

Kathryn J. Scarmato, BS, AS  
Mediator & Managing Director  
Ascend Capital Group



Kathryn Scarmato is the founder of Ascend Capital Group (ACG), a boutique M&A firm specializing in the confidential sale of privately-held, mid-market companies, as well as providing business valuations, and representing buyers in buy-side transactions.

She is a results-oriented professional with over 27 years of experience. Scarmato personally oversees clients in the confidential sale, coordinated the purchase & valuation of mid-market businesses with over 400 transactions. Her responsibilities include mergers, acquisitions, sales & marketing, research, strategic planning, consulting, due diligence, definitive purchase agreements, assignment of building leases, sale/purchase of real estate, coordinating the overall project management of negotiations & complex contracts with clients, attorneys, accountants, boards of directors, landlords, lending institutions, title companies & local governing agencies; as well as overseeing the closing of Transactions & assist in effecting a smooth transition to new ownership during and post-closing.

Kathryn is past principal of Barron Creations, a Los Angeles based manufacturing firm and subsequently managed and led the #1 Producing office of Business Team the largest business brokerage on the West Coast. Scarmato then went on to establish and co-chair, as Sr. Vice President, the M&A Division for TRI Commercial-Oncor International, a commercial real estate firm with over 100 agents. At her departure she was #1 Producing agent.

**Education:** B.S., 1986 Marshall School of Business, University of Southern California  
*Emphasis: Entrepreneurship & Venture Management - Top Female Entrepreneur*  
A.S., 2000 Napa Valley College – Viticulture & Enology, *summa cum laude*

**Published:**

- *Inc.* Magazine Featured Business Opportunities, 1992, 2007 and 2010
- The Business Journal – “Free up cash, separate your business & real estate” 10/16/2015
- The Business Journal – “Tips for successfully navigating a commercial lease” 9/18/2015
- The Business Journal – “Your company may be your most valuable asset” 12/5/2014
- Cascade Business News, Money & Investment – Phases I, II and III- 10/12/11/12 & 12/12 – “Effectively selling your business at the right time, under the right circumstances”

**Licenses/Certifications:**

- CA Real Estate Licensed since 1987 – 00992159
- Oregon Home Care Commission Provider

**Mediator:** Court Connected Mediator for the 11<sup>th</sup> Judicial District Mediation Program

**Membership:** Non-Profit Association of Oregon (NPAO) – “To strengthen the collective voice, leadership & capacity of non-profits to enrich the lives of all Oregonians”.

**Board of Director Experience:**

- Nonprofit Organization Board Member Training (NPAO) : Rights & Responsibilities of Board Members; Understanding Financial Information & Meeting Intangibles Presented by Katherine DeYoung, President, *Center for Nonprofit Stewardship* - Training 5/10/16
- Application in Process to serve on BOD of Central Oregon Council on Aging (COCOA)
- Past BOD for Molly’s Angels – Disaster & Humanitarian Relief, Napa, CA
- Past BOD for the Family Service Agency of Marin County, CA – Promotes the health and self sufficiency of family member of all ages & cultures and champions freedom from abuse, violence and poverty

**Volunteer Work/Charities:**

- Mediator for Community Solutions of Central Oregon Mediation | Facilitation | Education
- The Tower Theatre Downtown Bend
- 13<sup>th</sup> Annual Central Oregon Great Giveaway – Sponsor for the Conservation Award Bend Film Festival, Bend Area Habitat for Humanity, St. Vincent de Paul, Deschutes’s County Sheriff’s Office-Central Oregon Partnerships for Youth, Cascade Youth & Family Center, Annual I ♥ Bend, The Giving Plate & other Local Food Banks