

October 20, 2015

Gregory S. Kovsky

To whom it may concern:

I am writing to express my interest in serving on your Board of Directors. I am submitting my name for consideration for a two year term At Large Position.

I am interested in the position because I believe the organization has a strong foundation of excellent coaches with the ability to train & develop soccer players employing “best practices” in terms of team & individual development while serving as positive, role models for athletically inclined youth in the community. I also strongly believe that it is important to have multiple strong soccer clubs on the Eastside to offer players & families options in terms of style of play, corporate culture, and training locations.

The club has room for improvement in terms of market brand & identity, home tournament execution, and community outreach. I would like to help facilitate improvement in those areas as a collaborative team member. I also have the unique ability to look at situations from the perspective of a parent, competitive athletic coach, and individual that has previously managed a youth athletic organization.

Sincerely,

Gregory Kovsky

Gregory Kovsky

Gregory S. Kovsky

Experience

1994 – Present

International Business Associates (IBA)

Bellevue, Washington

President

Successfully negotiated the purchase & sale of over 300 privately held companies in Washington, Oregon, Alaska, California, North Carolina, & Massachusetts. Transactions have been completed involving manufacturing & distribution companies; industrial, marine, and automotive businesses; technology & software businesses; retail, E-commerce, & catalog companies; service providers; wineries; and hotels, restaurants & drinking establishments.

Represented individuals & corporations on consulting projects related to the acquisition or sale of privately held companies.

Represented individuals & corporations in negotiations related to the purchase & sale of commercial property.

Represented individuals & corporations in negotiations related to obtaining commercial leases for use of retail, office, and industrial space from corporations, property management firms, public sector property owners, and private individuals.

Evaluated privately held companies, commercial real estate, and potential lease sites to determine “fair” market value and appropriate sale, purchase, or lease terms for acquisition, sale, lease, and legal purposes.

Evaluated & reviewed asset and stock purchase & sale agreements, non-competition agreements, consulting agreements, promissory notes, commercial leases, earnest money agreements, letters of intent, and other legal documents on behalf of clients.

Provided expert testimony in court & arbitration.

Supervised the activities and negotiations of up to 15 individuals representing companies or real estate on behalf of IBA.

Developed and implemented marketing programs to increase IBA’s market identity in the Puget Sound market.

Authored articles for specific industry trade journals on site selection, lease negotiations, tax allocation, demographics, and valuing a privately held company. Provided content for IBA's corporate website blog.

Seminar speaker for banks, wealth advisers, accounting firms, legal practices, and educational institutions

2014 – Present

Lake Washington School District

Redmond, Washington

Long Range Facilities Planning Task Force

2011 – 2013

AtWork!

Bellevue, Washington

Board of Directors Member

2008 – 2010

Fair Tax Assesment, Inc.

Bellevue, Washington

Board of Directors Member

1992 – 1994

Berbiglia Wine & Spirits

Kansas City, Missouri

Assistant Store Manager

Facilitated customer sales & provided product knowledge.
Stocked & displayed products & merchandise
Performed opening & closing procedures including
cash register management.

1992 – 1994

Kansas City Kansas Community College

Kansas City, Kansas

Assistant Basketball Coach/Physical Education Teacher

Coordinated recruiting efforts for a high profile junior college program in the Jayhawk Conference. Coached basketball in game and practice environments. Monitored academic progress of men's basketball players. Taught physical education curriculum to the general student population.

1990 – 1992

Central Parking Systems

Bellevue, Washington

Facility Supervisor/King County Expansion Site Evaluator

Supervised valet & self park activities at Bellevue Place.
Researched and evaluated potential acquisition candidates for self-pay parking and garage parking growth in downtown Seattle and other appropriate venues in King County.

1990 – 1992

Shoreline Community College

Seattle, Washington

Assistant Basketball Coach

Coordinated recruiting efforts for a junior college
Coached basketball in game and practice environments.

1988 – 1990

West Austin Youth Association

Assistant Director

Managed & Supervised Youth Basketball Program
Coached Multiple Youth Basketball Teams Simultaneously
Organized & Supervised Summer & Spring Break Camp Programs
Managed & Supervised After School Program at Recreation Center

Basketball Camp Staff

University of Kentucky
Louisville University
Kansas State University
Michigan State University
University of Tennessee

University of Kansas
University of Iowa
Iowa State University
University of Nebraska
University of Pittsburgh

Education

1985 - 1989

University of Texas at Austin

Bachelor's of Business Administration

Major: Finance

Minor: Physical Education

Varsity Letter: Basketball

1994

Washington State Real Estate Agents's License

1995

Certified Washington State Business Broker

1999

Washington State Real Estate Broker's License

2005

Alaska Real Estate Broker's License