



# Faculty Biographies



## **Steve Egna**

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**Steve Egna** has over 30 years of diversified financial leadership and management experience specializing in transition planning and valuation analysis of all sorts. He brings a practical, hands-on approach to all of his work. His past experience as a senior leader in companies provides his clients with a unique perspective they generally do not see from other service providers. He has worked on numerous valuation-related assignments throughout his career. Since 2005, he has worked with David Nixon of Nixon Consulting, Inc., a leading advisor on funeral home valuations, mergers, and buy-sell agreements.

In addition to transition planning and valuation related assignments, his specialties also include mergers and acquisitions; damages for lost profits; litigation support; operations analysis; and comprehensive product line profitability analysis, including standard cost development. He has led cross-functional teams from various disciplines including systems, risk management, operations, sales, and marketing. Most recently, he built and led the business advisory services practice at a regional accounting and advisory firm. The foundation for his work was developed through various leadership, management, and analytical assignments at General Electric, including serving as the finance director for one of GE Capital's United Kingdom's financing businesses. In addition, he has been the chief financial officer and finance director of two New York based mid-market professional services firms, as well as being one of five managing director/owners of a boutique New York investment banking and business consulting firm.

Mr. Egna is a 1982 highest honors graduate of Northeastern University in Boston where he earned a bachelor of science in Business Administration. In 1984, he was an honors graduate of General Electric's Financial Management Program. He also earned a masters of Management from the J.L. Kellogg Graduate School of Management and is a 2002 graduate of the Albany-Colonie Regional Chamber of Commerce's Capital Leadership Program.

He recently served as the managing director of the American Business Appraisers, a national consortium of independent business appraisal firms and related services after serving on the board for five years. He has been a guest lecturer at Rensselaer Polytechnic Institute, the State University of New York at Albany and the Graduate College of Union University, and is currently an instructor for the Consultants' Training Institute™ (CTI™). While teaching for the Institute of Business Appraisers™ (IBA™), he was named the 2009 Instructor of the Year, a 2010 Instructor of Great Distinction, and a 2011 Instructor of Exceptional Distinction. Mr. Egna is available to speak on a variety of valuation and other advisory related topics. He has also spent many years as a youth group advisor, coaching youth sports, and is a certified U.S. Soccer Federation referee.