Inc.

*Certified Business Valuations – Certified Machinery & Equipment Appraisals  
Strategic Merger & Acquisition Advisory – Commercial Real Estate Investments*

### **Confidential and trusted business valuers and advisors**

Keystone Business Ventures, Inc. is a strategic merger & acquisition advisory, that also provides certified business valuations, certified machinery and equipment appraisals, and assists business owners with business and commercial real estate investment services. The company serves clients in Pennsylvania and surrounding states, with its headquarters in Williamsport, PA. Started in 1986 as VR Brokers, the company has been under its present ownership and name since 1996. Keystone Business Ventures, Inc.'s Advisors hold Pennsylvania Real Estate Sales or Associate Broker licenses, various certifications, and have a combined 80+ years of experience as business owners.

Mr. William "Bill" A. Knoch is the company's owner and its Pennsylvania-licensed Broker of Record for real estate transactions. He holds accreditations as a *Certified Business Appraiser (CBA)* and *Certified Valuation Analyst (CVA)* through the National Association of Certified Valuers and Analysts and through the NEBB Institute accreditation for *Certified Machine and Equipment Appraiser* as well. Additionally, he holds the designation of *Business Certified Appraiser (BCA)* through the International Society of Business Appraisers (ISBA) that provides him recognition by the Small Business Administration in SBA Reg. 5010-5 Version (6) as an accredited valuator authorized to perform business valuations. Lending institutions may require that certain loan transactions (such as those with the Small Business Administration in support of loan guarantees over \$250,000, excluding real estate, furniture, fixtures, and equipment) have certified business appraisals: The CBA, CVA, BCA, and CMEA designations meet that requirement.

Through the advisory team's certifications, Keystone Business Ventures is able to provide certified business valuation and certified machine and equipment appraisal reports for mergers and acquisitions, buy/sell agreements, ERISA retirement fund replenishment, exit and succession planning, estate and gift tax planning and filing, marital dissolution, and partnership/shareholder disputes. The appraisals are compliant with IRS, SBA, and USPAP to meet the client's need.

**BUSINESS VALUATIONS** – valuing your business is one of the most important steps you can take in assessing operations and ensuring your future financial success and security. At the same time planned growth strategies should measure increases in cash flow, returns on investment, profitability, and anticipated growth in business value. A valuation in contemplation of selling a business is an important step in determining the timing of a sale and a realistic asking price for the business. A valuation performed by a business valuation professional is supported by comprehensive relevant industry and client company data. Often, a company's value can be improved through corrective actions that are revealed in the valuation process.

**MACHINE AND EQUIPMENT APPRAISALS** – there are no less than 20 typical reasons a business owner, banker, CPA, attorney, or others absolutely require the professional expertise of an independent third-party appraisal prepared by a Certified Machinery and Equipment Appraiser (CMEA). A CMEA appraiser is an advocate of the appraisal, not of any person or entity. As such we hold and promote the ethics and reporting guidelines of the Uniform Standards of Professional Appraisal Practice (USPAP) and other government entities (IRS, SBA, USDA, and BLS).

**STRATEGIC MERGER & ACQUISITION ADVISORY SERVICES** – Keystone Business Ventures, Inc. represents buyers and sellers of companies. Confidentiality is of primary concern. Identifying qualified buyers from interested prospects is done through careful screening in order to protect a client company's confidential and sensitive information before it is revealed to a potential buyer. Buyers of companies often ask us to search for opportunities in a particular industry or geographic area. Using subscription data bases, we are able to identify, contact, and engage prospective acquisition targets.

**COMMERCIAL REAL ESTATE** – commercial real estate transactions handled by Keystone Business Ventures, Inc. may be part of an asset sale of a company or sale of a real estate holding company. Commercial real estate provides a business owner the physical plant in which to grow his business, as well as being a part of their wealth management goals. This type of investment anticipates that the income will provide a steady cash profit while the invested capital remains protected over time.



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