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## RECESSION, MARKET MELTDOWN PUT SPOTLIGHT ON Goodwill Impairment

by Travis W. Harms, CFA, CPA/ABV

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by Travis W. Harms, CFA, CPA/ABV

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### **3    Consider the Alternate Valuation Date**

by Wendy S. Ingalls, CPA/ABV, CBA, ASA

While the depth and length of the current recession is laden with uncertainty, what is certain is that virtually no investment sector has remained unscathed. For those dealing with an estate tax issue from within the last year, consideration of the alternate valuation date is almost certain to provide vital information for the estate tax filing process.

### **6    Grantor Retained Annuity Trusts: A Perfect Storm**

by Megan M. Bartels

The world of gift and estate taxation is full of uncertainty due to the scheduled repeal of estate and generation-skipping taxes set for 2010. Amid all the turmoil, we have encountered a “perfect storm” in which all the conditions are right for the success of a specific gift and estate tax planning tool, the grantor retained annuity trust (“GRAT”).

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by Timothy R. Lee, ASA and Wendy S. Ingalls, CPA/ABV, CBA, ASA

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## RECESSION, MARKET MELTDOWN PUT SPOTLIGHT ON

# Goodwill Impairment

by Travis W. Harms, CFA, CPA/ABV

The sharp decline in stock market indices through the first eleven months of 2008 shaved over \$5.0 trillion off the equity market capitalization of companies in the S&P 500. The falling market valuations reflect both a reduced appetite for risk and an expectation that corporate cash flows will be pressured as the global economy enters a recession of unknown depth and duration.

For auditors and financial statement preparers, the bear market suggests that the goodwill reported on many corporate balance sheets may be impaired. The accounting for goodwill, the amount paid in excess of net identifiable assets in previous acquisitions, is set forth

in SFAS 142, Goodwill and Intangible Assets. SFAS 142 provides for an annual impairment test for goodwill, rather than systematic amortization as under prior guidance. The two-step impairment test starts with a comparison of the reporting unit's fair value to carrying value. Impairment is indicated if the fair value of the reporting unit is less than carrying value. Step 2 of the impairment test involves quantifying the amount of impairment by determining the implied fair value of the reporting unit's goodwill.

A broad look at the S&P 500 provides some clues regarding the magnitude of potential impairment for companies throughout the

economy. In Figure 1, we compare the market capitalization of companies in the index to their respective book values. While the actual analysis for an individual company depends on reporting unit structure and a host of other unique facts and circumstances, consideration of the price/book multiple is often viewed as a reasonable proxy for assessing where goodwill impairment is likely to exist.

While financial stocks have been hardest hit, no sector has been immune. Over 25% of the

Sector	# of Cos.	Nov-08 Market Cap	Dec-07 Market Cap	% Change	Nov-08 Book Value	# of Cos Nov-08	(P/B<1.0) Dec-07
Basic Materials	59	1,310,520.60	2,047,930.40	-36.0%	755,490.10	15	0
Conglomerates	7	297,036.50	572,042.30	-48.1%	166,471.40	0	0
Consumer Goods	58	869,638.70	1,193,241.80	-27.1%	237,912.70	9	0
Financials	83	1,034,823.60	2,123,310.60	-51.3%	1,239,886.10	49	13
Healthcare	45	1,020,014.50	1,448,814.90	-29.6%	411,273.60	6	0
Industrial Goods	41	377,376.70	676,866.30	-44.2%	211,332.20	11	4
Services	88	1,221,702.00	1,761,937.60	-30.7%	649,382.20	19	4
Technology	85	1,570,547.30	2,796,164.40	-43.8%	709,531.10	21	2
Utilities	31	327,740.90	465,032.30	-29.5%	215,735.70	7	0
<b>TOTAL</b>	<b>497</b>	<b>\$8,029,401</b>	<b>\$13,085,341</b>	<b>-38.6%</b>	<b>\$4,597,015</b>	<b>137</b>	<b>23</b>

FIGURE 1

For auditors and financial statement preparers, the bear market suggests that the goodwill reported on many corporate balance sheets may be impaired.

companies in the S&P 500 are valued by the market at a discount to accounting book value. We would expect a sampling of smaller companies throughout the economy to reveal similar results.

