



DeGroot  
SCHOOL OF BUSINESS



# 28<sup>TH</sup> **McMASTER** WORLD CONGRESS

*1<sup>st</sup> World Congress on Strategic Business Valuation*

Hamilton, Ontario  
January 24-26, 2007

## **BUSINESS VALUATION STANDARDS**

by

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Business Valuation • Fair Value Measurement

# NORTH AMERICAN BV STANDARDS-SETTING SOCIETIES

## Canada

- The Canadian Institute of Chartered Business Valuers

## United States

- American Society of Appraisers
- Institute of Business Appraisers
- National Ass'n of Certified Valuation Analysts
- American Institute of Certified Public Accountants (Exposure Draft, October 16, 2006)
- CFA Institute

**UNITED STATES**  
**STANDARDS-SETTING BODIES**  
**BUSINESSES, BUSINESS INTERESTS, SECURITIES AND INTANGIBLES**

**IRS** Valuation Guidelines (July 2006)

**AICPA** *Exposure Draft* on proposed statements on Standards for Valuation services "Valuation of a Business, Business Ownership Interest, Security, or Intangible Asset" (2006)

**TAF/  
ASB** Uniform Standards of Professional Appraisal Practice (July 2006 amendments)

**ASA** *Exposure Draft* on Valuation of Intangible Assets (2006)

# BUSINESS VALUATION STANDARDS

Standards provide minimum criteria to be followed by business appraisers in developing and reporting valuation of businesses, business ownership interests, securities and intangible assets. They are designed to maintain and enhance quality of business valuations for benefit of business valuation profession and users of business valuation by promoting and maintaining a high level of public trust in appraisal practice.

# STATEMENTS ON STANDARDS

- **Statements clarify, interpret, explain, or elaborate on Standards.**
- **Statements have full weight of Standards.**

# NON-BINDING "BEST PRACTICES"

## ■ Procedural Guidelines

- Suggest certain procedures that may be used in conduct of assignment.

## ■ Advisory Opinions

- Illustrate applicability of Standards and Statements in specific situations, offer advice for resolution of valuation issues.

# CATEGORIES OF BUSINESS VALUATION STANDARDS

- Reporting (All)
- Development (Scope of Work) (All)
- File Documentation (CICBV)
- Expert Reports (CICBV, ASA)
- Critiques (CICBV, USPAP)
- Glossary of Business Valuation Terms (AICPA, ASA, CICBV, IBA, NACVA)

# CATEGORIES OF BUSINESS VALUATION STANDARDS (CONT'D)

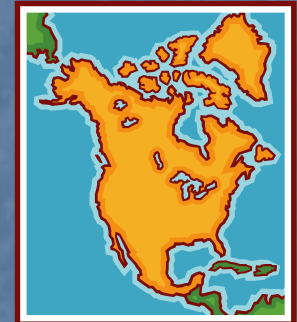
## OTHER

- Statements on Valuation Standards (ASA, USPAP)
- Advisory Reports (CICBV)
- Advisory Opinions (ASA, USPAP)
- Expert Reports (CICBV)
- Practice Bulletins (CICBV)
- Procedural Guidelines (ASA)
- Code of Ethics (AICPA, ASA, CICBV, IBA)



# INTERNATIONAL GLOSSARY OF BUSINESS VALUATION TERMS

- The Canadian Institute of Chartered Business Valuators
- American Institute of Certified Public Accountants
- American Society of Appraisers
- The Institute of Business Appraisers
- National Association of Certified Valuation Analysts



# NORTH AMERICAN GOVERNMENTAL/REGULATORY BODIES

## Canada

- Ontario Securities Commission (Rule 61-501 and 61-501CP)
- Autorité des marchés financiers du Québec (Reg. Q-27)

## United States

- Internal Revenue Service [July 27, 2006]
- The Appraisal Foundation (USPAP) (source of authoritative standards, per U.S. Congress)

# INTERNATIONAL

- **International Valuation Standards Committee (IVSC)**

January 24-26, 2007  
Hamilton, Ontario

28<sup>th</sup> McMaster World Congress  
1<sup>st</sup> World Congress on Strategic Business Valuation

