

## COMMUNIQUÉ

### IN PRINT

Firm managing directors Robert Reilly and Bob Schweih's co-authored an article in the Institute of Business Appraisers journal *Business Appraisal Practice*, Spring/Summer 2004 issue. The title of their article is "Intellectual Property Valuation Income Estimation Procedures—Part I." Part II of this two-part article will appear in the Autumn/Winter 2004 issue.

Robert Reilly also authored an article published in the *American Bankruptcy Institute Journal*, July/August 2004 issue. The title of Robert's article was "Personal Property Appraisal Report Guidelines." This article relates to the valuation of tangible personal property within a bankruptcy context.

Robert Reilly and former New York senior manager Melvin Rodriguez co-authored an article entitled "Transfer Price Analysis—Using Intercompany Transfer Price Analysis in Business Valuations." This article will be published in the September/October issue of *Valuation Strategies*. *Valuation Strategies* is a publication of Thompson RIA.

Jack Roosma, New York office director, authored an article that was published in the *New York Law Journal*, May 24, 2004, issue. The title of Jack's article was "How Much is Mickey or a Crocodile Worth?" This article relates to the valuation of trademarks and trade names.

### IN QUOTATIONS

Robert Reilly, firm managing director, was quoted in the *Minnesota Business Journal*, June 2004 issue. The title of the article that quoted Robert was "How to Turn Paper Into Gold—IP Strategies."

Robert Reilly was also quoted in May 18, 2004, issue of *The Deal*. The title of the article was "Extreme Makeover" and focused on the application of fresh start accounting after a company emerges from bankruptcy.

Robert Reilly was also quoted in the cover story in the *Mergers and Acquisitions Journal*, June 2004 issue. The title of the article was "Crunching the Right Numbers for Acquired Intangibles" and the article focused on the implementation of SFAS No. 141 and SFAS No. 142.

Bob Schweih's, firm managing director, was quoted in the *Corporate Legal Times*, July 2004 issue. The title of the article was "Market Gets Giddy Over Trademark Securitizations."

Mike Hartman, Atlanta office principal, was quoted in *The Factset Flashfire* (an online weekly communication on mergers and acquisitions) on July 19, 2004. The title of the article that quoted Mike was "Lower Mid-Market Breakdown: First Half 2004," and the article focused on market trends in the lower middle market for merger and acquisition transactions.

### IN PERSON

Mike Hartman, Atlanta office principal, delivered a presentation at the seminar "The ESOP Alternative" sponsored by Swerdlin & Company. The topic of Mike's presentation was "The Benefit of ESOPs."

Robert Reilly will deliver a speech on the topic of "Valuing Intellectual Property" on October 8, 2004, at the American Society of Appraisers annual Advanced Business Valuation Conference. This American Society of Appraisers annual conference is held this year in San Antonio, Texas.

Robert Reilly will present a speech on "The Valuation of Biotech and Pharmaceutical Intellectual Property" on November 16, 2004. The speech will be presented at the Bio-Tech Pharmaceutical Institute Conference in San Francisco. This conference is sponsored by the Practising Law Institute.

Robert Reilly presented a speech on the topic "Railroad Industry Valuation Issues" on July 27, 2004, at the annual Ad Valorem Taxation and Valuation Conference held each year at Wichita State University.

Robert Reilly will deliver a speech on the topic "Nonsystematic Valuation Discount and Premium Adjustments" on November 8, 2004, at the American Institute of Certified Public Accountants annual Advanced Business Valuation Conference. This year, the conference will be held at the Disney World Marriott Resort in Orlando, Florida.

Dan Van Vleet, Chicago office director, participated in an audio conference program sponsored by Business Valuation Resources. The topic of Dan's discussion was "S Corporation Valuation Issues: Tax-Affecting Income and Minority vs. Control."

Curtis Kimball, Atlanta office director, participated in a one-hour teleconference panel discussion on August 3, 2004, sponsored by WebCredenza. WebCredenza is a Denver-based provider of continuing legal education programs. Curt co-presented this discussion with John Porter, an attorney with the Baker Botts law firm, on the topic of "Current Topics in Estate Planning and Valuation."

Jim Rabe, Portland office director, will deliver a presentation on September 15, 2004, to the Willamette Valley Estate Planning Council. The topic of Jim's speech will be "Tax Controversies Involving Valuation Discounts and Premiums."

### IN ENCOMIUM

Scott Levine, Washington, D.C., office principal, has earned the prestigious ABV (accreditation in business valuation) designation awarded by the American Institute of Certified Public Accountants.

Hale Chan, firm marketing communications director, was recently appointed as treasurer of the Chicago Chapter of the Asian American Journalists Association.