Dustan BONNIN

MAFF-Candidate CVA MBA

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Cambridge, MA

WORK HISTORY

Co-Founder & Principal - The Kindred Project

Cambridge, MA

May 2019 - Present

Kindred is what's next for revenue seeking incubated start-ups and aspiring middle market companies looking to grow beyond the founder's capacity. The firm supports transactional capabilities and practical entrepreneurial training. For these entrepreneurs we provide iterative educational programming, a community based e-commerce platform and through our JV partners non-advisory investment diligence supporting a regulated funding a platform. For backers of our entrepreneurs we act as a virtual farm system, a pipe cleaner and a cohort manager all in one. I led the development of content and delivery of two twenty-step programs designed to support the practical requirements of start-up launch and emerging middle market growth.

Virtual Business Advisor - Goldman Sachs 10KSB

Babson College

March 2018 - Present

Twice per year the Goldman funded, ICIC organized, and Babson delivered program provides practical business education over a twelve week period. My primary objective is to develop the Scholars' unique next stage of growth.

My Scholars operate businesses in cyber security, food and beverage, energy infrastructure, civil engineering, medical and dental, martial arts, landscaping, marine electronics, marketing, law, architecture, international trading, IT consulting and non-profits.

Founder & Principal - Catapult Intelligence

Cambridge, MA

March 2011 - Present

Catapult is a professional services firm serving SMEs. The firm objectively resolves uncertainty through forensic interrogation of financial and non-financial data. Offerings include business valuation & IP appraisal for tax, transaction and litigation purposes; forensic valuation services for commercial & matrimonial disputes; and fraud identification, prevention, detection and response. Since a 2017 pivot to financial forensics I developed a 400 page Best Practices Manual for the firm that supported estimating over $350mm in business value.

Clients include businesses operating in consumer products, financial technology, healthcare IT, life sciences R&D, software, analytics, electrical manufacturing, motors & generators, alloy manufacturing, gas production, high throughput biologic API preparation methods, and medical devices.

15 Years of Life Science R&D - Peptimmune, Praecis, UCSD, Telios

Results of Life Science Work History

- >20 external relationships developed at a value of >$450m
- >200 agreements negotiated
- >10 patent filings on lead candidates & follow-on technology
- >300 citations of 3 granted patents and 5 peer reviewed publications.

SUPPORTING ENTREPRENEURSHIP

Vice President, Babson Alumni Club of Boston (2017-). Pro bono consulting for hundreds of Babson Alumni and Butler Launch Pad entrepreneurs via the Babson Alumni Supporting Entrepreneurs (BASE) program (2016-), and judging for Babson's B.E.T.A. Challenge (2017-).

CAPABILITIES

Expert Services

Business Valuation
Financial Forensics
Anti-Fraud
Economic Damages
Entrepreneurship Training

Theoretical Training

Transactional Due Dilligence (2018)
Matrimonial Litigation Services (2018)
Family Law (2018)
Forensic Accounting (2018-19)
Financial Forensics (2018)
Valuation of RE Holding Co. (2019)
Regression - generally & in DCF (2019)
Monte Carlo in Business Valuation (2019)

Honors

Distinguished Recent Alumni Award
Babson College (2018)

EDUCATION

GRADUATE CERTIFICATE
Forensic Accounting
Northeastern University, 2019

MBA - Entrepreneurship
Babson College, 2008

BA - History
UC Santa Barbara, 1990

CREDENTIALS

Price-Babson SEE
Entrepreneurship Educator
Babson College, 2020

MAFF - Candidate
Master Analyst in Financial Forensics
NACVA, 2018

CVA - Certified Valuation Analyst
Business Valuation
NACVA, 2017

PATENT AGENT - No. 51,141
USPTO, 2002