



100 Commercial Street, Suite 300
Portland, Maine 04101

(ph) 207-775-5111 (fax) 207-775-5101
(email) nancy@fannonval.com

Nancy J. Fannon, CPA, ASA, MCBA, ABV Curriculum Vitae

Background

Ms. Fannon is the owner of Fannon Valuation Group, a nationally recognized business valuation, economic damages, and litigation support services firm located in Portland, Maine.

Ms. Fannon has more than twenty years of professional valuation and damages experience, and is frequently retained to provide expert witness services relating to the value of a business; an opinion on the amount of financial damages relating to the lost profits or the loss of a business or segment of a business; a determination of reasonable compensation; and other financial matters. She has been appointed by courts or mediators as a court-appointed expert, and has served as an arbitrator in valuation cases.

Nancy is a frequent speaker both locally and nationally on the topic of business valuation and damages. She is a regular contributing author and editorial board member for several national valuation and financial expert journals, and has written and/or technically reviewed several valuation and commercial damage textbooks.

In 2007 and 2008 she published two professional reference books on valuation, and published a text on commercial damages in 2009. Her current project, expected to be published in 2010, is a text on the effect of shareholder taxes on value in the private markets.

Expert Testimony

Ms. Fannon has been recognized as a qualified expert witness in federal and state courts, and has provided testimony before arbitration panels, on valuations involving lost-profit damages, shareholder disputes, shareholder dissent, divorce, and other financial matters. She has also served as an arbitrator in valuation matters.

Professional Designations

Accredited Senior Appraiser, American Society of Appraisers
Master Certified Business Appraiser, Institute of Business Appraisers
Accredited in Business Valuation, American Institute of Certified Public Accountants
Certified Public Accountant, American Institute of Certified Public Accountants

Editorial Boards

Member of Panel of Experts, *Financial and Litigation Expert*, 2006-Present
Editorial Advisory Board, *Business Valuation Update*, November 2005-Present
Editorial Board, *CPA Expert*, 2005-Present
Past Member Editorial Advisory Board, *Valuation Examiner*, 2007-2009

Activities

American Society of Appraisers, Member
Institute of Business Appraisers, Member
American Institute of Certified Public Accountants, Member
CFA Institute, Member
American Finance Association, Member
Joint Business Valuation Standards Task Force for the National Association of Certified Valuation Analysts and the Institute of Business Appraisers
International Academy of Collaborative Professionals, Member, 2008
Frequent speaker and teacher for national, state, and local accounting, expert and legal associations
Past Member S Corporation Association Technical Advisory Board, 2005-2009

American Institute of Certified Public Accountants, ABV Credential Committee, 2003-2005
American Institute of Certified Public Accountants, Business Valuation Committee, 1999-2002
AICPA Accredited in Business Valuation, Review Course Committee, Past Chair and Instructor
AICPA Advanced Business Valuation Studies Committee, 2002
AICPA 2001 Business Valuation Conference Chairperson and 2003 Committee Member
Co-Chair, National Law Education Institute, Business Valuation Section, January 2008-9
Financial Accounting Standards Board (“FASB”), Purchase Price Method/Business Combination Task Force, past member
Camp Calumet Internal Audit Committee, past member

Awards

2007 Inducted into AICPA Business Valuation “Hall of Fame,” awarded for substantial contributions to the advancement of the business valuation profession
1999 AICPA Business Valuation “Volunteer of the Year” Award Recipient
1997 Tribute to Women in Industry (“TWIN”) Award Recipient, awarded to women who have made substantive civic and business contributions in their communities

Texts and Publications

Books and Journals (Author or Contributing Author)

The Comprehensive Guide to Lost Profit Damages: For Experts and Attorneys

Author and Editor, Business Valuation Resources, June 2009

The Comprehensive Guide to the Use and Application of the Transaction Databases

Co-author with Heidi Walker, Business Valuation Resources, 2008

Fannon's Guide to the Valuation of Subchapter S Corporations

Business Valuation Resources, 2007

Financial Valuation, Applications and Methods, Second Edition

co-author with James Hitchner, copyright 2006 by John Wiley and Sons;

authored chapter on S-corporation valuation, copyright 2006 by Nancy J. Fannon

Financial Valuation: Applications and Models

co-author with James Hitchner, copyright 2003 by John Wiley & Sons

Business Valuation and Taxes: Procedures, Law and Perspective

contributed chapter on S-corporation valuation for Tax Court Judge David Laro and Shannon P. Pratt,

