

Curriculum Vitae

Mr. Vincent Gervais has been active in valuations since 2008. He has completed valuations and income/loss quantifications on small to large - capital businesses in various industries. His work includes all levels of business valuation reports, critiques, goodwill impairment tests, guideline income calculations, loss of income calculations, and business interruption reports. Mr. Gervais has also been involved in the purchase and sale of a number of businesses, personally, and as a representative of clients.

Education, Professional Designations, and Professional Contributions

- Canadian Institute of Chartered Business Valuators, Chartered Business Valuator (CBV) designation (2011)
- University of Saskatchewan, Bachelor of Commerce, majors in Finance and Accounting (2007)
- Appraisal Institute of Canada, Professional Appraiser, Accredited Appraiser of the Canadian Institute (P. App., AACI) designation (2025)
- Member of the Canadian Institute of Chartered Business Valuators' Research Task Force (2021)
- CBV Institute - Continuing Professional Development Committee (2017 - 2019)
- Qualified as an expert in the Court of King's Bench (2018)
- Partner, Frost Valuations Inc. (2015-2023) (Retired)
- Member of the Board of Directors, Association of Collaborative Family Practitioners

Experience

Intangible Asset Valuations

Mr. Gervais has prepared value estimates on a variety of intangible assets including, patents, operating methods and associated equipment, process expertise, and others.

Critique and Review of Business Valuation Reports

Mr. Gervais has completed formal critiques and preliminary reviews of business valuation reports prepared by most local, national, and international accounting and valuations firms, such as: Deloitte, KPMG, MNP, EY, and others.

Expert Reports

Mr. Gervais has prepared Expert Reports regarding the lost income and mitigation efforts of parking lot owners, retail store owners, transportation companies, restaurants, real estate owners, and others, for the purposes of expropriation, settlement of insurance claims, and contract dispute (damages). Mr. Gervais also provides Expert Reports, with regards to business operations, efficiency, succession planning, and value growth.

Business Valuation

Mr. Gervais has prepared numerous valuation reports in the provinces of Alberta, Saskatchewan, British Columbia, and Ontario, for a wide variety of business operations within numerous industries, for the purposes of: financing - government and institutional, raising of investment funds, tax planning, settlement of matrimonial property, settlement of shareholder disputes, and business decision making. Mr. Gervais has given expert evidence regarding business valuations, before Justice Manderscheid, Justice Moen, and Justice Nielsen, and his business valuation reports have been submitted to the Court of King's Bench on a number of occasions, some of the matters being listed below:

- Christine Louise Murray v. Paul Edwin Murray (4803 162675 [Edmonton])
- Robert Selby v Rachelle Mutsemaker (FL03 65233 [Edmonton])
- Elenie Lynn-Marie Lachance v. Marc Robert Lachance (4803 177631 [Edmonton])
- RAO v SDO, 2023 ABKB 316 (4803 184336 [Edmonton])

Mr. Gervais is experienced in a wide variety of industries and has carried out business valuation on numerous types of companies including:

- Valuation of multi-location franchise chain of restaurants;
- Valuation of Small Center franchise restaurants;
- Valuation of local restaurants;
- Valuation of engineering firms;
- Valuation of environmental consulting firms;
- Valuation of financial consulting/investment brokerages;
- Valuation of dental practices;
- Valuation of orthodontic practices;
- Valuation of endodontist practices;
- Valuation of newly created agricultural technologies;
- Valuation of law firms and individual practices;
- Valuation of insurance agencies and providers;
- Valuation of pharmacies;
- Valuation of accounting firms;
- Valuation of psychologist offices and related professional mental health service providers;
- Valuation of land and home developers and sellers;
- Valuation of communication software;
- Valuation of mobile app companies;
- Valuation of long and short haul truck transportation companies;
- Valuation of dispatch and transportation communication companies;
- Valuation of manufacturers and retailers of concrete form products and concrete finishing;
- Valuation of specialty medical practices;
- Valuation of real estate brokerages;
- Valuation of oil and gas service operations;
- Valuation of real estate and related income streams;
- Valuation of retail goods operations;
- Valuation of road construction firms;
- Valuation of vehicle sales, car dealerships, and recreational vehicle dealers;
- Valuation of heavy duty and farming equipment dealers;
- Valuation of gravel pit operations (separating, crushing, hauling);
- Valuation of lumber mills;
- Valuation of wrecking and salvage yards;
- Valuation of waste management companies;
- Valuation of gas stations;
- Valuation of disaster clean up companies;
- Valuation of welding and metal fabricating operations, repair and service, machine shops;
- Valuation of designers, manufacturers and retailers of agricultural implement products;
- Valuation of construction companies (national and local);
- Valuation of biotechnology product design, producers and retailers; and
- Numerous others.

