

KENNETH J. HAMNER

7655 Persian Court
E-mail: Khamner@entrepreneurlawctr.com

Orlando, Florida 32819
Phone: 407-222-3707

EXPERIENCE

The Entrepreneur Law Center, Managing Member, 2008 – Present, Orlando, Florida

- Founded and continue to direct a boutique law firm with focused practice areas of business planning, angel investor and venture capital, transactions, corporate services, international business, tax services, financial recovery and turnaround services, franchising, due diligence, real estate, strategic management consulting, and business litigation.
- Provide all services related to start-ups, including preformation organization, capitalization, business entity selection, and negotiation and structuring of relationships with investors, vendors, and customers.
- Provide pre-acquisition due diligence and deal term negotiation for mergers and acquisitions as part of buy-side or sell-side services
- Service an international client base with clients in Europe, Far East Asia, the Middle East, South America, and Africa.
- Provided outsourced general counsel services to a variety of entities, including the Fraternal Order of Police and numerous small businesses.
- Provided forensic accounting and fraud investigation services to investors, companies, and to the Metropolitan Bureau of Investigation to assist its investigations of narcotics, vice, and organized crime.

University of South Florida Muma College of Business, Adjunct Professor, 2015 – Present, Tampa, Florida

- Teach graduate courses in Intellectual Property, Mergers & Acquisitions, and Business Plan Development to students in the entrepreneurship, business, global sustainability, engineering and medicine.
- Serve as judge and on selection committees for business plan competitions.
- Mentor and advise students regarding academic and career planning.

Encompass Advisory Group, Managing Member, 2012 – Present, Orlando, Florida

- Founded and direct a mergers and acquisitions advisory firm, including providing corporate strategy, buy-side and sell-side services, due diligence, forensic accounting and fraud investigations, business and real estate brokerage services, and exit planning.

NEST Ventures, LLC, Managing Member, 2020 – Present, Tampa, Florida

- Founded and directs a seed-stage venture capital firm focused on technology and life science ventures.

Fountain Technologies International, General Counsel, 2015 – Present, Tampa, Florida

- Negotiate and structure licensing agreements for an entity owning a portfolio of nanotechnology patents.

International Entrepreneurship Innovation Institute, LLC, Managing Member, 2018 – Present, Tampa, Florida

- Develop curriculum and publish books related to entrepreneurship and innovation for deployment through international education business entities, corporate education firms, and international universities.

MyVentureResource, Chief Financial Officer and General Counsel, 2018 – 2020, Tampa, Florida

- Served as a founder of a startup IT platform connecting entrepreneurs with the entrepreneurship ecosystem, including VC and angel investors, service providers, colleges and universities, and incubators.

Authentek IOM, General Counsel, 2018 – 2019, Tampa, Florida

- Negotiated strategic partnerships and managed legal affairs for a service-disabled veteran owned small business intraoperative neuromonitoring firm, serving VA and other private and public hospitals.

Summit Ventures, President, 2007 – 2014, Orlando, Florida

- Founded and direct a main street business brokerage firm, providing intermediary services, structuring and negotiating deals, venture capital, angel investor services, pre and post-acquisition due diligence, business valuation, and exit planning.

Dorough, Calzada & Hamner, Managing Partner/Director of Corporate, International & Tax, 2004 – 2008, Orlando, Florida

- Managed a full-service law firm, including overseeing all firm-wide operations such as recruiting partners, structuring compensation, leases, advertising, and all administrative functions of the firm.
- Directed the corporate, international and tax practices of the firm, including structuring contracts and agreements, equity and debt infusions, compensation structures, international transactions, and mergers and acquisitions.

Emerald Seas Title, Managing Partner, 2004 – 2008, Orlando, Florida

- Directed all operations for a start-up title insurance agency including business development, oversight of management and employees, capital formation, accounting and reporting.

Cornerstone Insurance Group, Chief Executive Officer, 2006 – 2008, Orlando, Florida

- Directed all operations for a start-up full service independent insurance agency offering property and casualty, liability, business, automobile, life, and health insurance products. Structured and negotiated the company's sale in 2008.

SteelSource, Chief Financial Officer and General Counsel, 2004 – 2006, Orlando, Florida

- Directed all legal and accounting functions for an international steel trading and brokerage start-up venture, including negotiating and structuring transactions, managing accounting systems, and tax planning. Exited the business with a sale of interest in 2006.