Richard M. Wise, FCA, FCBV, FASA, MCBA  
Wise, Blackman LLP

# OTHER PROFESSIONAL STANDARDS AFFECTING BUSINESS VALUATORS

## Canadian Institute of Chartered Accountants

- *CICA Handbook – Fair Value Measurement*
  - Section 1581, *Business Combinations*
  - Section 1625, *Comprehensive Revaluation of Assets and Liabilities* (fresh-start reporting)
  - Section 3062, *Goodwill and Other Intangible Assets*
  - Section 3063, *Impairment of Long-Lived Assets*

# OTHER PROFESSIONAL STANDARDS AFFECTING BUSINESS VALUATORS

## U.S. Financial Accounting Standards Board and American Institute of Certified Public Accountants

### Fair Value Measurement

- SFAS 141, *Business Combinations*
- SFAS 142, *Goodwill and Other Intangible Assets*
- SFAS 144, *Accounting for Impairment or Disposal of Long-Lived Assets*
- SOP 90-7, *Financial Reporting by Entities in Reorganization Under the Bankruptcy Code* (fresh-start reporting)

# U.S. FINANCIAL ACCOUNTING STANDARDS BOARD

## STATEMENT ON ACCOUNTING STANDARDS NO. 157

### FAIR VALUE MEASUREMENTS UNDER GAAP

- Establishes single authoritative definition of Fair Value
- Sets out framework for measuring Fair Value of assets and liabilities
- Requires expanded disclosures regarding Fair Value Measurement

# U.S. FINANCIAL ACCOUNTING STANDARDS BOARD

## STATEMENT ON ACCOUNTING STANDARDS NO. 157

### FAIR VALUE MEASUREMENTS UNDER GAAP (CONT'D)

- Inputs (assumptions) used by “market participants” prioritized by way of a hierarchy
  - Level 1
    - Quoted prices in active markets for identical assets and liabilities
  - Level 2
    - Quoted prices for similar assets and liabilities in actual markets
    - Inputs other than quoted prices
  - Level 3
    - Unobservable inputs, including projections for discount cash flow analysis

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARDS AND PRACTICE BULLETINS

### ■ Practice Standards

- Valuation Reports (110, 120 and 130)
- Advisory Reports (210, 220 and 230)
- Expert Reports (310, 320 and 330)
- Limited Critique Reports (410, 420 and 430)

### ■ Practice Bulletins

- Scope Limitations
- International Glossary of Business Valuation Terms
- Definitions of Valuation, Advisory and Expert Reports



# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE STANDARDS

- Each of the four Standards has three sections
  1. Reporting Standards
  2. Scope of Work Standards
  3. File Documentation Standards

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE STANDARDS

Standard	Title
No. 110	Valuation Reports – Report Disclosure Standards and Recommendations
Appendix A to No. 110	Valuation Reports
Appendix B to No. 110	Fairness Opinions
No. 120	Valuation Reports – Scope of Work Standards and Recommendations
No. 130	Valuation Reports – File Documentation Standards and Recommendations

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### VALUATION REPORT

**“Any written communication on letterhead and/or where the author(s) is identified, containing a conclusion as to value of shares, assets or an interest in a business, prepared by Valuator acting independently and not clearly marked as being in draft form.**

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### COMPREHENSIVE VALUATION REPORT

Contains conclusion as to value of shares, assets or an interest in a business based on a comprehensive review and analysis of business, its industry and all other relevant factors, adequately corroborated and generally set out in detailed Valuation Report.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### ESTIMATE VALUATION REPORT

Contains conclusion as to value of shares, assets or interest in a business based on limited review, analysis and corroboration of relevant information, and generally set out in a less detailed Valuation Report.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### CALCULATION VALUATION REPORT

Contains conclusion as to value of shares, assets or an interest in a business based on minimal review and analysis and little or no corroboration of relevant information, and generally set out in a brief Valuation Report.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### VALUATION REPORT – INTRODUCTION

- A.** To whom Valuation Report is being provided
- B.** Description of shares, assets or interest in business being valued
- C.** Effective date of valuation (valuation date)
- D.** Date of Valuation Report
- E.** Purpose for which Valuation Report prepared

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### REPORT DEFINITIONS

**Valuation Report must contain definitions for value terms used, such as “fair market value”, “market value”, “fair value”, or “adjusted net asset value.**



# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### REPORT SCOPE OF REVIEW

Valuation Report must contain Scope of Review that clearly identifies specific information on which Valuator relied to arrive at conclusion.

