

## J.L. PIERSON, ASA

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### BUSINESS VALUATION EXPERIENCE

J.L. Pierson & Co. LLC 9/88-11/90 and 6/96 to present: Managing Member.

Extensive business valuation experience for estate planning, gift/estate tax returns, income tax [C to S conversions; Section 409A;] succession planning, arbitration and litigation support, financial reporting and other purposes. Over 210 formal appraisal reports issued over the past 12 years. Experienced in the valuation of FLPs and Professional Corporations.

Recent reports in the internet, technical consulting, hospitality, equipment leasing, wholesaling, retailing, real estate, law firm, consumer goods, auto retailing, frozen foods, medical, furniture and [many] other light manufacturing industries.

Justification of discounts: Lack-of-Marketability and Lack of Control discounts; fractional real estate; real estate partnerships/other vehicles; FLPs and FLLCs through closed-end fund, real estate partnership data and other methodologies.

Transaction Assistance: Fairness Opinions. Solvency opinions. Valuations in the context of Bankruptcy. Shareholders Rights arbitration/litigation support. Matrimonial litigation NY, FL and CT.

Valuation of promissory notes, closely-held or restricted stock, professional practices, ESOP stock, FLP interests, options.

Intangible valuations: service portfolios, workforce in place, patents, trademarks, other intellectual property.

Fair Value measurements for financial reporting under SFAS/ASC.

### FINANCIAL/CORPORATE CREDIT/WORK-OUT BACKGROUND

Conn. Development Authority Rocky Hill, CT 9/93-6/96 SVP & Dir. of Loan Servicing Operations; Den norske Bank A/S NYC 11/90-8/93 VP Work-Outs; Commercial Bank of Kuwait SAK NYC 3/85-8/88 VP Credit; Irving Leasing Corp. NYC 1/81-3/85 AVP Credit Mgr.; The Fuji Bank and Trust Co. NYC 7/75-1/81 AVP Credit Mgr.; Central Cleveland International Bank NYC 4/74-6/75 Mgr.; Manufacturers Hanover Trust Co. NYC 5/72-4/74.

### PUBLICATIONS

“Valuation of Closely-Held Businesses” Chapter 3 in Feder, Rosoff & Tadri, Editors Valuation Strategies in Divorce 2009 Cumulative Supplement to the 4<sup>th</sup> Edition Frederick, MD: Wolters Kluwer Law & Business Aspen Publishers - January 2010.

“Holman and Gross Cases Clarify Gifts of FLP Interests” Insights & Strategies Dec. 2008 St. Paul, MN: Financial Ink Corp.

“Appraiser Oversight Under Pension Protection Act of ‘06 & USPAP” Insights & Strategies Nov. 2006.

“Analyze your Business To Reach Your Goals” Fairfield County Business Journal Oct. 17, 2005.  
 “The Tax Court in *Bongard* Requires a Legitimate and Significant Non-tax Reason to Sustain FLP Discounts”  
Insights & Strategies May 2005.  
 “Matrimonial Valuations Can Now Be Improved” A New B.V. Tool Courtesy Standard & Poor’s Can Eliminate  
 Much Discount Rate Arguments. Spring 2005, Vol. 37, No. 1, Family Law Review Albany, NY: N.Y. State Bar  
 Assoc.

### **SPEAKING ENGAGEMENTS**

ASA Long Island Chapter: “How Valuation Rules are Made in Washington When You Are Not Looking” March 17,  
 2005.  
 Tax Club of Hartford, Inc. “Valuation Discounts for Special Purpose Entities as per recent Court Decisions” June  
 9, 2004.  
 Wealth Preservation Group, LLC “Ten Areas Where You Probably Need a Business Appraiser to Help Your  
 Client Preserve Wealth” Darien, CT May 14, 2002.  
 ASA New York Chapter “Valuation Issues in Family Limited Partnerships and LLCs” NY, NY September 24,  
 2001.  
 CT Bar Assoc. Family Law Sec. “The Valuation of Professional Practices” New Haven, CT March 9, 1999.  
 CT Bar Assoc. Continuing Legal Education Seminar Attorneys Facing Retirement Panel Member. “The Valuation  
 of the Law Practice for Retirement Purposes.” North Haven, CT April 9, 1999.

### **CONTINUING EDUCATION**

Business Valuation Resources	Butler-Pinkerton calculator & FMV LOMD seminars '09 & '10.
New York State Society of CPAs	Business Valuation Conference 2 days 05/09 NYC
NYSSCPA/FAE-BVR	Business Valuation Conference 05/10 NYC.
Center for Advanced Valuation Studies [ASA]	Valuation for Fin. Reporting, Brooklyn, NY 08/06; Cost of Capital, Kansas City, MO 7/04; FLP Valuation, Chicago, IL 10/01.
American Society of Appraisers	USPAP, Ethics, BV-201, BV-202, BV-203, BV-204, BV-301 [Val. For Financial Reporting 11/07.] Fair Value Seminar 01/12/10 NYC.
New York City Bar Association/ASA	Divorce Seminar & Mock Trial 03/07.
ASA Chapter 57	Family Limited Partnership Seminar, Milwaukee, WI 11/00.
ASA New York City Chapter	Current Topics in B.V. 97,98,99,00,01,02,03,04,05,06,07.
ASA Philadelphia Chapter	2011 Business Valuation Seminar, Plymouth Meeting, PA 04/29/11.
National Center for Employee Ownership	ESOP Workshop, Hartford, CT 6/00.
CT Bar Association	Compact, Sophisticated Estate Planning, North Haven 11/99.

### **PROFESSIONAL DESIGNATION, MEMBERSHIP & EDUCATION**

American Society of Appraisers [ASA] Accredited Senior Appraiser - Business Valuation.  
 re-accredited thru 09/2013. Former Secretary & Director of the CT chapter.  
 Estate Planning Council of New York City, Inc. Member.  
 Fairfield County Bar Association: Member.  
 Graduate School of Business, Columbia University, NY, NY M.B.A. 10/70.  
 Institut Commercial / Universite de Nancy, France Diplome d' Ingenieur ICN 6/69.