



Fannon Valuation Group

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HEIDI P. WALKER, ASA, CPA•ABV
SENIOR VALUATION ANALYST

BACKGROUND

Ms. Walker is a Senior Valuation Analyst with Fannon Valuation Group, a nationally recognized business valuation, commercial damages, and litigation support services firm located in Portland, Maine. She has eleven years of professional experience, consisting of two years in public accounting in the areas of corporate, partnership, and individual taxation, and has spent the last nine years specializing in business valuation. At Fannon Valuation Group, Ms. Walker's experience includes valuation and litigation support, commercial damages, lost profits, estate and gift valuation, FLP/FLLC valuation, divorce valuation, S corporation valuation, shareholder buy-in/buyout, and shareholder disputes.

PROFESSIONAL DESIGNATIONS

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

EDUCATION

University of Maine, Bachelor of Science – Business Administration, Magna cum Laude

PROFESSIONAL EDUCATION

Professional education programs on Business Valuation
Professional education programs in various accounting topics

ACTIVITIES

Victoria Mansion, Board Treasurer and Finance Committee Member, 2001 to 2005
Technical Reviewer: *Business Valuation Body of Knowledge*, Shannon P. Pratt, copyright 2002 by John Wiley & Sons
AICPA Accredited in Business Valuation, Review Course Committee Member, 2002 to 2005; Chair 2004 to 2005
AICPA Business Valuation/Fraud & Litigation Services (BVFLS), Editorial Advisory Board Member, 2004 to 2006

RECENT PUBLICATIONS AUTHORED

Tax Court Cracking Down on Wealth Transfers
Maine Lawyer's Review, January 2003
The Direct Market Data Method: Common Errors in Application and a Closer Look at the Transaction Databases
Co-authored with Nancy J. Fannon, CCH Business Valuation Alert, August 2003
Uses and Abuses of Market Data: an In-Depth Look at the Tools of Our Trade
Business Valuation Review, Summer 2006
Valuation Using Transaction Data
Maine Lawyers Review, March 2007
The Comprehensive Guide to the Use and Application of the Transaction Databases
Business Valuation Resources, 2008

SPEECHES AND SEMINARS

The Role of Expert Testimony in Lost Profit Cases
CPA Associates Business Valuation Conference, August 2003
Valuation of Closely Held Interests
Lorman Education Services, September 2003 and 2004
Hiding Behind the Numbers: Tips for How to Review Financial Statements and Business Valuations
2004 Maine State Bar Association Business Law Institute, March 2004
The Direct Market Data Method: Common Errors in Application and a Closer Look at the Transaction Databases
American Society of Appraisers' 23rd Annual Advanced Business Valuation Conference, October 2004
Understanding Business Valuations Databases
CPA Associates Business Valuation Roundtable Telephone Conference, January 2006

The Ins and Outs of Transactional Databases (with Nancy Fannon)

Business Valuation Resources Teleconference, October 2008

Transaction Databases

FICPA Valuation, Forensic Accounting & Litigation Services Conference, January 2009