copyright 2005 by John Wiley & Sons

The Business Appraiser and Litigation Support

contributing author, with Michelle Miles, copyright 2001 by John Wiley & Sons

Books currently in production

The Affect of Taxes on Value in the Private Capital Markets

Business Valuation Resources, 2010 expected publication date

Books and Journals, Technical Reviewer

Valuing a Business, Fifth Edition

Shannon P. Pratt, copyright 2008 McGraw-Hill

Standards of Value: Theory and Application

Jay E. Fishman, Shannon P. Pratt, and William J. Morrison, copyright 2006 John Wiley & Sons Inc.

The Market Approach to Valuing Businesses

Shannon P. Pratt, copyright 2002 by John Wiley & Sons

Business Valuation Body of Knowledge

Shannon P. Pratt, copyright 2002 by John Wiley & Sons

Publications (Author and co-author)

"When and How to Use a Business Valuation Expert"

Maine Lawyers Review, December 1997

"Family Limited Partnerships and Family LLCs: An Effective Estate Planning Tool"

Maine Lawyers Review, 1998

"Determining the Value of a Business for Transfer Tax Purposes"

Maine Lawyers Review, 1999

"Valuing Manufacturing Companies"

Business Valuation Update, May 1999

"Recasting the Financial Statements"

published in *The 2000 Business Reference Guide*, January 2000

"Business Valuation in the Context of Capital Formation for the Emerging Business"

Maine Lawyers Review, January 2000

- “Lost Profits Damages: A Natural Extension of Business Appraisal Skills”
Business Valuation Update, March 2000
- “Valuing Small- to Mid-Sized Manufacturing Companies”
FairShare, the Matrimonial Law Monthly, April 2000
- “Tackling Valuation Issues in the Context of Divorce”
CPA Consultant, January-April 2000
- “Lost Profits Damages: A Natural Extension of Business Valuation Skills”
CPA Expert, Spring 2001
- “Determining Value of Your Business Can Be Complex”
Portland Press Herald, July 13, 2001
- “Buy-Sell Agreements: write ‘em right!”
Judges & Lawyers Business Valuation Update, December 2001
- “Practice Tips”
National Litigation Consultant’s Review, January 2002
- “It is Not All Fair Market Value, All the Time!...and Other Tips for Setting Out on a Successful Engagement”
CCH Business Valuation Alert, April 2003
- “The Direct Market Data Method: Common Errors in Application and a Closer Look at the Transaction Databases”
CCH Business Valuation Alert, October 2003
- “Valuation of Pass-Through Tax Entities: Minority and Controlling Interests”
Submitted to the Internal Revenue and the Treasury Department, February 2004, www.s-corp.org
- “Uses and Abuses of Market Data: an In-Depth Look at the Tools of our Trade”
Business Valuation Review, Summer 2006
- “Presumed Innocent – Presumed Advocate”
Valuation Strategies, January/February 2007
- “S Corporation Value: Big Dollars at Risk: Tax, Divorce, Corporate”
Maine Lawyers Review, February 2007
- “S Corporations: Getting Down to Basics”
Valuation Examiner, March/April 2007 (similarly published in *CPA Expert*, Spring 2007, and *Business Valuation Review*, Spring 2007)
- “What Every Valuation Expert Needs to Know to Prepare a Lost Profits Calculation”
Business Valuation Update, March 2007
- “How Much is this Business Worth?”
Maine Lawyers Review, May 2007
- “Subchapter S Corporation Valuation – A Simplified View”
Business Valuation Review, Spring 2007
- “Using Financial Experts in a Lost Profits Case”
Maine Lawyers Review, June 2007
- “Rates of Return: Don’t Ignore Public Market or Transactional Data”
Business Valuation Update, September 2007
- “Is ‘Vigorous Cross-Examination’ Enough?”
Maine Lawyers Review, September 2007
- “The Shortest Distance Between Two Points”
Business Valuation Review, 2007
- “Valuing Controlling versus minority interests in S corporations”
Business Valuation Review, Winter 2007
- “The Real S Corp. Debate: Impact of Embedded Tax Rates from Public Markets”
Business Valuation Update March 2008,
CPA Expert Spring 2008,
Business Valuation Review, 2009
Business Appraisal Practice, 2008
Financial Valuation and Litigation Expert, October/November 2008
- “Financial Expert Exclusions—are you prepared to defend yourself?”
Business Valuation Alert October 2009 and January 2010

