



LAWRENCE J. HOFFMAN

Mr. Hoffman is founder and President of Hoffman, Fitzgerald & Snyder, P. C., a large regional accounting and consulting firm based in Northern Virginia. He has over twenty-five years of experience in public accounting and management consulting. He currently serves the Firm in the capacity of Managing Director and as Director-In-Charge of the Firm's Corporate Finance and Litigation Support and Forensic Accounting Consulting Service Divisions. Mr. Hoffman is also President of HFS Capital LLC, the Firm's investment banking affiliate and HFS Venture Fund I LLLP, the Firm's affiliate venture capital fund. In addition to being a Certified Public Accountant, Mr. Hoffman is also a Certified Valuation Analyst and a Certified Fraud Examiner with years of experience with various litigation matters and in forensic accounting and investigations, including testimony as an expert witness.

His primary areas of industry experience include high tech/communications including Internet and software related companies, professional services firms, real estate and construction, banking and financial institutions, health care, not-for-profit organizations, hospitality and sports and entertainment.

Mr. Hoffman has had extensive experience with numerous public and private offerings, venture capital management, development of business and strategic plans, business valuation and other corporate finance services for emerging and mature businesses, including transactions ranging from \$1 million to over \$100 million in public and private funds. Representative recent clients include Sunrise Assisted Living; Crosswalk.com; Pet Ventures, Inc.; Waterside Capital Corporation; Baltimore Stallions Football Club; The Canadian Football League; Virginia Baseball Club; QSM, LLC t/a Pizza Huts; DocumentPlanet.com, Inc.; Netbase Corporation and Alliance Bank Corporation. He serves on the Board of Directors of several emerging companies and has worked on numerous private equity transactions, IPO's, strategic partnerships, management teams, mergers and acquisitions and recapitalizations.

Mr. Hoffman has also served on the Board of Directors of several not-for-profit and on advisory committees of several other organizations. He has also been an instructor in accounting at several universities and colleges and a guest speaker for industry seminars and conferences. He serves on the Management of Accounting Practices Committee of the Virginia Society of Certified Public Accountants, and the Litigation Support Consulting and Securities and Exchange Commission (SEC) Services Committee of CPA Associates International, Inc. He is a member of the Chief Executive Officer's Club and a member of the Presidential Advisory Committee of the Club. He serves on the Board of Directors of CPA Associates International, Inc. and is on the Editorial Advisory Board of the CPA Managing Partner Report. He has also been selected to the Who's Who Among Top Executives.



Mr. Hoffman is a member of the American Institute of Certified Public Accountants and the Virginia State Society of Certified Public Accountants. He is also a member of the National Association of Certified Valuation Analysts; Association of Certified Fraud Examiners; The Institute of Business Appraisers; American Management Association; and the Association of Government Accountants. He also holds NASD Series 7 and 24 professional licenses. Mr. Hoffman received a Bachelors degree in accounting from Mount Saint Mary's College.

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