For Estimate and Calculation Valuation Reports, Valuator must disclose that scope of review is inherently limited by nature of Valuation Report being provided, and conclusion expressed may have been different if Comprehensive Valuation Report prepared.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### REPORT SCOPE OF REVIEW (CONT'D)

**Where conclusion is qualified by Scope Limitation, regardless of type of Valuation Report being provided, information must be explained, setting out reasons for limitation.**

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### REPORT DISCLOSURE

Valuation Report must provide sufficient information to allow reader to understand how Valuator arrived at conclusion expressed.

At a minimum, all three types of Valuation Reports must include:

- A. Basis of valuation, as well as approach and methods used, and
- B. Statement of key assumptions made in arriving at valuation conclusions.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS REPORT RESTRICTIONS AND QUALIFICATIONS

**Comprehensive and Estimate Valuation  
Reports must disclose any qualifications  
affecting Valuator's conclusion**

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 110 – VALUATION REPORTS REPORT DISCLOSURE STANDARDS AND RECOMMENDATIONS

### CONCLUSION

**Valuation Report must contain conclusion  
as to value of shares, assets, or interest  
in business being valued**

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 120 – VALUATION REPORTS SCOPE OF WORK STANDARDS AND RECOMMENDATIONS

### GENERAL

- Work must be adequately planned and properly executed. Assistants must be properly supervised.
- Sufficient evidence must be gathered through inspection, inquiry, computation and analysis to ensure Valuation Report and conclusion therein are properly supported. (When determining extent of evidence necessary to support Valuation Report, Valuator must exercise professional judgment, considering nature of valuation, type of Valuation Report and use to which it will be put.)

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 120 – VALUATION REPORTS SCOPE OF WORK STANDARDS AND RECOMMENDATIONS

### GENERAL

- Valuator must perform work in accordance with CICBV's Practice Standards, Practice Bulletins and Code of Ethics.
- When access to essential information is denied by any party, or otherwise unavailable to Valuator, conclusion by Valuator in respect of such valuation must be qualified and limitation(s) on scope of work clearly set out in Valuation Report.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## STANDARD NO. 120 – VALUATION REPORTS SCOPE OF WORK STANDARDS AND RECOMMENDATIONS

### SPECIFIC STANDARDS

When planning extent of Scope of Work for an engagement, Valuator must obtain:

- i. Sufficient understanding of subject of valuation
- ii. Sufficient understanding of underlying business operations
- iii. Sufficient financial information relating to past results, future prospects and present financial position
- iv. Sufficient understanding of relevant industry(ies) in which underlying business operates
- v. Sufficient information relating to general economic conditions affecting underlying business operations.



# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE STANDARDS (CONT'D)

Standard	Title
No. 210	Advisory Reports – Report Disclosure Standards and Recommendations
No. 220	Advisory Reports – Scope of Work Standards and Recommendations
No. 230	Advisory Reports – File Documentation Standards and Recommendations

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE STANDARDS (CONT'D)

Standard	Title
No. 310	Expert Reports – Report Disclosure Standards and Recommendations
No. 320	Expert Reports – Scope of Work Standards and Recommendations
No. 330	Expert Reports – File Documentation Standards and Recommendations

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE STANDARDS (CONT'D)

Standard	Title
No. 410	Limited Critique Reports – Reporting Standards and Recommendations
No. 420	Limited Critique Reports – Scope of Work Standards and Recommendations
No. 430	Limited Critique Reports – File Documentation Standards and Recommendations

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# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## ADHERENCE TO PRACTICE STANDARDS

Members must comply with, and adhere to, all Practice Standards, since they represent a minimum required standard of care. It must be remembered ... that compliance with ... Standards is not necessarily compliance with all obligations required of Members under the Code of Ethics and applicable law. Practice Standards are published in Handbook.