Regardless of a company's regular annual testing date, SFAS 142 prescribes an interim test upon occurrence of an event or change in circumstances that would more likely than not reduce the fair value of the reporting unit below its carrying amount. In our practice, we are observing many audit firms that regard the sharp decline in stock prices and the general economic uncertainty to be triggering events for an interim impairment test.

When it comes to financial statement reporting, dependable valuation advice is more important than ever. In our experience, audit firms are increasingly uncomfortable with do-it-yourself goodwill impairment analysis. At Mercer Capital, we have been helping clients navigate fair value reporting requirements since the FASB revised the purchase accounting rules in 2001. Contact one of our professionals to discuss your unique situation in confidence.



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## CONSIDER THE Alternate Valuation Date

by Wendy S. Ingalls, CPA/ABV, CBA, ASA

As of December 3, 2008, the major stock indexes were down on the order of 40% for the year. In addition, the long-suspected recession has been officially declared. While the depth and length of the current recession is laden with uncertainty, what is certain is that virtually no investment sector has remained unscathed. For those dealing with an estate tax issue from within the last year, consideration of the alternate valuation date is almost certain to provide vital information for the estate tax filing process.

As part of the Economic Growth and Tax Relief Reconciliation Act of 2001, Section 2032 of the IRS Tax Code was designed to provide some measure of relief to those taxpayers negatively affected by fluctuating markets. The alternate valuation date provides taxpayers the option to choose to use a date six months subsequent to the date of death to value an estate. In order to choose this option, the following conditions and processes must apply:

- » The total value of the gross estate must be lower on the alternate date than on the date of death. The value on an alternate date must include the entire estate and cannot be applied to selected assets owned by an estate. An exception to this rule applies to any assets sold between the date of death and the alternate valuation date. Such assets are valued as of the date of disposal. This rule also makes it clear that two values must be known for the taxpayer to make an informed decision: the value at the date of death, as well as the value six months after the date of death.
- » The amount of estate tax must be lower using the alternate date than on the date of death. While this second rule would seem to always be the case if the first rule holds true, this is not the case for estates passing under the marital exclusion rule, or in other cases where the estate tax might be zero as of the date of death. If there is no estate tax to begin with, there cannot be a reduction in estate tax. However, should

## RELATED SERVICES

a surviving spouse decline certain assets, thereby triggering estate tax, this rule still applies. The estate tax used to calculate whether there is a decline in taxes, includes both estate and generation skipping tax.

- » Any assets that decline in value simply due to the passage of time must still be valued as of the date of death. The IRS has proposed a change to the regulation clarifying that only declines in asset value due to market conditions may be considered as of the alternate valuation date. The clarification states that declines in an asset's value due to an action of the decedent or estate, may not be considered as of the alternate valuation date.
- » The election to use an alternate valuation date, must be made within one year of the estate tax filing date. This election is irrevocable.

Although the alternate valuation date appears to generally be an attractive option in the current economic climate, one must consider the singular drawback that, if the alternate date provides a lower value, then it also results in a lower step up in basis for those inheriting the estate's interests. Therefore, any gains on assets sold at a later date will be larger than would be the case with a higher step up in basis at the date of death.

It should also be noted that not all states conform to the federal alternate valuation date, but rather require the use of date of death, which could cause the taxpayer to have a different basis for state and federal tax purposes.

Despite the lower step up in basis consideration, the alternate valuation date warrants serious consideration at any time, but particularly in the current economic environment for estates with a date of death within the last year. With no end in sight for the declining markets, tax savings may well be very significant.



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Valuations are a critical element of successful tax planning strategies. Consequently, objective third-party valuation opinions are vital. Mercer Capital has over twenty years of experience providing objective valuations for tax compliance.

Mercer Capital's opinions of value are well-reasoned and well-documented which provide critical support for any potential challenge, although the consequence of our thorough, well-reasoned and well-documented work has resulted, in the overwhelming majority of the time, in quiet acceptance by the IRS and state and local taxing authorities.