Guideline Income

Mr. Gervais has prepared Guideline Income reports for matters within the provinces of Alberta, British Columbia, and Ontario. Mr. Gervais has given expert evidence regarding Guideline Income before Justice Manderscheid, Justice Nielsen, and Justice Kraus, and his Guideline Income reports have been submitted to the Court of King's Bench on numerous occasions, some of the matters are listed below:

- Robert Selby v Rachelle Mutsemaker (FL03 65233.[Edmonton])
- Sherri Marie Phillips v. Lavern Victor Slonowski (FL03 51222 [Edmonton])
- Elenie Lynn-Marie Lachance v. Marc Robert Lachance (4803 177631 [Edmonton])
- Melissa Marie Watkins v. Joel Glasser (FL03 44003 [Calgary])
- Robyn Arlene O'Neil v. Sean David O'Neil (4803 184336 [Edmonton])
- Tammy-Lynn Leanne Miller-Boogers v Peter Lorne Boogers (4803 182762 [Edmonton])

Real Estate Appraisal

Mr. Gervais has prepared numerous appraisal reports in the provinces of Alberta, Saskatchewan, British Columbia, and the Northwest Territories, for a wide variety of property owners, government bodies, and financial institutions for the purposes of: financing, expropriation, tax planning, settlement of matrimonial property, settlement of shareholder disputes, and investment decision making.

Mr. Gervais is experienced in a wide variety of appraisal assignments including:

- High-rise multifamily apartment complexes;
- Walk-up multifamily apartment complexes;
- Multifamily apartment portfolios;
- Mixed-use commercial-multifamily;
- Residential subdivisions;
- Commercial retail buildings;
- Commercial retail units;
- Industrial buildings;
- Industrial condominiums;
- Warehouses;
- Cross-dock warehousing facilities;
- Industrial sites;
- Industrial development land;
- Office complexes;
- Suburban office buildings and condominiums;
- Shopping centers;
- Rights of way;
- Loss of lease advantage;
- Loss of income;
- Loss of investment opportunity;
- Expropriation;
- Proximity damages;
- Partial takings;
- Hotels and motels;
- RV parks;
- RV storage sites;
- Modular home parks;
- Gas stations;
- Medical buildings;
- Government buildings;
- Self-storage centers;
- Golf courses;
- Sports complexes; and
- Others.

Presentations

Mr. Gervais has provided the following presentations:

- University of Saskatchewan, Faculty of Pharmacy – Business Valuations (2008, 2009, 2010)
- RBC Royal Bank – Business Valuations and Estate Planning (2016, 2017, 2018, 2021)
- Alberta Treasury Branches – Business Valuations, Goodwill Value (2019, 2020)
- Edmonton Executives Association – Business Valuation and Equinox Valuations Ltd. (2016, 2021)
- Association of Collaborative Family Professionals – Verbal Business Valuation Reports and Common Methods (2018, 2021)
- Canadian Bar Association – Business Valuations, Collaboration, and Joint Retainers (2024)
- Alberta Expropriation Association – Debate, Artificial Intelligence in Expropriation (2025)

Community Contributions

- CBV Institute – Continuing Professional Development Committee (2017 – 2019)
- Association of Family Professionals – Board of Directors, professional Development Committee (2017 – Present)
- University of Saskatchewan – The Vincent Gervais Scholarship: Most Insightful Student in the Field of Financial Reporting (2021-2023)
- St. Faith's – meal preparation for the less fortunate – (2019 – Present)