Failure to comply with Standards is breach of Member's ethical obligations and Institute can take action considered appropriate by Board of Directors.

# THE CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

## PRACTICE BULLETINS

- Provide guidance to members on application of its Standards and Code of Ethics.
- To assist Members in exercising professional judgment in valuation assignment.
  - Clarification of meaning of certain terms used in Practice Standards
  - International Glossary of Business Valuation Terms

# RECOGNITION BY CRA OF CICBV STANDARDS (**INFORMATION CIRCULAR 01-1: THIRD-PARTY CIVIL PENALTIES, SEPTEMBER 18, 2001**)

“The standards followed by [the CICBV] promote and maintain a high level of public trust in professional valuation and appraisal practices by establishing requirements for various types of assignments. These standards cover ethical issues, which set out the requirements for integrity, impartiality, objectivity, independent judgement and ethical conduct”.

# AMERICAN SOCIETY OF APPRAISERS

## BUSINESS VALUATION STANDARDS (BVS)

<b>BVS</b>	<b>Title</b>
<b>I</b>	<b>General Requirements for Developing a Business Valuation</b>
<b>II</b>	<b>Financial Statement Adjustments</b>
<b>III</b>	<b>Asset-Based Approach to Business Valuation</b>
<b>IV</b>	<b>Income Approach to Business Valuation</b>

# AMERICAN SOCIETY OF APPRAISERS

## BUSINESS VALUATION STANDARDS (BVS)

<b>BVS</b>	<b>Title</b>
<b>VI</b>	<b>Reaching a Conclusion of Value</b>
<b>VII</b>	<b>Valuation Discounts and Premiums</b>
<b>VIII</b>	<b>Comprehensive Written Business Valuation Report</b>



# AMERICAN SOCIETY OF APPRAISERS

## STATEMENTS ON BUSINESS VALUATION STANDARDS (SBVS)

SBVS	Title
1	The Guideline Public Company Method
2	The Merger & Acquisition Method

# AMERICAN SOCIETY OF APPRAISERS

## ADVISORY OPINIONS

AO-1	Financial Consultation and Advisory Services
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## PROCEDURAL GUIDELINES

PG-1	Litigation Support: Role of The Independent Financial Expert
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# UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE (USPAP)

- Appraisal Standards Board of The Appraisal Foundation
- Adhered to by ASA
- Major changes in 2006 relating to:
  - Scope of Work
  - Departure Provisions

# UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE (USPAP) (CONT'D)

## BUSINESS VALUATION-RELATED STANDARDS

- Standard 3: Appraisal Review
- Standard 9: Business Appraisal, Development
- Standard 10: Business Appraisal, Reporting

# AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS

## EXPOSURE DRAFT

### PROPOSED STATEMENT ON STANDARDS FOR VALUATION SERVICES

#### Valuation of a Business, Business Ownership Interest, Security, or Intangible Asset

October 16, 2006

AICPA Consulting Services Executive Committee

[bvstds@aicpa.org](mailto:bvstds@aicpa.org)

January 24-26, 2007  
Hamilton, Ontario

28<sup>th</sup> McMaster World Congress  
1<sup>st</sup> World Congress on Strategic Business Valuation

Richard M. Wise, FCA, FCBV, FASA, MCBA  
Wise, Blackman LLP

# AICPA EXPOSURE DRAFT

## PROPOSED STATEMENT ON STANDARDS FOR VALUATION SERVICES

### TABLE OF CONTENTS

- **Forward**
- **Introduction and Scope**
- **Overall Engagement Considerations**
  - **Professional Competence**
  - **Nature and Risks of the Valuation Services, and Expectations of Client**
  - **Objectivity and Conflict of Interest**
  - **Independence and Valuation**
  - **Establishing an Understanding with Client**
  - **Assumptions and Limiting Conditions**

