

Willamette Management Associates Insights

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COMMUNIQUE

IN PRINT

Robert Reilly, firm managing director, authored an article that appeared in the Fall 2005 issue of *American Journal of Family Law*. The title of Robert's article was "Reasonableness of Shareholder/Employee Compensation in Closely Held Business Valuations."

Robert Reilly also authored an article that was published in the October 2005 issue of the *ABI Journal*. The title of Robert's article was "Reasonableness of Owner/Manager Compensation."

Robert Reilly also authored an article that was published in the November/December 2005 issue of the RIA publication *Valuation Strategies*. The article is titled "Accounting for Goodwill in Purchase Price Allocations."

Robert Reilly also authored Chapter 6 "The Effects of SFAS Nos. 141 and 142 on the Value of Business Entities Owned by the Marital Estate." This chapter appears in *2006 Family Law Update* published by Aspen Publishers and edited by Ronald L. Brown and Laura W. Morgan.

Robert Reilly was interviewed by Factset Mergerstat for their weekly newsletter, *Flashwire*. He offered his opinions regarding President Bush's decision to nominate Ben S. Bernanke to succeed Federal Reserve Chairman Alan Greenspan. The interview was published on November 21, 2005.

Peter Ketchum, Atlanta office principal, authored an article that was published in the June 2005 edition of *hfm*, a publication by the Healthcare Financial Management Association. The title of Peter's article was "Hospital-Based Dialysis Centers: Perspectives from the For-Profit Sector."

IN PERSON

Bob Schweihs, firm managing director, delivered two presentations at the Strategic Research Institute Intellectual Property Conference in New York City on September 27, 2005. The topics of Bob's two presentations were "A Review of Pharma & Drug Royalty IP Market Developments" and "Brand Valuation Approaches."

Dan Van Vleet, Chicago office managing director, delivered a presentation with Dr. Ashok Abbott of Virginia Polytechnic Institute at a joint luncheon meeting of both the American Society of Appraisers and the Business Valuation Association in Chicago on October 13, 2005. The topic of the Van Vleet and Abbott presentation was "Quantifying Lack of Marketability and Illiquidity Valuation Discounts."

Dan Van Vleet also delivered a presentation on October 28, 2005, at the National Association of Certified Valuation Analysts (NACVA) Business Valuation Training Seminar held at the Massachusetts Institute of Technology in Boston. The topic of Dan's presentation was "The S Corporation Economic Adjustment Model."

Dan Van Vleet also delivered a presentation to the joint ASA/AICPA National Business Valuation Conference held in Las Vegas. Dan's speech was presented on November 15, 2005. The title of the speech was "S Corporation and Other Pass-Through Entities."

Curtis Kimball, Atlanta office managing director, also delivered a presentation to the joint ASA/AICPA National Business Valuation Conference. The conference was held in Las Vegas on November 14-16, 2005. The title of Curt's address was "Ethics."

Mike Hartman, Atlanta office principal, gave a presentation at the 2005 Two Day Conference sponsored by The ESOP Association in Las Vegas on November 10, 2005. The topic of Mike's presentation was "Post-Transaction Valuation."

Peter Ketchum will be speaking at the 23rd annual National CLE Conference sponsored by the Colorado Bar Association. The conference is held in cooperation with the Law Education Institute, Inc. The conference will be held at Snowmass Village in Aspen, Colorado, from January 3 through 7, 2006. The topic of Peter's presentation will be "Valuation Principles and Fair Market Value in Health Care Transactions."

Robert Reilly will address the annual business valuation conference of the New York State Society of Certified Public Accountants. The annual conference will be held in New York City on May 15, 2006. The title of Robert's speech is "Valuing Professional Practices."

IN ENCOMIUM

Charles Wilhoite, managing director and national director of health care advisory services, was appointed by the mayor of Portland, Oregon, to serve on a committee of Portland business and civic leaders. This distinguished committee will study ways to improve the Portland city government.

Bobbie Jenkins, Portland office senior manager, has received the accredited senior appraiser designation (in the business valuation discipline) from the American Society of Appraisers.