

## COMMUNIQUÉ

### IN PRINT

Robert Reilly, firm managing director, authored an article in the Spring 2004 issue of *Business Appraisal Practice*. This is part I of a 2-part article entitled "Intellectual Property Valuation Income Estimation Procedures." Part II will follow in the Summer 2004 issue of *Business Appraisal Practice*. *Business Appraisal Practice* is published by the Institute of Business Appraisers.

Robert Reilly also authored an article that appeared in the March/April 2004 issue of *Valuation Strategies*. The title of the article is "Corporate Acquirer Procedures to Avoid Overpricing Merger and Acquisition Transactions." Robert also serves as the intellectual property editor for *Valuation Strategies*.

### IN QUOTATIONS

Gregg Gaffen, Chicago office senior analyst, was quoted in the February 2004 issue of *The Star Ledger of New Jersey*. The title of the article was "Damage Control—Lawyers Pull Out the Stops to Increase Jury Awards."

Robert Schweihs, firm managing director, was interviewed for a story on the valuation of media and entertainment industry intellectual property assets. This story is scheduled for publication in May by *TMT Trends*, a publication of Deloitte & Touche.

### IN PERSON

Robert Reilly will deliver a presentation at the annual American Society of Appraisers Advanced Business Valuation Conference, held this year in San Antonio, Texas, on October 7 through 9, 2004. Robert's presentation will be on the topic "Valuation of Intangible Assets."

Robert Reilly will deliver a speech at the annual Valuation for Ad Valorem Taxation Workshop at Wichita State University in August. The topic of Robert's presentation will be "Current Issues with Regard to the Valuation of Railroads."

Robert will also present a speech at the 2004 annual business valuation conference of the American Institute of Certified Public Accountants. The conference will be held in Orlando, Florida, on November 7–9, 2004. Robert's speech (which will be on November 8, 2004) is on the topic of "The Application of Company-Specific Valuation Discounts and the Application of Multitier Valuation Discounts."

Robert will also present an 8-hour seminar on the topic of "Valuing Intangible Assets" at the annual conference of the

Institute of Business Appraisers. The annual business valuation conference will be held in Las Vegas during the week of June 7, 2004. Robert will present the seminar (which was developed for the IBA by Willamette Management Associates) on Friday, June 11, 2004.

Robert Reilly will also deliver a presentation at the Biotechnology and Pharmaceutical Law 2004 Patents and Business Strategies conference being held November 15 and 16, 2004, in San Francisco. The topic of Robert's presentation is "The Valuation of Pharmaceutical Industry Intellectual Property."

Jack Roosma, New York office director, Bob Schweihs, and Robert Reilly will each address the Intellectual Property Financing conference in New York City on July 19, 2004. Each of these analysts will speak about various financing, licensing, and valuation issues related to intellectual property.

Dan Van Vleet, Chicago office director, will present a speech at the annual conference of the Institute of Business Appraisers in Las Vegas. Dan will give a presentation on the valuation of tax pass-through entities with reference to his "SEAM" S corporation valuation model.

Curtis Kimball, Atlanta office director, will be teaching a class on the valuation of privately owned business interests for transfer tax purposes at the ALI-ABA Skills Training for Estate Planners program held at Emory University School of Law on July 29, 2004.

Robert Socol, national director of ESOP services, will deliver a paper at the annual conference of The ESOP Association in Washington, D.C., in May. The title of his presentation is "Valuing Synthetic Equity." Bob will co-present his paper with Peter Abrahamson of Deloitte & Touche and Lee Bloom of Duff & Phelps.

Scott Levine, Washington, D.C., office principal, will deliver a presentation at the Washington, D.C., chapter of the American Society of Appraisers on May 4, 2004. The topic of Scott's presentation will be "The Impact of Discounts and Premiums on Valuation Assignments."

Scott Levine will also deliver a presentation at the American Academy of Pediatric Dentistry 57th Annual Session on May 28, 2004, in San Francisco. The topic of Scott's presentation will be "The Valuation of Dental Practices—Theoretical Concepts and Practical Applications."

Steven Galginaitis, Washington, D.C., office director of transfer pricing services, will present at an Intercompany Transfer Price Conference held in May 2004, in Atlanta. The conference is sponsored by Willamette Management Associates and by the Cherry, Bekaert, and Holland accounting firm.