



## Robert C. Hilton, ASA

Managing Director

### Professional Overview

Rob is a Managing Director of South Park Advisors, an independent business valuation firm that caters to business owners, attorneys, accountants, ESOP Trustees, commercial bankers, trust departments, insurance agents and financial planners. He has more than 20 years of experience providing valuation services to both private and public companies ranging in size from less than \$1 million to \$1 billion in sales. These services have been used in connection with employee stock ownership plans (ESOPs), business succession planning, estate & gift tax reporting, mediation, equity sales, buy/sell agreements, recapitalizations, stock option plans, charitable foundation reporting, and lending purposes. Rob also focuses on the valuation of covenant-not-to-compete and non-solicitation agreements

His experience is diverse and includes, but is not limited to, the preparation of hundreds of valuation reports for the following types of businesses:

Manufacturing	Distribution	Retail/Service
Investment companies	Advertising/Printing	Auto Dealers
Life insurance policies	Prof. Staffing/Exec. search	Real estate holdings
Foodservice	Architectural/Engineering	Govt. contractors
Homeland/Public safety	Energy/Utilities	Professional services
Start-up companies	Construction	Pharmacies
Info. technology	Apparel/Textiles	Healthcare related

Rob is Executive Vice President of the New York/New Jersey Chapter of the ESOP Association. Rob is a regular speaker at national and regional ESOP conferences. He also frequently speaks on exit planning in general at various local, regional, and national events. Rob has testified as an expert witness in the Superior Court of New Jersey.

Rob is designated as an Accredited Senior Appraiser of the American Society of Appraisers (ASA). Certification requirements include 10,000 hours (i.e., five years) of prior business valuation experience, the completion of mandatory coursework and exams, and the submission of a business valuation report for review by the International Boards of Examiners. Periodic recertification and continuing education is required to maintain accreditation status. The ASA is the leading and most respected credentialing organization for business valuation professionals.

Prior to joining South Park, Rob spent the first 18 years of his career with one of the largest accounting firms and independent business valuation firms in the U.S. In addition to performing business valuations, he has extensive experience in the area of exit planning. Rob has become an age group competitive swimmer and has competed at the U.S. Masters Swimming National Championships in recent years.

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### Education

MBA, University of Rochester  
BA, Chemistry and Psychology, Emory University

### Professional Affiliations

American Society of Appraisers  
The ESOP Association  
National Center of Employee Ownership  
Greater Rochester Chamber of Commerce