

Kathryn J. Scarmato, BS, AS
Founder & Principal since 1999
Managing Director
Ascend Capital Group



Kathryn Scarmato is the Founder and Managing Partner 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.

She is a results-oriented professional with over 30 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.

Scarmato managed and led the Pleasant Hill office of Business Team to #1 in Production; Business Team is the largest business brokerage firm on the West Coast. Scarmato then relocated to Marin County to work in the San Francisco office to establish and co-chair a new M&A Division. She was the Sr. Vice President for TRI Commercial-Oncor International, a commercial real estate firm with over 100 agents in SF and worldwide offices. At her departure she was the #1 Producing agent.

Education: B.S., 1986 Marshall School of Business, University of Southern California
Entrepreneurship & Venture Management and became the 1st Top Female Entrepreneur –
The Award was presented by Steve Jobs of Apple
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:

- California Bureau of Real Estate – Licensed Agent since 1987 for the sale of businesses - #00992159
- CPR Certified

Mediator Training: Completed the Court Connected Mediator training for the 11th 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:

- 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
- Ascend Capital Group sponsored the Conservation Award for the Bend Film Festival
- 13th Annual Central Oregon Great Giveaway, 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