

## Willamette Management Associates Insights

# COMMUNIQUE

### IN PRINT

Robert Reilly, firm managing director and resident in the Chicago office, and Ashley Reilly, a summer associate in the Chicago office, now at the University of California, Davis Law School, co-authored an article that appeared in the AICPA publication *CPA Expert* in the Summer 2008 issue. The title of their article was “Analytical Strengths and Weaknesses of the Relief from Royalty Method.”

Robert Reilly authored an article that appeared in the September 2008 issue of the *ABI Journal*, the journal of the American Bankruptcy Institute. The title of that article was “The Identification of Intangible Assets for Bankruptcy Purposes.” Robert also serves as the valuation editor for the *ABI Journal*.

Robert Reilly also authored an article that appeared in the July/August 2008 issue of the *ABI Journal*. The title of that article was “Procedural Checklist for the Review of Solvency Opinions.”

Robert Reilly also authored an article that appeared in the September/October 2008 issue of the Thompson Tax and Accounting publication *Valuation Strategies*. The title of that article was “Ethics Considerations in Intellectual Property Valuations.” Robert also serves as the intellectual property editor for *Valuation Strategies*.

Alan Schachter, Westport, Connecticut, office managing director, and James O’Sullivan, New York City senior manager, co-authored an article that appeared in the August 18, 2008 issue of the *Connecticut Law Review*. The title of their article was “Just How Much Is That Business Worth?”

### IN PERSON

Robert Reilly will be speaking at the AICPA/ASA National Business Valuation Conference in November 2008 held at the Bellagio Hotel in Las Vegas. The topic of Robert’s speech on November 10 is “Implementation of SSVS No. 1—One Year Later.” On November 12, Robert will also participate in a panel discussion on “Business Valuation Professional Standards.”

Robert Reilly will also be speaking at the Institute for Professionals in Taxation 2008 Property Tax Symposium in Denver, Colorado, on November 4, 2008. The topic of Robert’s speech is “Valuation Procedures to Measure Functional and External Obsolescence.”

Jim Rabe, Portland office managing director, will be speaking at the Federal Tax Update Conference in Portland, Oregon, on December 5, 2008. The sponsor of the conference is the Oregon Society of Certified Public Accountants. The topic of Jim’s presentation is “Business Valuation Issues for Federal Tax Matters.”

Charles Wilhoite, managing director, jointly delivered a presentation with Gary Birnbaum of Mariscal, Weeks, McIntye & Friedlander, PA, to the State Bar of Arizona “CLE by the Sea” program on July 17 through 19, 2008. The topic of their presentation related to the valuation of professional practices.

Alan Schachter, Westport, Connecticut, office managing director, delivered a series of presentations at the National Business Institute’s conference entitled “Effectively Using Experts in Family Law.” On August 14, 2008, Alan participated in three presentations entitled: “Using Financial Specialists,” “Effective Use of Expert Testimony,” and “Simple Strategies to Keep Expert Expenses Down.” On August 15, 2008, Alan presented four presentations entitled: “Assembling the Expert Team,” “Managing the Discovery Process and Preparing for Testimony,” “Effective Use of Expert Testimony,” and “Simple Strategies to Keep Expert Expenses Down.”

Mike Hartman, Atlanta office principal, will deliver a presentation at The ESOP Association’s Las Vegas Conference & Trade Show on November 13, 2008. The topic of Mike’s presentation is: “Someone Wants to Buy Us—What Do We Do Now?”

### IN ENCOMIUM

Charles Wilhoite, managing director, was elected board chairperson of the Portland Development Commission.

Charles Wilhoite was also elected board chairperson of the Oregon Children’s Foundation—Start Making a Reader Today (SMART) program.

Charles Wilhoite was also elected chair-elect for the board of directors of the Portland Business Alliance, the Portland, Oregon, Chamber of Commerce.

Kevin Zanni, Chicago office senior associate, has assumed the position of Business Valuation Chairperson for the American Society of Appraisers Chicago chapter.