Metalcor, Chief Financial Officer, 2002 – 2004, Ft. Lauderdale, Florida

- Directed all accounting and financial functions for a steel trading firm, including negotiating and structuring transactions, structuring employee compensation packages, and managing cash flow.

Caribbean Pacific International, Chief Financial Officer and Senior Vice President, 1996 – 1999, Orlando, Florida

- Directed all financial affairs, including structuring international and domestic transactions, and managing accounting systems and financial reporting, and risk management. Authored and developed a business plan as a tool for raising capital and a blueprint for management, which helped raise nearly \$2 million in seed capital and restructure approximately \$1 million in debt.
- Planned international market penetration, including structuring and negotiating direct foreign investment through foreign subsidiaries and structuring export sales with foreign distributors and agents. Negotiated distribution and sales agreements in Mexico, Puerto Rico, the U.S. and British Virgin Islands, Aruba, St. Lucia, Jamaica, and the United Kingdom.
- Governed administrative functions of the company, including reengineering work flows, developing compensation packages, hiring and terminating employees, and overseeing human resources.
- Structured and negotiated the acquisition of a resort retail management company.

Ernst & Young, Senior Consultant, 1995 – 1996, Washington, D.C.

- Planned, performed, and supervised consulting engagements and commercial real estate valuation/due diligence projects.

World Mortgage Co., Staff Appraiser, 1993 – 1994, Fairfax, Virginia

- Appraised multifamily and single-family properties in urban, suburban and rural markets.

Arthur Andersen & Co., Audit Senior, 1990 – 1993, Washington, D.C.

- Planned and performed audits and consulting engagements in the financial services and real estate industries.

EDUCATION

Juris Doctor

Florida State University College of Law

Tallahassee, Florida, April 2002

- FSU Business Review, *Founder and Editor-in-Chief*
- FSU Supreme Court, *Associate Justice*
- FSU Congress of Graduate Students, *Judicial Officer*
- FSU Student Senate, *Law School Representative*
- FSU Law School Appropriations Committee Member
- FSU Elections Commission, *Chair*

Master of Business Administration

Florida State University College of Business

Tallahassee, Florida, April 2002

- MBA Association, *President*

Master of Science in Entrepreneurship in Applied Technologies

University of South Florida Muma College of Business

Tampa, Florida, May 2014

Executive Master of Accounting in Forensic Accounting

Florida Atlantic University College of Business

Boca Raton, Florida, August 2010

Bachelor of Science in Accounting

George Mason University

Fairfax, Virginia, May 1990

Bachelor of Science in Finance

George Mason University

Fairfax, Virginia, May 1990

ACADEMIC CERTIFICATES AND EXECUTIVE EDUCATION

Oxford Artificial Intelligence Programme

University of Oxford Said Business School

Oxford, United Kingdom, July 2020

Post-Crisis Leadership Certificate

University of South Florida Muma College of Business

Tampa, Florida, July 2020

Oxford Entrepreneurship: Venture Finance Programme

University of Oxford Said Business School

Oxford, United Kingdom, February 2020

Digital Transformation: From AI and IoT to Cloud, Blockchain and Cybersecurity

Massachusetts Institute of Technology

Cambridge, Massachusetts, July 2019

Artificial Intelligence: Implications for Business Strategy
MIT Sloan School of Management and MIT Computer Science & Artificial Intelligence Lab
Cambridge, Massachusetts, May 2019

Certified Merger & Acquisition Advisor
Loyola University Chicago
Chicago, Illinois, September 2009

Entrepreneurship Development Program
MIT Sloan School of Management
Cambridge, Massachusetts, February 2007

Certificate in Dispute Resolution
Humboldt Universitat zu Berlin
Berlin, Germany, August 2001

Certificate in Dispute Resolution
Humboldt Universitat zu Berlin
Berlin, Germany, August 2001

Foreign Direct Investment and Legal Institutions of the Commonwealth Caribbean
University of the West Indies
Cave Hill Campus, Barbados, July 2001

Certificate in Chinese Law
China University of Political Science and Law
Beijing, China, June 2001

