

Willamette Management Associates Insights

COMMUNIQUE

IN PRINT

Robert Reilly, firm managing director, authored two articles that appeared in the Winter 2007 issue of *The Journal of Employee Ownership Law and Finance*. The titles of Robert's two articles were: "Quantification of the Company-Specific Equity Risk Premium in Employer Stock Valuations" and "The 'BIG' Tax Discount in ESOP Employer Stock Valuations."

Robert Reilly also authored an article that appeared in the April 200 issue of the *ABI Journal*. The title of Robert's article was "Analyst Ethics Considerations in Bankruptcy Business/Stock Valuations."

Robert Reilly also authored an article that was published in the May/June issue of *Valuation Strategies*, an RIA professional journal. The title of Robert's article is "Conducting a Valuation Within a Bankruptcy Environment."

Robert Reilly also authored an article that was published in the March/April 2007 issue of *Valuation Strategies*, an RIA professional journal. The title of Robert's article was "Use of Stock Price and Price/Earnings Data in the Unit Valuation of Operating Assets."

Robert Reilly and Tim Meinhart, Chicago office director, authored an article that appeared in the March 2007 issue of *Employee Benefit Plan Review*. The title of their article was "The Valuation Aspects of the Section 409A Rules Regarding the Taxation of Executive Deferred Compensation."

Robert Reilly also authored an article that will appear in the July 2007 issue of *The Journal of Multistate Taxation and Incentives*. The title of Robert's article is "Property Taxes: Quantifying Company-Specific Risk Premium in the Cost of Equity Capital for Property Tax Valuations."

Robert Reilly also authored an article that will appear in the August 2007 issue of *The Journal of Multistate Taxation and Incentives*. The title of Robert's article is "Property Taxes: Economic Obsolescence in the Property Tax Valuation of Industrial or Commercial Properties."

James Rabe, Portland office director, and Anna Kamenova, Chicago office senior associate, co-authored an article that appeared in the March 2007 issue of *Business Valuation Alert*. The title of their article was "Issues and Challenges Related to Expert Witness Testimony in Commercial Litigation Matters."

Mike Hartman, Atlanta office principal, had an article reprinted in the Spring 2007 issue of *The ASPPA Journal*. This article originally appeared in the Winter 2007 issue of *Insights*. The title of Mike's article was "The

ESOP Movement—Perspectives from The ESOP Association Leadership."

David Bogus, manager in the Washington, D.C., area office, had an article reprinted in the November 2006 issue of *Business Valuation Digest*, a publication sponsored by The Canadian Institute of Chartered Business Valuators. This article originally appeared in the Summer 2006 issue of *Insights*. The title of David's article was "Estimating the Remaining Useful Life of Intellectual Property."

Craig Jacobson, Westport, Connecticut, and New York City senior manager, had an article that was reprinted from the Summer 2006 issue of *Insights* on the Web page www.BankingCrossing.com. This is a brand new financial Web site that is the offshoot of LawCrossing, which is one of the largest professional Web sites today. The title of Craig's article is "Fairness Opinions, Valuations, and the Related Controversy."

Anna Kamenova, senior manager in the Chicago office, had an article reprinted in the November 2006 issue of *Business Valuation Digest*, a publication sponsored by The Canadian Institute of Chartered Business Valuators. This article originally appeared in the Summer 2006 issue of *Insights*. The title of Anna's article was "Summary of the Factors Courts Have Considered Important When Determining a Reasonable Royalty Rate in Patent Infringement Litigation."

Victoria Platt, research librarian located in our Chicago office, had an article reprinted in the April 2007 issue of *Business Valuation Alert*. The title of Vicky's article was "Research Tools that Valuation/Economic Damages Analysts Use in Commercial Litigation Matters." This article originally appeared in the Autumn 2006 issue of *Insights*.

IN PERSON

Robert Schweihs, firm managing director, delivered a presentation at the Probate & Trust Law Section Conference sponsored by the Minnesota Bar Association. The conference was held in St. Paul, Minnesota, on June 11, 2007. The topic of Bob's presentation was "Valuation—Business and Family Partnership Planning, Penalties and Controversies."

Bob Schweihs will also be speaking at the American Law Institute/American Bar Association conference on Estate Planning for the Family Business Owner on July 11 through 13. The topic of Bob's presentation is "Valuation Issues for the Family Business."

Curtis Kimball, Atlanta office director, and Timothy Meinhart, Chicago office director, delivered a presentation at the 26th Annual Kansas City Estate Planning Symposium on May 4, 2007. The topic of their presentation was "Valuation: FLP Discounts and Other Appraisal Issues."

Mike Hartman, Atlanta office principal, delivered a presentation at an ESOP seminar sponsored by McGuire Woods, UBS, and National Cooperative Bank on May 24 in Atlanta. The topic of Mike's discussion was "Introduction to ESOP Valuation."

Robert Reilly will participate in a panel presentation at the 2007 Business and Technology Solutions Show sponsored by the Illinois CPA Society. The conference will be held on August 22, 2007, at the convention center in Rosemont, Illinois. The topic of Robert's presentation will be "Implementing the AICPA Business Valuation Professional Standards."

Robert Reilly will address the American Institute of Certified Public accountants Annual Business Valuation Conference in December. This year, the conference will be held in New Orleans. The topic of Robert's speech is "The Relief from Royalty Method for Intellectual Property Valuation."

IN ENCOMIUM

Mike Hartman has been re-elected to serve on The ESOP Association Board of Governors to an additional 3-year term.

Aaron Rotkowski, a manager in the Portland office, has completed the requirements for the accredited senior appraiser (ASA) professional credential from the American Society of Appraisers.

We are pleased to recognize the

15 Year Anniversary

of the
Willamette Management Associates
Chicago office



Willamette Management Associates

the standard of excellence