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COMMUNIQUE

IN PRINT

Managing director Robert Reilly authored an article entitled "Estimating the Value of Purchased Goodwill for Financial Accounting Purposes." That article was published in the Spring 2006 issue of *Business Appraisal Practice*. *Business Appraisal Practice* is published by the Institute of Business Appraisers, and managing director Bob Schweihs serves on the editorial review board of *Business Appraisal Practice*.

Robert Reilly also authored an article entitled "Valuation Adjustments in Family Law Business Valuations." That article was published in the Spring 2006 issue of the *American Journal of Family Law*. The *Journal* is published by Aspen Law and Business. Aspen Law and Business also publishes the textbook *Valuing Professional Practices and Licenses*, currently in its third edition with a fourth edition in process. Both Robert Reilly and Bob Schweihs have authored multiple chapters in the *Valuing Professional Practices and Licenses* text.

Robert Reilly authored an article entitled "What ESOP Appraisers Need to Know About Bankruptcy Valuation Services." That article was published in the Winter 2006 issue of *The Journal of Employee Law and Finance*. The *Journal* is a publication of the National Center for Employee Ownership (NCEO). Robert publishes frequently in the *Journal*.

Robert Reilly authored an article entitled "Valuation of Health Care/Pharma Entities for Bankruptcy Purposes." That article was published in the March 2006 issue of *The ABI Journal*. *The ABI Journal* is published by the American Bankruptcy Institute, and Robert is an editor of the "Value and Cents" column for *The ABI Journal*.

Robert Reilly authored an article entitled "Identifying and Quantifying Obsolescence in the Valuation of Industrial and Commercial Property." That article was published in the March/April 2006 issue of *Valuation Strategies*. *Valuation Strategies* is published by Warren Gorham & Lamont, and Robert is the Intellectual Property Editor for *Valuation Strategies*.

Robert Reilly authored an article entitled "SFAS Nos. 141 and 142 Implications for Goodwill Acquired by M&A." That article was published in the February 2006 issue of *The ABI Journal*.

Robert Reilly authored an article entitled "Valuation Analysts Can Help Health Care Entities Avoid Excess

Benefit Transactions." That article was published in the May/June issue of *Valuation Strategies*.

Robert Reilly was quoted in the April 2006 issue of *Worth* magazine. The *Worth* article was entitled "Measuring Up" and related to the valuation of a company's intellectual property.

Bob Schweihs, firm managing director, was interviewed in the February 20, 2006, issue of *FactSet Mergerstat's Flashwire Weekly*. The title of the article that quoted Bob was "Going-Privates See Resurgence."

Curt Kimball, Atlanta office director, co-authored a continuing professional education (CPE) course for the American Institute of Certified Public Accountants with Neal Beaton of Grant Thornton. The title of this CPE course is "Valuing Goodwill and Other Intangible Assets." This CPE course will be ready for publication in May 2006.

Curt Kimball also co-authored a monograph, along with Ed Ketz, an accounting professor at Penn State, on the new Financial Advisory Standards Board statement related to fair value measurements. This monograph was prepared on behalf of the Bureau of National Affairs (BNA). This BNA monograph is expected to be published by June 2006.

Curt Kimball also co-authored an article with Jim O'Sullivan, a senior manager in our New York City office. The article appeared in the February 13, 2006, issue of *The National Law Journal*. The title of the article was "Using Valuation Discounts for Estate and Gift Tax Purposes."

Craig Jacobson, Westport office senior manager, authored an article entitled "Fairness Opinions—A Hot Issue Gets Hotter in Recent NYSE Merger." That article was published in the April 2006 issue of *Business Valuation Update*.

Craig Jacobson authored an article entitled "Fairness Opinions—Revisited for the Bankruptcy Professional." That article appears on the American Bankruptcy Institute's online column entitled "Finance & Banking Committee" and is dated April 2006. The ABI's Web page is www.abi-world.net.

Craig Jacobson was interviewed by the M&A publication *FactSet Mergerstat Flashwire Weekly*. The topic of this interview related to the use of fairness opinions in merger and acquisition transactions.