Mercer Capital provides the following services related to tax compliance:

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- » Business valuations for corporate restructurings and related tax planning
- » Executive stock option valuations for tax planning
- » Business & intangible asset valuations in connection with Subchapter S tax status
- » Intellectual property valuations
- » Restricted stock valuations for family wealth planning and estate tax compliance
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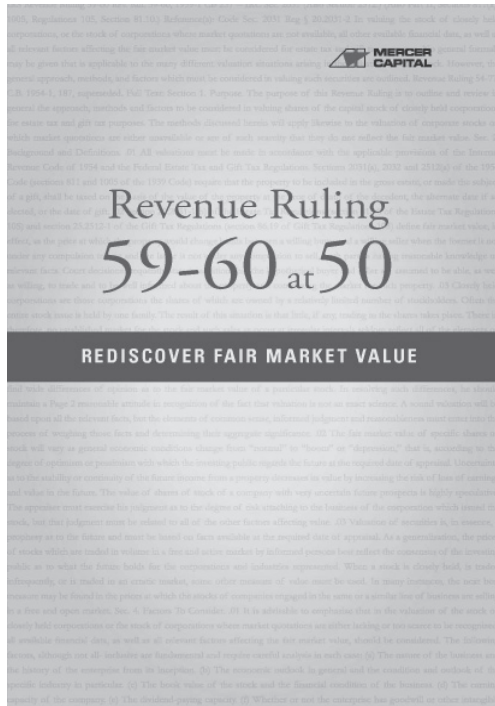
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# Revenue Ruling 59-60 at 50

## REDISCOVER FAIR MARKET VALUE

Tagging a text with the label “classic” should not be done carelessly. But 50 years after its initial release, few would disagree that Revenue Ruling 59-60 deserves the title. Written in the spare, unadorned style of a government publication, the Ruling is a compact storehouse of enduring practical wisdom for business appraisers and the users of appraisal reports.

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### Chapter List

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<b>Chapter 3</b>	What Revenue Ruling 59-60 Means for Operating Companies
<b>Chapter 4</b>	Revenue Ruling 59-60's Application to Asset-Holding Entities
<b>Chapter 5</b>	The Growing Influence of Intangible Assets
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<b>Appendix C</b>	The National Economy in 1959

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## GRANTOR RETAINED ANNUITY TRUSTS

## A Perfect Storm

by Megan M. Bartels

The current economic crisis will almost certainly have vast and lasting effects on our country's businesses and financial markets alike. Personal retirement and investment accounts have been battered. The world of gift and estate taxation is full of uncertainty due to the scheduled repeal of estate and generation-skipping taxes set for 2010, as well as the new administration. Amid all the turmoil, or perhaps because of all the turmoil, we have encountered a "perfect storm" in which all the conditions are right for the success of a specific gift and estate tax planning tool, the grantor retained annuity trust ("GRAT").

According to the provisions of the Economic Growth and Tax Relief Reconciliation Act of 2001, the life-time exemption for estate taxes during 2008 is \$2 million, with a tax rate of 45% on any assets above this limit. As of now, this exemption is set to rise to \$3.5 million during 2009, the taxes will be repealed entirely during 2010, and the exemption will come back during 2011 with a \$1 million exemption and a 55% tax rate<sup>1</sup>. The vast majority of estate planners agree that the legislation regarding these exemptions will change before 2010, but it remains to be determined exactly when and how. Those individuals or married couples who know that the value of their assets at death will far exceed current or projected exemption levels often attempt to pass on some of this wealth to beneficiaries prior to death. Typically, such wealth is subject to gift taxes (at the same estate tax rates mentioned above). However, estate tax planning tools such as the GRAT, when employed effectively, can result in the tax-free passage of some portion of wealth to beneficiaries.

## WHAT IS A GRAT?

A GRAT is an irrevocable trust set up by a grantor, or settlor, to pass wealth to beneficiaries, preferably while paying as little gift tax as possible. The grantor transfers assets into the trust, which is established for a set term, and an annuity is paid back to the grantor during each year of the term. There are no restrictions on the type of assets that may be added to the trust: cash, securities, and interests in partnerships or closely held business, as well as more illiquid assets like real estate, may all be included in a GRAT.

For taxation purposes, the IRS assumes an expected level of appreciation, called the Section 7520 rate, for any assets placed in a GRAT. This rate is determined monthly and tends to move in tandem with federal interest rates. The amount of the taxable gift is the fair market value of the property originally transferred to the trust less the present value of the grantor's retained annuity interest, using the Section 7520 rate. Therefore, if the annuity is set such that the two amounts are equal, there is no taxable gift. This is known as a "zeroed-out" GRAT, and any assets remaining in the trust at expiration, effectively any appreciation of those assets above the IRS hurdle rate, will pass to the beneficiaries free of gift taxes.