# AICPA EXPOSURE DRAFT

## PROPOSED STATEMENT ON STANDARDS FOR VALUATION SERVICES

### TABLE OF CONTENTS – CONT'D

- **Planning Considerations**
  - Use of Work of Specialists
- **Development**
  - Types of Engagement
  - Hypothetical Conditions
  - Valuation Engagement
  - Calculation Engagement

# AICPA EXPOSURE DRAFT

## PROPOSED STATEMENT ON STANDARDS FOR VALUATION SERVICES

### TABLE OF CONTENTS – CONT'D

- Valuation Report
  - Detailed Report
  - Summary Report
  - Calculation Report
  - Oral Report
- Effective Date



# AICPA EXPOSURE DRAFT

## PROPOSED STATEMENT ON STANDARDS FOR VALUATION SERVICES

### TABLE OF CONTENTS – CONT'D

- **Appendix A: Illustrative List of Assumptions and Limiting Conditions for a Business Valuation**
- **Appendix B: International Glossary of Business Valuation Terms**
- **Appendix C: Glossary of Additional Terms**
- **Appendix D: Interpretation No. 1, "Scope of Applicable Services" of Statement on Standards for Valuation Services**

UNITED STATES  
**IRS BUSINESS VALUATION GUIDELINES**  
*INTERNAL REVENUE MANUAL, ENGINEERING PROGRAM*  
(RELEASED JULY 27, 2006)

- **Tangible Personal Property Valuation Guidelines**  
— § 4.48.3
- **Business Valuation Guidelines** — § 4.48.4
- **Intangible Property Valuation Guidelines**  
— § 4.48.5
- **Real Property Valuation Guidelines** — § 4.48.6

**IRS valuator must reasonably justify departure  
from Guidelines**

# UNITED STATES NEW VALUATION GUIDELINES FOR IRS VALUATORS

## A) GUIDANCE FOR:

- 1) Developing valuation issue(s)
- 2) Resolving issue(s) when possible
- 3) Preparing reports
- 4) Reviewing taxpayer's valuation

UNITED STATES  
**NEW VALUATION GUIDELINES FOR  
IRS VALUATORS**  
(CONT'D)

**1) Development of Valuation**

- a) Planning valuation assignment
- b) Identifying relevant facts and issues
- c) Analyzing information
- d) Preparing working papers
- e) Reviewing and reporting on taxpayer's valuation

**Relevant valuation information includes that in  
*IRS Revenue Ruling 59-60***

**UNITED STATES**  
**NEW VALUATION GUIDELINES FOR**  
**IRS VALUATORS**  
(CONT'D)

**3) Reporting Guidelines:**

- a) Required contents of valuation report**
- b) Convincing and compelling support for conclusions reached**
- c) All information necessary to allow clear understanding of valuation analyses**
- d) Explanation of how conclusions reached**

**UNITED STATES**  
**NEW VALUATION GUIDELINES FOR**  
**IRS VALUATORS**  
(CONT'D)

**4) Review of Taxpayer's Business Valuation**

- a) Identify Scope of Review process conducted**
- b) Determine:**
  - i. Completeness of taxpayer's valuation report**
  - ii. Adequacy and relevance of data used**
  - iii. Propriety of any adjustments thereto**
  - iv. Appropriateness of valuation method and techniques**
  - v. Whether there is disagreement and, if so, give reasons**
  - vi. Whether analyses, opinions and conclusions in taxpayer's report are appropriate and reasonable**

# U.S. TAX-PURPOSE VALUATIONS FOR CHARITABLE DONATIONS

NOTICE 2006-96

**"QUALIFIED APPRAISAL"**

Conducted by Qualified Appraiser in  
accordance with "generally accepted  
appraisal standards" and any  
regulations or other guidance  
prescribed by Treasury Secretary

