

Kathryn T. Scarmato

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PROFESSIONAL SUMMARY

A results-oriented management professional with 20 years of progressive experience in the hospitality, mergers & acquisitions, and telecommunications industry. Consistently ranked as the #1 Business Intermediary in the sale of privately held, mid-size companies. Maintained a high level of integrity in the successful completion of over 125 transactions. Served as the sole liaison for employees and benefits committee for the largest telephone corporation in the world. Specialized in the food & beverage industry. An entrepreneurial leader with superior communication and presentation skills.

AREAS OF STRENGTH

- Strategic Planning • Marketing • Turnarounds
- Sales • Hospitality Operations •
- Staff Training & Development • Enhance Bottom Line Profitability

PROFESSIONAL EXPERIENCE

ASCEND CAPITAL GROUP, INC., Napa, CA

Present

Principal, Managing Director

Founder of M&A firm to assist clients in the sale of mid-market businesses valued up to \$30M. Coordinate and oversee the team in providing services in the following areas:

- Market Research, Analysis and Strategy • Consulting Services
- Valuations and Confidential Business Reviews
- Identify Synergistic Candidates • Negotiate with Professional Advisors • Definitive Agreements
- Close Transactions and Effect Transition to New Ownership

PREVIOUS EXPERIENCE

TRI COMMERCIAL • ONCOR INTERNATIONAL, San Francisco, CA

Senior Vice President, M&A Division

Established and co-chaired an M&A Division for a twenty year old, San Francisco Bay Area based commercial real estate firm with multiple offices and over 100 agents. Specialized in the confidential sale of companies and its assets for private and public entities. Ranked as the top sales associate for 1999.

BUSINESS TEAM, INC. Walnut Creek, CA

Senior Vice President

Managed business brokerage office for the largest business brokerage company in California. Supervised and mentored a team of licensed real estate agents in the sale of business opportunities throughout Northern California. Served as an Agent, and consistently ranked #1 and elevated office to #1 in production and profitability within the organization.

SCARMATO, BARRON & ASSOCIATES, Los Angeles and San Francisco Bay Area, CA

Restaurant Consultant and Broker

Consulted restaurateurs and shareholders in the sale, restructuring, disposition, and overall operation of food & beverage establishments. Specialized in streamlining costs, increasing revenues, motivating and retaining staff. Successfully completed 25 restaurant sale transactions. Clients included Tony Roma's, The Original Mel's Diner, Giovanni's Bar & Grill, Yvonne T's, Pacific Heights Bar & Grill, Pot Beli Deli, Inc., Copper Skillet, Sprenger Restaurants, Inc., Caselli's Landing, Ottino's Delicatessen & Catering, Doc's American Diner, Victorian Hotel, Gem Restaurants, Inc., Florentine Gardens, Sheraton Hotel, Four Seasons Restaurant.

Western Electric Company, Inc. San Leandro, CA

Personnel Investigator

Served as sole liaison among 2,500 employees and benefits committee. Implemented benefit seminars throughout Northern California to reduce expenditures. Coordinated all company benefits, including sickness and off-the-job injuries, retirement, LTD, medical, dental and life insurance cases. Solely responsible for administrating mass, company offered, early retirement program for the Installer's division.

EDUCATION

Napa Valley College, Napa, CA

Associate Science Degree in Viticulture and Winery Technology
Wine Marketing & Sales Option
Graduated *cum laude*

University of Southern California – Los Angeles, CA

Bachelor of Science, Business Administration
Concentration in Entrepreneurship & Venture Management
Graduated Top of the Class – 3.9 GPA in Major

John Robert Powers School of Modeling & Etiquette, Oakland, CA

Modeling Certificate & Print Model

The Home Chef • Tante Marie's • Ramekins • Cooks & Books

Completed Basic and Intermediate Culinary courses

Special Recognition – Memberships

Featured on Television, Speaker at Professional Conferences and Published Articles
in Relation to entrepreneurship and the sale of companies
Past Recipient of Diablo's Top Enterprising Women of the East Bay
Recognized for fund raising abilities for Chambers of Commerce and Non-Profits
Past Board of Director for the Non-Profit Marin Family Service Agency
Former Member in the International Association of Business Brokers
& The Internationally recognized Merger & Acquisition Source
Member of Amnesty International • The Sierra Club • Greenpeace
Board of Director for Molly's Angels a local non-profit organization

OTHER

California Licensed Real Estate Agent since 1987
Certified Business Intermediary
Proficient in PC Applications – Office 2000

INTERESTS

Golf, tennis, motorcycling, scuba diving, horseback riding, charity events, wine, cooking & entertaining

REFERENCES

Available upon request