Speeches and Seminars

Valuing My Business Fairly: Intellectual Property and Venture Capital in Maine

The Cambridge Institute, June 1998

Accredited in Business Valuation Review Course

American Institute of Certified Public Accountants, September 1998

Appraisals in the Manufacturing Industry

Institute of Business Appraisers Annual National Conference, February 1998

Buying and Selling Private Companies, Divisions and Subsidiaries in Maine

Finance Authority of Maine, June 1998

Difficult Valuation Issues in Divorce

Maine Bar Association, February 1999

Valuation of Flooring Distributorships

NRF Distributor Network, 1999

Accredited in Business Valuation Review Course

American Institute of Certified Public Accountants, September/October 1999

Ethics and Profits in Business Valuation – Obtainable or Mutually Exclusive? and

Divorce Valuation: Schizophrenic Valuation at Its Best

AICPA Annual Business Valuation Conference, December 1999

Lost Profit Damages Are a Natural Extension of Business Appraisal Skills

American Business Appraisers Annual Conference, May 2000

Valuation in the Context of Divorce

CPA Associates Annual Conference, August 2000

Buying and Selling a Business the Street Smart Way

Street Smart Seminars, June 2000

Preparing Your Practice for Litigation Support and

Litigation Support Roundtable

AICPA Annual Business Valuation Conference, November 2000

Business Valuation in the Context of Divorce

Maine Bar Association, February 2001

Valuation Game Show Panel

Institute of Business Appraisers Annual Conference, May 2001

Difficult Valuation Issues Panel

Financial Consulting Group Annual Conference, September 2001

Valuation of Family Limited Partnerships

Maine State Bar Association, Estate Section, 2001

Business Valuation

Maine State Bar Annual Conference, October 2001

Effectively Using the Expert Witness

Roundtable of Judges & Lawyers, 2002

Taxation of Pass-Through Entities

Financial Consulting Group, September 2002

Litigation Support and the Business Appraiser

CPA Associates Annual Conference, August 2003

Advising Business Owners: Tax Saving Strategies & Planning Considerations

Lorman Education Services, August 2003

Valuation of Pass-Through Entities: What's all the Fuss?

AICPA National Business Valuation Conference, November 2003

Valuation in the Context of Divorce

New Hampshire Family Law Section, New Hampshire State Bar, January 2004

Hiding Behind the Numbers

Maine Corporate Law Section, Maine State Bar, March 2004

Valuation of Professional Practices

Maine Family Law Section, Maine State Bar, March 2004
Valuation of Pass-Through Entities
Institute of Business Appraisers National Business Valuation Conference, June 2004
Freeze out, Fiduciary Duty and Oppression: Litigating Pursuant to the New Maine Business Corporations Statute
Maine Bar Summer Meeting (Panel), June 2004
Valuation of Pass-Through Entities
CPA Associates, August 2004
Advising Small Business Owners in Maine
Tax Valuation and Estate Planning Strategies, September 2004
Valuation of Subchapter S Corporations and Other Pass-Through Entities
American Society of Appraisers Annual Advanced Business Valuation Conference, October 2004
The Uses and Abuses of Direct Market Data
American Society of Appraisers Annual Advanced Business Valuation Conference, October 2004
Valuation of Pass-Through Entities
Moderator of Leading National Experts, American Institute of Certified Public Accountants Annual National Business Valuation Conference, November 2004
The Uses and Abuses of Direct Market Data
Foundation for Education, New York Society of Appraisers Annual Business Valuation Conference, May 2005
Valuation of Pass-Through Entities
National Association of Certified Valuation Analysts Annual Business Valuation Conference, June 2005
The Uses and Abuses of Direct Market Data
The Valuation Roundtable of San Francisco, Monterey, California, June 2005
Valuation of Pass-Through Entities and Litigation Support for the Valuation Practitioner
Michigan Society of CPAs Annual Business Valuation Conference, June 2005
Valuation of Pass-Through Entities
Minnesota Society of CPAs Annual Business Valuation Conference, October 2005
Market Approach to Valuing a Business – Avoiding Common Pitfalls
CPA Associates Business Valuation National Teleconference, January 9, 2006
Marketing your Valuation Practice
Business Valuation Resources National Audio Conference, March 9, 2006
Valuation of Lost Profits Damages
Maine State Bar Association, May 11, 2006
Valuation of Pass-Through Entities
Business Valuation Resources National Audio Conference, June 2006
The Transaction Method: Uses and Abuses of Market Data
AICPA National Audio Conference, August 2006
Divorce Practice Areas
AICPA National Fraud & Litigation Conference, September 2006
Valuation of Lost Profit Damages
AICPA National Fraud & Litigation Conference, September 2006
S Corporation Valuation – It Ain't Over Yet
AICPA National Business Valuation Conference and Financial Consulting Group Annual Business Valuation Conference, December 2006
Presumed Innocent – Presumed Advocate?
Financial Consulting Group Annual Business Valuation Conference, December 2006
The Transaction Method: Uses and Abuses of Market Data
AICPA National Business Valuation Conference, December 2006
Lost Profits Damages
National CLE and Ski Conference, Colorado Bar Association, January 2007
S Corporation Valuation – It Ain't Over Yet and
The Transaction Method: Uses and Abuses of Market Data
PKF North America National Business Valuation Conference, January 2007
S Corporation Valuation – It Ain't Over Yet and

