

PARTNERS



Peter P. Constantino, CPA

Partner

Management Advisory Services

Mr. Constantino's client base spans a wide range of industries, including manufacturing, construction and contracting, printing and publishing, and professional services. He is responsible for directing business consulting activities that include:

- Merger and acquisition services
 - Determine a valuation range for the business
 - Determine the funding structure of the acquisition
 - Determine transaction structure and pricing
 - Assist our client in determining an offer that meets all of their objectives and a strategy to negotiate that offer
 - Financial due diligence (we verify the information on a more detailed level and look for items that would make us adjust the deal)
 - Assist in the development of purchase documents
 - Assist with the integration of the business after the closing
- Financing assistance
 - Analysis of company finances and current and future needs
 - Preparation of financing packages
 - Identification and contact of appropriate lenders, including potential government funding assistance
 - Development of financial forecasts and projections
 - Negotiation of terms and review of loan document
- Expert witness services
 - Preparation of expert reports on damages
 - Defense of report through deposition and trial
- Budgeting and projections
 - Assist clients with development of annual operating and capital budgets
 - Preparation of financial projections to be given to financing sources
- Interim CFO services
- Accounting personnel searches

Other services he provides include cost management and activity based costing; analysis and documentation of accounting information systems and departmental workflow; utility rate analyses and cost studies for government agencies and entities; comprehensive business planning; and development of accounting procedures and policies manuals.

In conjunction with the extensive amount of financing related work that he does, Mr. Constantino actively volunteers time on loan committees that provide alternative funding sources. He is a director and the current president of the Lake County Small Business Assistance Center and SBA 504 Loan Review Committee, which reviews applications for loans from the United States Small Business Administration under the 504 Program. He is also a member of the investment committee of ShoreBridge Capital, Ltd., which provides mezzanine-type financing to growing small businesses in Ohio.

Education:

John Carroll University, Bachelor of Science Business Administration, Accounting

Professional and Civic Memberships:

- American Institute of Certified Public Accountants
- Ohio Society of Certified Public Accountants, Cleveland Chapter
- Lake County Development Council
- Beachwood Chamber of Commerce Business Resource Center
- Commercial Finance Association
- Ohio Venture Association
- Cleveland Advanced Manufacturing Program



C&P Advisors, LLC

Ciuni & Panichi, Inc.

Joel Strom Associates LLC

National Investor Services, Ltd.