

## BD101 LLC Managing Director

Martin M Ramirez — CPA



Mr. Ramirez is the firm's Managing Director. He is responsible for Practice Development and Advisory Services.

### Professional Experience:

- DELOITTE & TOUCHE where he was a senior auditor in the audit group. He also served in the Advisory and Tax Practice departments.
- CFO of two privately held companies in the manufacturing sector.
- V.P. of Finance of Baker International's Eastern Hemisphere Division operating in nineteen foreign countries.
- Partner in a CPA firm serving individuals and businesses in Houston, Texas

Advises U.S. public and private companies on financial planning, tax planning and compliance, mergers and acquisitions, and business process improvements.

His experience includes companies' financial management, income tax planning and compliance, manufacturing management, internal controls, foreign operations, mergers and acquisitions, and information systems applications.

## Business Development 101, LLC Office

### Ventura Office

5560 Rushmore St., Ventura, CA 93003

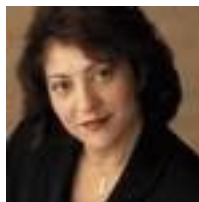
Phone: 805-407-9736 - Fax 805-830-1144

**Other Location** - Oceanside, CA

**Serving Community:** Former CSUCI Foundation Treasurer, Ventura Community Colleges District Wide Foundation, currently member of CSUSM Athletic Council and Kiwanis Club Carlsbad

## BD101 LLC Associates

Raquel De La Hoya — CPA, MBT



Ms. De La Hoya services the firm's taxation practice.

### Professional Experience:

- DELOITTE & TOUCHE where she was a senior manager in the Mergers and Acquisitions Services Group ("M&A"), and
- KPMG LLP over two years in the federal tax department.

Advises U.S. companies doing business in Latin America and Latin American companies doing business in the U.S. on deal structure,

Juan Antonio Estevez — CPA



Mr. Estevez services the accounting and business consulting practices.

### Professional Experience:

- BDO SEIDMAN, LLP —Senior Director
- DELOITTE & TOUCHE LLP — Audit Senior Manager
- TOMCO AUTO PRODUCTS, INC. — Chief Financial Officer

Advises U.S. public and private companies on financial reporting and governance matters, specializing in manufacturing, consumer products, distribution, high technology and construction. Provides concurring reviews for reporting.

333 West Broadway Suite # 215, Long Beach, CA 90802

Phone: 213-596-7300 - Fax: 562-983-5349

**Members of** American Institute of Certified Public Accountants & California State Society of Public Accountants

## A Service and Advisory Firm

Your Personal & Business Success  
Is a Measure of Our Worth

## Business Development 101, LLC



- ◇ Consulting Services
- ◇ Tax Planning & Compliance
- ◇ Mergers & Acquisitions
- ◇ Accounting Services
- ◇ Information Systems Evaluations

Discover more at [www.bd101.net](http://www.bd101.net)

**Main Tel: 805 407-9736 or**

**760 927-0601**

## **Business Development 101, LLC**

### **Client Services**

#### **Consulting Services**

#### **Tax Services**

#### **Mergers & Acquisitions**

#### **Accounting Services**

#### **Information Services Assessments**

#### **Other Services**

#### **Consulting Services**

- Type of entity selection
- Buying/selling a business
- Internal Control Assessments - SOX
- Concurring Reviews for Reporting Issues
- Business Process Improvements

#### **Tax Services**

Tax planning & return preparation

- Individuals and Partnerships
- Corporations and LLCs/LLPs
- Estates, trusts & gift
- Not-for-profit organizations

## **Business Development 101, LLC**

### **Client Services**

#### **Tax Services** (continued)

- Divorce and support issues
- 1099 Compliance
- Employee vs. Independent Contractor

#### **Mergers & Acquisitions**

- Financial Due Diligence for M & A
- Tax effects of buying/selling a business
- Accounting for Intellectual Property Assets

#### **Accounting Services**

- General ledger & financial statement preparation
- Bookkeeping (Monthly/Quarterly/Annual)
- Accounting system setup for new businesses
- Business tax return preparation (Sales & Use Tax and Business Property Tax)
- Personal financial statements
- International Federation Reporting Standards - Implementation & Consulting

#### **Members of Professional Societies**

American Institute of Certified Public Accountants  
California State Society of Public Accountants

## **Business Development 101, LLC**

### **Client Services**

#### **Information Services**

- Enterprise Resource Planning software selection and implementation
- Information Systems Internal Control Assessments

#### **Other Services**

- Bankruptcies
- Litigation support
- Business Plans
- Human Resource Capital Consulting

#### **Clients We Serve**

- Manufacturing
- Distribution
- Construction
- Real Estate
- Media
- Service
- Healthcare
- Investment Firms
- Law Firms