PROFESSIONAL LICENSES AND CERTIFICATIONS

- **Certified Exit Planning Advisor**, Exit Planning Institute, 2017 – Present
- **Series 82 – Limited Representative, Private Securities Offerings**, FINRA, November 2014 – Present (Inactive)
- **Series 63 – Securities Agent**, FINRA, December 2012 – Present (Inactive)
- **Certified Fraud Examiner**, Association of Certified Fraud Examiners, 2010 – Present
- **Licensed Real Estate Broker**, Florida Department of Business and Professional Regulation, 2010 – Present
- **Master Analyst in Financial Forensics**, National Association of Valuators and Analysts, 2010 – Present
- **Certified Merger & Acquisition Advisor**, Alliance of Merger & Acquisition Advisors, 2009 – Present
- **Certified Business Intermediary**, International Business Brokers Association, 2008 – Present

BAR MEMBERSHIPS AND LICENSES TO PRACTICE LAW

- **The Supreme Court of the United States**, Member of the Bar of the Court and Officer of the Court, 2012 – Present
- **United States Court of Appeals for the Eleventh Circuit**, Member, 2012 – Present
- **United States Tax Court**, Member, 2012 – Present
- **United States Court of International Trade**, Member, 2012 – Present
- **United States District Court, Southern District of Florida**, Member, 2009 – Present
- **United States District Court, Middle District of Florida**, Member, 2004 – Present
- **The Florida Bar**, Member, 2004 – Present

PUBLICATIONS

- “The Globalization of Law: International Merger Control and Competition Law in the United States, the European Union, Latin America, and China, *Florida State University Journal of Transnational Law and Policy*, Volume 11:2, Spring 2002
- “A Comparison of the Business Climate and Legal Structure for Foreign Direct Investment in the Commonwealth Caribbean and the People’s Republic of China”, *Florida State University Business Review*, Volume 2, Summer 2002
- “Taxation of Domestic and International e-Commerce: Inevitability, Structure, Problems, and Solutions, *Florida State University Business Review*, Volume 1, Summer 2001

HONORS AND AWARDS

- Leading Business Planning and Entrepreneurial Advisory of the Year, Acquisition International, 2019
- Best Law Firm of the Year – Florida, M&A Today, 2019
- International Business Law Firm of the Year – USA, Worldwide Financial Advisor Awards Magazine, 2019
- International Structuring & Domestic Transactions Law Firm of the Year - USA, Lawyer International Legal 100, 2019
- Best Venture Capital Firm, Lawyer International, 2019
- Business Planning Law Firm of the Year, M&A Today, 2019
- Top 50 Global Law Experts, InterContinental Finance & Law Magazine, 2018
- Start-Up Innovation Adviser of the Year, Finance Monthly, 2018
- International Business Law Firm of the Year – USA, Lawyers Worldwide, 2017
- Corporate Advisor of the Year – United States, Acquisition International, 2016
- 2015 Leading Fraud Investigator, Wealth & Finance INTL, 2015
- Best Business Planning Law Firm – USA, Acquisition International, 2015
- Transactions Law Firm of the Year – USA, Corporate LiveWire, 2015
- Independent Boutique Law Firm of the Year – North America, M&A Today, 2015
- International Structuring & Domestic Transactions Law Firm of the Year – USA, Worldwide Financial Advisor Magazine, 2014
- Orlando’s Legal Elite Rising Stars, Orlando Style Magazine, 2014
- Golden Advisor Award, Worldwide Financial Advisor Awards Magazine, 2014
- Independent Boutique Law Firm of the Year, KHM Media – Global 100, 2014
- Business Planning Law Firm of the Year, M&A Awards, Acquisition International, 2014
- Independent Boutique Law Firm of the Year – United States, ACQ Magazine, 2014
- Best Venture Capital Law Firm – United States, ACQ Magazine, 2013
- Independent Boutique Law Firm of the Year – United States, ACQ Law Awards, ACQ Magazine, 2013
- Independent Boutique Law Firm of the Year – North America, Global 100, KHM Media, 2013
- Business Planning Law Firm of the Year – United States, M&A Awards, Acquisition International, 2013

VOLUNTEER SERVICE

- **University of South Florida Center for Entrepreneurship, FINTECH Business Plan Competition, Judge, 2015 – 2018**
- **Full Sail University, Professional Advisory Committee – Web Design & Development Program, Member, 2016 – 2017**
- **Orange Tree Property Owners Association, President and Member of Board of Directors, 2004 – 2014**
- **Spina Bifida Association of Central Florida, Member of Board of Directors, 2006 – 2009**