IN PERSON

Robert Reilly delivered a speech to the annual Business Valuation Conference sponsored by the Foundation for Accounting Education and the New York State Society of CPAs. The conference was held in New York City on May 15, 2006. The title of Robert's presentation was "Valuing Professional Practices: Application of the Asset-Based Appraisal."

Robert Reilly will present a speech at the annual American Institute of Certified Public Accountants Business Valuation Conference. The conference will be held in Austin, Texas, from December 3rd to 5th, 2006. The topic of Robert's presentation is "Quantifying the Nonsystematic and Company-Specific Risk Premium."

Bob Schweihs delivered a presentation to the monthly meeting of the Business Valuation Association on March 16, 2006, in Chicago. The topic of Bob's presentation was "Common Business Valuation Services Related to Bankruptcy Proceedings."

Mark Zyla, Atlanta office principal, was an instructor for the American Institute of Certified Public Accountant's National Business Valuation School that was held May 15 through 19, 2006, in New York City. The school is a week-long comprehensive training program for CPAs and for other professionals regarding the elements of business valuation.

Mark Zyla will also be teaching a course entitled "Valuing Goodwill and Other Intangible Assets," which is sponsored by the American Institute of Certified Public Accountants. This course is scheduled for September 13 in Milwaukee, Wisconsin; October 4 in Maryland; and October 18 in Ft. Lauderdale, Florida.

Tim Meinhart, Chicago office director, delivered a presentation on May 8, 2006, at the 2006 Avery Weigh-Tronix Key Distributor Conference in Palm Coast, Florida. The title of Tim's presentation was "Business Valuation Principles—A Case Study."

Curt Kimball and Tim Meinhart will also deliver a joint presentation on July 20, 2006, at the 15th Annual Advanced ALI-ABA Estate Planning for the Family Business Owner Conference in Chicago. The topic of this joint presentation will be "Family Business Valuation Issues."

Trey Stevens, Washington, D.C., office director, and David Bogus, Washington, D.C., office manager, were interviewed on a local radio station in the Washington, D.C., area on April 22, 2006, on the SmartBusiness program. The topic of discussion centered on ownership succession planning for closely held business owners and the valuation needs related to that ownership succession planning.

Alan Schachter, office director, and Craig Jacobson, senior manager, both from the Westport, Connecticut office, delivered a presentation on May 23, 2006, at the American Society of Appraisers Connecticut Chapter Meeting. The

title of this joint presentation was "The Value of Intellectual Property."

IN ENCOMIUM

Robert Reilly has been appointed a member of the Business Valuation/Litigation Services Editorial Panel of the *Journal of Accountancy*. The *Journal of Accountancy* is published monthly by the American Institute of Certified Public Accountants. Robert is very proud of this appointment and is looking forward to serving the American Institute of Certified Public Accountants business valuation/litigation services program.

Curt Kimball, Atlanta office director, and Mark Zyla, Atlanta office principal, have been appointed to the American Society of Appraisers Business Valuation Standards Subcommittee. This subcommittee develops business valuation standards for the American Society of Appraisers. This subcommittee reports directly to the ASA business valuation committee.

Mark Zyla is also a member of the Appraisal Issues Task Force, an ad hoc group of valuation professionals, accounting professionals, and government agency representatives, who have an interest in valuation issues related to financial reporting.

Mark Zyla was also recently appointed as chairman of the AICPA's Accreditation in Business Valuation (ABV) Examination Committee.

Willamette Management Associates
is a proud contributor to the
Make-A-Wish Foundation of Oregon, Inc.

The Make-A-Wish Foundation of Oregon, Inc.,
grants the wishes of children with
life threatening medical conditions from
ages 2 1/2 to 17 that live in the
State of Oregon and Clark County, Washington.
Their mission is to enrich the human
experience with hope, strength, and joy.

We are also proud that Jim Rabe, Portland office
managing director, is a member of the board of
directors of Make-A-Wish Foundation of Oregon,
Inc. For more information about the
Make-A-Wish Foundation,
please contact Jim Rabe at (503) 243-7505.