

David J. Pieton, CPA

dpieton@urishpopeck.com

412.996.4189

Background

- Over 40-years as a trusted advisor providing M&A advisory/investment banking, valuation, succession planning and tax compliance to closely-held businesses and high net worth individuals. Experience and areas of interest include business development, ensuring continuity of client relationships, M&A advisory/investment banking and owner/family succession/exit planning.

Experience

Urish Popeck & Company 2024-Present

- M&A advisory/investment banking.
- Owner/family succession/exit planning.
- Cost/expense saving strategies and implementation of programs.

CliftonLarsonAllen (Pittsburgh) 2015- 2023

- Initially a Principal overseeing traditional accounting firm services (primarily valuation), then advancing to Managing Director within the investment banking group. Founding member of the business owner succession planning team.

KFMR, Katz Ferraro MCMurtry, PC (Pittsburgh) 1996 - 2015

- Joined Katz & Associates in 1996 as a tax manager and creation of the firm's valuation practice. Advancing to partner when Katz merged with McMurtry & Ferraro to form KFMR in 1999.

Rushall, Reital & Randall (Solana Beach, CA) 1989 - 1996

- Serving traditional tax and accounting clients in a manager capacity, business development and creation of a valuation practice.

John Kwok CPA & Associates (Escondido, CA) 1987 - 1989

- Staff accountant for traditional tax and accounting clients.

William Leight CPA (Boardman, OH) 1982 - 1987

- Initial internship, full-time upon graduation.

H&R Block (Hubbard, OH) 1981 - 1982

- Seasonal tax preparation while attending college.

Education, Licenses and Certifications

- Youngstown State University - 1984 BS in BA, major in accounting
- Certified Public Accountant - 1987
- Certified Valuation Analyst - 2001 (idle)
- Accredited Senior Appraiser - 2005 (idle)
- Collaborative Dispute Resolution Professional - 2010
- Series 82 - Limited Representative-Private Securities Offerings - 2011

- Series 63 - Uniform Securities Agent State Law Examination - 2011
- Series 65 - Uniform Investment Adviser - 2018

Sample Exit Planning Engagement Experience

Jet Pilot North American business and trademarks sale to Body Glove - 1996

- Branded water sports equipment and apparel
- San Diego
- Deal size ~ \$10m

Advisor to Mellon Bank liquidating several small businesses while they were winding down the decedent's estate - 2002

- Vending machine operation
- Hardware Store
- Corrugated box manufacturer
- All Western PA
- All deals around \$2m with the exception of the box company at \$10m

Gripper Gasket sale to Mission Rubber - 2014

- Branded industrial products
- Tennessee
- Deal size to be discussed ("TBD")

Isaly's sale to Conrory Foods - 2015

- Branded specialty foods
- Pittsburgh
- Deal size ("TBD")

Eagle Manufacturing sale to Justrite Safety Group (Audax) - 2017

- Branded industrial product manufacturing
- West Virginia
- Deal size TBD, large

Harrison's Moving & Storage sale to Apple Moving & Storage - 2019

- National carrier to the moving and storage industry
- Virginia
- Deal size TBD

Mechanical, Inc sale to Tweet Garrot Mechanical - 2020

- Industrial mechanical contractor
- Wisconsin
- Deal size TBD

Haen Meat Packing Sale to The Meat Block - 2021

- Speciality branded products and retail
- Wisconsin

- Deal size TBD

Process Instruments sale to Applied Technical Services - 2022

- Industrial measuring device calibration and service
- Pittsburgh
- Deal size TBD

Henry Production sale to Sullair, a Hitachi subsidiary

- Oil and gas wellhead product distribution and service
- New Mexico
- Deal size TBD

Recommerce412 d/b/a (M@C Discounts) sale to Palladin Consumer Retail Partners - 2023

- Reverse logistics of returned products to B2C and B2B
- Pittsburgh
- Deal size TBD, very large