

Willamette Management Associates Insights

COMMUNIQUÉ

IN PRINT

Managing director Robert Reilly authored an article entitled "Business Combination Purchase Price Allocation Procedures." This article was published in the August 2003, issue of *The CPA Journal*. Published in the same issue of *The CPA Journal*, Robert authored a second article entitled "Business Combination Purchase Price Allocation Procedures: Tax Implications."

Robert Reilly also authored an article in the *American Journal of Family Law*, Summer 2003 issue. The title of Robert's article is "The 'BIG' Tax Discount on Asset-Based Business/Stock Valuations in Divorce Cases."

Robert Reilly also authored an article in *Valuation Strategies*, July/August 2003 issue. The title of his article is "Valuation of IPR&D is Still an Important Issue."

Robert Reilly also authored an article in *Business Appraisal Practice*, Summer 2003 issue. *Business Appraisal Practice* is a publication of the Institute of Business Appraisers. The title of Robert's article is "Expert Testimony Lessons from *Globe Life v. U.S.*"

Robert Reilly also authored an article entitled "Analyzing Remaining Useful Life for IP Controversies" in the Summer 2003 issue of *CPA Expert*. *CPA Expert* is a publication of the American Institute of Certified Public Accountants.

Robert Reilly also authored an article entitled "Procedures to Protect IP Assets and Reduce Litigation Risk." This article was published in the Spring 2003, issue of *Intellectual Property Law Newsletter*, a publication of the American Bar Association.

Robert Schweih and Robert Reilly, firm managing directors, authored two articles in *Business Appraisal Practice*, Spring 2003 issue. The title of the first article is "Valuation Professional Guidance from IRS Publications." The title of the second article is "Tests of Insolvency Related to COD Income Exclusion: Judicial Guidance to Business Appraisers."

Frank Carr, Chicago office principal, and Robert Reilly, co-authored an article that was reprinted in *Business Valuation Digest*, a publication of The Canadian Institute of Chartered Business Valuators, in the May 2003, issue. The title of their article is "Expert Testimony Procedures Related to Intellectual Property Controversies."

Jeff Buettner, Chicago office senior associate, and Robert Reilly, co-authored an article that was reprinted in *Pennsylvania Family Lawyer*, May-June 2003, issue. The title of their article is "Estate/Gift Tax Valuation—Professional Guidance from IRS Publications."

Jacob Roosma, partner and director of the New York City office, also had an article reprinted in the *Pennsylvania Family Lawyer*, May-June 2003, issue. The title of Jack's article is "C Corporations with Appreciated Assets: Valuation Discount for Built-In Capital Gains."

Daniel Van Vleet, Chicago office director, also had an article reprinted in the *Pennsylvania Family Lawyer*, May-June 2003, issue. The title of Dan's article is "The Valuation of S Corporation Stock: The Equity Adjustment Multiple."

Dan Van Vleet was also quoted in the August 15, 2003, edition of the *Seattle Post-Intelligencer* about newspaper valuations. The article was entitled "Hearst Puts P-I Up for Sale but Hopes to Prevail in Suit."

Melvin Rodriguez, director of our intercompany transfer pricing program and resident in our New York office, published an article in *Transfer Pricing Report*, August 6, 2003, issue. The title of Melvin's article is "Trade Secret Useful Life Analysis in a Transfer Pricing Context."

Gregg Gaffen, Chicago office senior associate, also had an article reprinted in the *Pennsylvania Family Lawyer*, May-June 2003, issue. The title of Gregg's article is "Evaluating the Expertise and Credentials of Business Valuation Practitioners."

To obtain copies of these articles, e-mail Charlene Blalock at cmblalock@willamette.com.

IN PERSON

Robert Reilly will deliver a speech entitled "Protecting IP Rights from a Non-Tax Perspective" at the annual Taxation of Intellectual Property conference. The conference is conducted each year by the Alliance for Tax, Legal and Accounting Seminars (ATLAS). The conference will be held this year in Boston on September 22 and 23.

Robert Reilly will also address the ASA Advanced Business Valuation Conference to be held in Chicago on October 16 through 18. The title of Robert's address is: "Current Issues Regarding the Valuation of IPR&D."

Robert Reilly will present an 8-hour course for the Institute of Business Appraisers in Los Angeles on October 24. The course is entitled "Valuing Intangible Assets."

Robert Reilly will also conduct a three-hour special session at the AICPA National Business Valuation Conference to be held this year in Phoenix, Arizona, on November 16 through 18. The title of Robert's session is: "Valuation of Intellectual Property."

Shannon Pratt, firm managing director, delivered a presentation in June to the New York State Society of Certified Public Accountants. The title of Shannon's presentation was "The Use of Market Transaction Data for Valuing Closely Held Businesses."

Shannon Pratt also delivered a presentation in May to the American Bar Association Family Law Section Trial for Advocacy Institute in Houston, Texas. The title of Shannon's presentation was "What Family Law Trial Attorneys Need to Know About Business Valuation."

Dan Van Vleet, Chicago office director, delivered a presentation for the Center for Professional Education held at the Hyatt Hotel in Chicago on July 23, 2003. The title of Dan's presentation was "Family Limited Partnerships."

Bob Socol, Chicago office partner, participated in an audio conference sponsored by Business Valuation Resources on June 24, 2003. The topic of discussion was "Mastering Your ESOP Valuation."

Curtis Kimball, partner Atlanta office director, taught a class on valuing assets for transfer tax purposes in the ALI-ABA Skill Training for Estate Planners program at Emory University Law School on July 28, 2003.

Charles Wilhoite, partner and Portland office director, delivered three presentations to the State Bar of Arizona "CLE at the Sea 2003" conference in San Diego, on July 17, 18, and 19. His three topics were "Excess Compensation," "Tax Issues for the Practitioner," and "Hidden Profits."

Charles Wilhoite will also deliver a presentation at the 22nd Annual Advanced Business Valuation Conference at the Hyatt

Regency Hotel in Chicago on October 16, 2003. The title of his presentation will be "Caracci v. Commissioner: Judicial Prescription for Health Care Valuations?"

Tim Meinhart, Chicago office senior manager, delivered a presentation on July 14, 2003, at the American Society of Appraisers International Appraisal Conference in Orlando. The title of Tim's presentation was "Discounts for Lack of Marketability: Documentation, Critique, and Defense."

To obtain copies of the handout materials for these presentations, e-mail Charlene Blalock at cmballock@willamette.com. Note that not all presentations have handout materials available.

IN ENCOMIUM

Gregg Gaffen, Chicago office senior associate, was elected to serve as Secretary of the Chicago Chapter of the American Society of Appraisers.

DANIEL R. VAN VLEET

Daniel R. Van Vleet, partner and Chicago office director, was recently elected to serve a three-year term on the American Society of Appraisers Business Valuation Committee. Dan is also the co-chairman of this year's Advanced Business Valuation Conference of the American Society of Appraisers. This year, the conference will be held in Chicago during October. Dan also served recently as the president of the Chicago chapter of the American Society of Appraisers.



CURTIS R. KIMBALL

Curtis R. Kimball, partner and Atlanta office director, was recently appointed to serve on the International Ethics Committee of the American Society of Appraisers. In addition to his service as a supervisory CFA exam grader for the Association for Investment Management and Research (AIMR), Curt also serves as an elected member of the American Society of Appraisers Business Valuation Committee. And, Curt serves as an appointed member of the Business Valuation Standards Subcommittee of the Business Valuation Committee.



We would like to acknowledge both Dan and Curt for their continuing contributions to (and for their national recognition from) the valuation profession.