The Transaction Method: Uses and Abuses of Market Data
California Business Valuation and Litigation Society Meeting, February 2007

S Corporation Valuation – It Ain't Over Yet and
The Transaction Method: Uses and Abuses of Market Data
Illinois CPA Society, Business Valuation Section, May 2007

S Corporation Valuation – It Ain't Over Yet;
The Transaction Method: Uses and Abuses of Market Data and
Lost Profits Damages
AGN International, May 2007

Lost Profits Damages
Business Valuation Resources National Teleconference, May 2007

The Transaction Method: Uses and Abuses of Market Data
CPA Associates, July 2007

Valuation Discounts & Chapter 14
Maine Bar Estate Planning Conference, September 2007

The Transaction Method: Uses and Abuses of Market Data and
S Corporation Valuation
FCG Fall Business Valuation Conference, September 2007

The Transaction Method: Uses and Abuses of Market Data
Minnesota Society of CPAs Business Valuation Conference, October 2007

The Transaction Method: Uses and Abuses of Market Data;
Ethics and Advocacy in Expert Testimony and
Hardball – a panel discussion of difficult valuation and litigation matters
AICPA National Valuation Conference, December 2007

Lost Profits Damages and Use of Experts;
Valuation Discounts & Chapter 14 and
Understanding & Interpreting Appraisals
Law Education Institute, January 2008

Lost Profits Damages and Use of Experts;
S Corporation Valuation and
The Transaction Method: Uses and Abuses of Market Data
Rhode Island Society of CPAs, January 2008

Valuation in the Context of Shareholder Dissent in New Hampshire
New Hampshire State Bar Association Conference, May 2008

S Corporation Valuation—2008 Update
NY Chapter of the American Society of Appraisers May 2008, NY Society of CPA's May 2008 , and National Association of Certified Valuation Analysts Annual Business Valuation Conference, June 2008

Lost Profit Damages
CPA Associates National Webinar, August 2008

Calculating Lost Profits Damages: A Natural Extension for the Business Appraiser and
Uses and Abuses of Transaction Data
Litigation/Valuation Resource Group Joint Conference, NJSCPA, September 2008

The Ins and Outs of Transaction Databases
Business Valuation Resources Teleconference, October 2008

Valuation of Subchapter S Corporations
Illinois State Chapter Meeting, October 2008

S Corporation Valuation: The Next Frontier
AICPA/ASA National Business Valuation Conference, November 2008

Avoiding Daubert Challenges
Law Education Institute, Vail CO January 2009

Lost Profit Damages: Lessons Learned from Nine Years of Excluded Experts
National Webinar, Business Valuation Resources March 2009

Lost Profits Damages, Lessons Learned from Nine Years of Excluded Experts
National Association of Certified Valuation Analysts Annual Valuation & Litigation Conference, June 2009

Lost Profits Damages—Controversial Issues

Motions to Exclude Financial Experts

AICPA National Fraud and Forensic Litigation Conference, September 2009

The Impact of Taxes on Value in the Private Capital Markets

University of San Diego School of Law, October 2009

Lost Profits Damages—Lessons Learned from Nine Years of Excluded Experts

AICPA National Business Valuation Conference, November 2009

The Effect of Tax Policy on Value in the Private Capital Markets

BVR National Webinar, December 2009

Tax issues and Valuation

New Hampshire State Bar, December 2009