

## INTERMEDIARY QUALIFICATIONS



### GARY PAPAY, CBI, M&AMI, SBA, CMEA

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- Professional Intermediary and Business Appraiser specializing in the sale and transfer of mid market petroleum/propane related companies since 1976.
  - Attained the professional designations of Certified Business Intermediary, (CBI) and Merger and Acquisition Master Intermediary, (M&AMI), with the International Business Brokers Association (IBBA) and M&A Source, the world's largest international organization of experienced, dedicated Merger and Acquisition Intermediaries representing the middle market.
  - Received the prestigious Fellow of the IBBA and the Tom West award presented by the IBBA in recognition and appreciation of years of communicating and promoting the goals and ethics of the IBBA and the business brokering profession.
  - Attained the professional designation of Senior Business Analyst (SBA) with the Society of Business Analysts.
  - Attained the professional designation Certified Machinery and Equipment Appraiser/Broker (CMEA) with the National Equipment & Business Brokers Institute.
  - Eighteen years with Agway Petroleum Corporation including positions as Plant Manager, Corporate Propane Operations Manager, District Manager, and Division Operations Manager.
- Responsible for acquisitions and divestiture activity including business valuations
- Academic:  
Bachelor of Arts in Applied Economics, Albright College, Reading, PA
  - Professional Associations: Member of  
IBBA: International Business Brokers Association (CBI designation, Tom West Award, Fellow Award, Board, Secretary)  
M&A Source (M&AMI designation, Credentialing Committee Chair, MASTF Committee)  
PBBA: Pennsylvania Business Brokers Association (Secretary & Board)  
IBA: Institute of Business Appraisers  
SBA: Society of Business Analysts (SBA designation)  
NEBB: National Equipment and Business Brokers Institute (CMEA designation)  
NPGA: National Propane Gas Association  
PAPGA: Pennsylvania Propane Gas Association (Board)  
NYPGA: New York Propane Gas Association  
MBA: Manufacturer & Business Association  
PMAA: Petroleum Marketers Association of America  
Williamsport/Lycoming Chamber of Commerce (IPC Committee)  
Greater Hughesville Business Association
  - Personal:  
Married with 3 daughters  
Church of Resurrection – Lector; Finance Committee Past Chairperson; Planning Committee Chairperson  
Rotary – District Youth Exchange Chairperson; Club President 2004 -'05; Board  
Wolf Township Planning Commission – Chairperson; Hughesville Youth Commission