

Communiqué

IN PRINT

Robert Reilly, firm managing director, authored an article that appeared in the September/October 2016 issue of *Construction Accounting and Taxation*. The title of Robert's article was "Consider the Asset-Based Approach in the Construction Company Valuation."

Robert Reilly also authored an article that appeared in the July/August 2016 issue of *Construction Accounting and Taxation*. The title of Robert's article was "Discount for Lack of Marketability in the Closely Held Security Valuation."

Robert Reilly also authored an article that appeared in the November 2016 issue of *Practical Tax Strategies*. The title of Robert's article was "Discount for Lack of Marketability Considerations Related to Closely Held Company Securities."

Robert Reilly is particularly proud to be recently appointed to the Editorial Board of *Practical Tax Strategies*, a Thomson Reuters professional publication.

Robert Reilly also authored an article that appeared in the November 2016 issue of *Transaction Advisors*. The title of Robert's article was "Considerations of a Taxable Stock Purchase Acquisition Structure."

Weston Kirk, Atlanta office manager, authored an article that appeared in the Winter 2016 issue of *Insights*, that was included in the recently issued Business Valuation Resources (BVR) special report regarding the proposed Section 2704 Regulations. That BVR special report was titled *Proposed IRC Section 2704: Potential Impacts on Estate and Gift Tax Valuations*.

IN PERSON

Robert Reilly delivered a webinar that was jointly hosted by the National Association of Certified Valuators and Analysts (NACVA) and the Consultants Training Institute (CTI) on November 7, 2016. The topic of Robert's webinar presentation was "Valuation of Businesses, Securities, and Intangible Assets for Bankruptcy Purposes."

Robert Reilly also delivered a webinar that was jointly hosted by NACVA/CTI on November 11, 2016. The topic of Robert's webinar presentation was "Intangible Asset Valuation: Cost Approach Valuation Methods and Procedures."

Robert Reilly delivered a presentation at the NACVA Financial Forensics and Expert Witness

annual conference held on November 15, 2016, in Chicago. The topic of Robert's conference presentation was "Valuation of Distressed Businesses and Plan of Reorganization."

Curtis Kimball, Atlanta office managing director, delivered a webinar hosted by Business Valuation Resources on September 29, 2016. The topic of Curt's webinar presentation was "The IRS' Proposed Section 2704 Regulations: The Impact on and the Future of Estate and Gift Valuation."

Curtis Kimball also delivered a presentation at the LSU Estate Planning Seminar 2016 in Baton Rouge on October 28, 2016. The topic of Curt's presentation was "IRS Proposed Regulations for Section 2704: Update."

Kevin Zanni, Chicago office director, delivered a presentation at the Financial Consultants' SuperConference held in Las Vegas, on December 5-7, 2016. The topic of Kevin's conference presentation is "A Step-By-Step Guide to Applying a Quantitative Method to Support the Discount for Lack of Marketability Selection."

Kyle Wishing, Atlanta office manager, delivered a presentation at the Georgia NACVA fall meeting on October 21, 2016, in Atlanta. The topic of Kyle's conference presentation was "Overview of Transaction Opinions."

ENCOMIUM

Robert Reilly is proud to serve as a member of the conference planning committee for the 47th Annual Wichita Appraisal for Ad Valorem Taxation Program. The conference focuses on property taxation issues related to the communications, energy, and transportation industries. As always, the conference will be held at Wichita State University. This year, the annual four-day conference will be held during the last week of July 2017.

Robert Reilly and Ryan Stewart were proud to serve as a judges for the fifth annual Private Business Valuation Challenge. This year, the student competition was held on November 12, 2016, at the J. Mack Robinson College of Business of Georgia State University. Robert and Ryan served as two of the three distinguished judges in this national student competition. Robert was appointed by the American Institute of Certified Public Accountants (AICPA), one of the co-sponsors of this annual student competition.