# U.S. TAX-PURPOSE VALUATIONS FOR CHARITABLE DONATIONS

## NOTICE 2006-96

### “QUALIFIED APPRAISER”

- 1) Earned appraisal designation from recognized professional appraisal organization or otherwise met minimum education and experience requirements per regulations prescribed by U.S. Treasury Secretary,
- 2) Regularly performs appraisals for which he/she receives compensation, and
- 3) Meets other requirements prescribed by Treasury Secretary



# TORONTO VALUATION ACCORD

- Signed in 2003
- Comprises North American valuation organizations
- Provides for participating organizations to coordinate efforts with regulatory bodies and standards-setting groups to aid in expediting simplification and convergence of financial reporting standards
- Active support of IVSC

# TORONTO VALUATION ACCORD

**TVA coalition is united to promote use of market value in financial reporting in best interest of public, investors, government, and business decision makers.**

# TORONTO VALUATION ACCORD

At an international level, TVA continues to support International Valuation Standards Committee (IVSC) in its work to ensure valuation standards consistent with and complementary to financial reporting standards being developed and promulgated by IASB. TVA coalition intends to encourage use of market value concepts and aid in expediting simplification and convergence of financial reporting standards in North America and internationally.

# INTERNATIONAL VALUATION STANDARDS COMMITTEE (IVSC)

- 43 Member States
- 9 non-member representatives (observers)
- 2 non-member representatives (correspondents)
- International Valuation Standards 2005
- Newsletters
- Technical Papers
- Research Papers
- Exposure Drafts

# IVSC

(CONT'D)

## Objectives of IVSC twofold:

- To formulate and publish, in the public interest, valuation Standards for property valuation and to promote their worldwide acceptance; and
- To harmonize Standards among world's States and identify and make disclosure of differences in statements and/or applications of Standards as they occur.

# IVSC (CONT'D)

## OBJECTIVES

- **Develop and publish valuation standards and procedural guidance in valuation of assets for use in financial statements**
- **Harmonize valuation standards among countries**

# IVSC

(CONT'D)

- Proposal for restructuring of IVSC issued in January 2007, inviting comments by March 9, 2007 (CommentLetters@ivsc.org)
- **Goals**
  - International Valuation Standards (IVS) and organizations that promulgate them must be (1) relevant and (2) sustainable

# IVSC AND FASB AGREEMENT

As Fair Value Measurement becomes more prevalent in financial statements, valuations that follow generally accepted valuation practices prepared by qualified valuation professionals will be needed. Accounting and valuation professionals need clear understanding of each other's roles and responsibilities.



**U.S. TAX COURT**  
***HERBERT V. KOHLER, JR. v. COMMISSIONER***  
**(T.C. MEMO 2006-152)**

**"1. Dr. Hakala's Background and Certifications**

**"Although Dr. Hakala has a doctorate from University of Minnesota and is a chartered financial analyst, he is not a member of [ASA] ... . Dr. Hakala's report also was not submitted in accordance with [USPAP]. [He] did not provide the customary USPAP certification, which assures readers that the appraiser has no bias regarding the parties, no other persons besides those listed provided professional assistance, and that the conclusions in the report were developed in conformity with USPAP."**

**U.S. TAX COURT**  
***HERBERT V. KOHLER, JR. v. COMMISSIONER***  
**(T.C. MEMO 2006-152)**

**"3. Analysis**

**"We have several significant concerns about the reliability of Dr. Hakala's report ... [leading] us to place no weight on Dr. Hakala's report as evidence of value of Kohler stock estate held. We have previously discussed the lack of customary certification of Dr. Hakala's report and that *his report was not prepared in accordance with all USPAP standards.*" (Emphasis added.)**

# ***MORLEY v. THE QUEEN***

**2004 DTC 2604 (TCC)**

**Additional Reasons at 2004 DTC 3567 (TCC)**

- [108] ... Counsel for respondent objected to the filing of this report because, in their view, Mr. Pritchard should not be considered as an expert witness. Their main reason for so contending was that Mr. Pritchard was neither a chartered business valuator, nor a chartered financial analyst nor a chartered accountant. ...
- [109] ... I conclude that he should not be recognized as such, mainly because of his lack of certification in the field in question. ...