MERCER CAPITAL

David W. R. Harkins, CFA, ABV

harkinsd@mercercapital.com

PROFESSIONAL EXPERIENCE

David Harkins, Vice President, has been involved with hundreds of valuation and litigation support engagements in a diverse range of industries on local, national, and international levels. He provides valuation analyses for family law, commercial litigation, gift and estate tax planning, transactions (M&A), fairness and solvency opinions, and employee stock ownership plans (ESOP), among other valuation-related service needs of privately held businesses.

As a member of the firm's Auto Dealership Industry team, David publishes research on valuation issues in the newsletter *Value Focus: Auto Dealer Industry*. He also contributes regularly to Mercer Capital's *Auto Dealer Valuation Insights Blog*.

As a member of Mercer Capital's Litigation Group, he provides both valuation and lifestyle analyses in addition to preparing attorneys and clients for various aspects of the marital dissolution process.

PROFESSIONAL DESIGNATIONS

Chartered Financial Analyst (The CFA Institute)

Accredited in Business Valuation (The American Institute of Certified Public Accountants)

PROFESSIONAL MEMBERSHIPS

The CFA Institute (Society Nashville)

Advocacy & Community Outreach Committee

Research Challenge

The American Institute of Certified Public Accountants

BLOGS & NEWSLETTERS

Auto Dealer Valuation Insights, Weekly Blog, Mercer Capital

Value Focus: Auto Dealer Industry Newsletter, Semiannual Publication, Mercer Capital

Family Law Valuation and Forensic Insights, Monthly Newsletter, Mercer Capital

PUBLISHED ARTICLES

"Essential Financial Documents to Gather During Divorce — Part 1," Mercer Capital's *Family Law Valuation and Forensics Insights*, February 2024

"Understand the Discount Rate Used in a Business Valuation," with Karolina Calhoun, CPA/ABV/CFF, Mercer Capital's *Family Law Valuation and Forensics Insights*, March 2023

"Understand the Discount Rate Used in a Business Valuation" with Karolina Calhoun, CPA/ABV/CFF, *Miles Mason Family Law Group Blog*, April 24, 2021

"Understanding the Discount Rate in a Business Valuation" with Karolina Calhoun, CPA/ABV/CFF, *Family Lawyer Magazine*, April 19, 2021

"Understand the Value of Your Auto Dealership," Mercer Capital Whitepaper, 2020

SPEAKING ENGAGEMENTS

"The Cost of Capital — Basics and Best Practices in Valuation," Co-presenter, *AICPA Business Valuation Webcast*, February 27, 2024

"The Winding Road to Blue Sky Value: Important Considerations in Auto Dealer Valuations and Pitfalls to Avoid," Co-presenter, *New York State Auto Dealers Association Webinar*, January 17, 2024

"The Winding Road to Blue Sky Value: Important Considerations in Auto Dealer Valuations and Pitfalls to Avoid," Co-presenter, *Connecticut Automotive Retailers Association Webinar*, January 16, 2024

"The Winding Road to Blue Sky Value: Important Considerations in Auto Dealer Valuations and Pitfalls to Avoid," Co-presenter, *Kentucky Auto Dealers Association Webinar*, January 10, 2024

"The Winding Road to Blue Sky Value: Important Considerations in Auto Dealer Valuations and Pitfalls to Avoid," ASA *2023 Business Valuation Conference, Philadelphia Chapter*, September 21, 2023

"Business: Valuation, Legal, and Tax Risks," Co-panelist, *2022 Annual Retreat of the Association of Divorce Financial Planners*, November 4, 2022

"Breaking into BV Fireside Chat," Co-panelist, *AICPA Forensic and Valuation Services,* February 8, 2022

"How to Make Sense of a "Noisy" Prior Year(s)," with Karolina Calhoun, CPA/ABV/CFF, *2021 AICPA & CIMA Forensic & Valuation Services Conference*, November 8, 2021

"Business Valuation 101," co-presenter, CLE sponsored by the *Memphis Bar Association*, Memphis, Tennessee, December 13, 2019

EMPLOYMENT

Mercer Capital Management, Inc.

Vice President, 2023 to present

Senior Financial Analyst, 2020 to 2023

Financial Analyst, 2017 to 2020

EDUCATION

University of the South, Sewanee, Tennessee (B.A., Economics, 2017)