In order for the strategy to be successful, the appreciation of the assets must surpass the Section 7520 rate, and the grantor must survive the term of the trust. However, even if one of those conditions fails to be met, the grantor is in no worse position economically than had he not established the GRAT, with the exception of administrative fees. If the assets do not appreciate above the IRS hurdle rate, the

grantor still recoups his wealth through the annuity payments, and if the grantor dies before expiration, all assets remaining in the GRAT simply become a part of his estate. Therefore, the GRAT has become a popular estate planning tool in the past two decades. The current economic and political environment only increases their present appeal.

#### THE "PERFECT STORM"

There are several factors contributing to the ideal climate for GRATs. Based on the description above, it is clear that the lower the IRS hurdle rate, the better chance the assets in a GRAT have of exceeding that hurdle rate. The Section 7520 rate for December 2008 was 3.4%. Prior to 2008, the rate had not been that low since August 2003<sup>2</sup>. Because the hurdle rate for the assets for the entire term of the trust, be that two years, ten years, or more, is based on the Section 7520 rate in the month that the GRAT is established, grantors would be wise to lock in low hurdle rates and increase their chances of passing more tax-free wealth to their beneficiaries.

Another consideration is the stock market plummet since October, 2007. GRATs can be formed with marketable securities directly or with interests in limited partnerships that hold marketable securities. With the S&P 500 down over 35% from year-end 2007 at the time this article was written in late 2008, it would seem that most securities' prices have no where to go but up, especially if you consider the several year holding period that a GRAT term would enforce. Even for GRATs formed with interests in closely held corporations or partnerships containing real estate, the recent general economic decline can lead to initial valuations that are significantly below those seen a year ago. Because the actual appreciation of the assets in the trust, and subsequently the amount of wealth passed on to beneficiaries, has tremendous potential to increase when the GRAT assets begin with a low fair market value relative to recent history, now is an ideal time to create a GRAT for high net worth clients and take advantage of depressed prices.

The third reason to consider a GRAT as an estate tax planning strategy in the near term involves the uncertain future of political decisions, and more specifically, estate planning legislation. As mentioned previously, gift and estate taxes are set to be repealed in 2010, but most believe Congress will intervene during 2009 to

reinstate the taxes, as well as a life-time exemption. The questions remaining involve the levels of the exemption and the accompanying tax rate.

The United States budget deficit is very high, and government bailouts and stimulus packages mean it will only get higher in coming months. Clearly, the government will require significant tax revenue, both in the form of income taxes and gift and estate taxes. According to an article in *The Wall Street Journal* by Tom Herman and Mike Spector, the most likely scenario going forward is a permanent \$3.5 million estate tax exemption with a 45% tax rate. One proposed method to compensate for the increased exemption level is the elimination of the GRAT<sup>3</sup>. With the possibility that the Obama administration may do away with new GRATs entirely, now is the ideal time to consider this strategy.

GRATs are frequently formed using shares or interests in closely held corporations or family limited partnerships, and it is necessary to obtain an appraisal of these shares or interests to set the initial fair market value transferred to the GRAT. As one of the country's premier business valuation firms, Mercer Capital has experience valuing many such corporations and partnerships. Feel free to give us a call today at (901) 685-2120 if we can help you or your client.



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#### Endnotes

- 1 "Publication 950 – Introductory Material" <http://www.irs.gov/publications/p950/ar01.html> Accessed November 5, 2008.
- 2 "Section 7520 Interest Rates." <http://www.irs.gov/businesses/small/article/0,,id=112482,00.html> Accessed November 4, 2008.
- 3 Herman, Tom and Spector, Mike "Tough Times Are Good Times to Trim Estates" *The Wall Street Journal*, January 20, 2009.

# Ask the ESOP Valuation Experts

Mercer Capital values scores of employee benefit plans for both financial institutions and corporate clients across the nation. We present "Ask the ESOP Valuation Experts." If you have an ESOP valuation need, contact Tim or Wendy.



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## What are the typical processes of installing an ESOP?

Apologies granted – but it depends. Using Mercer Capital's own ESOP installation and process as a rough guide, let's define who the players typically are. The extent of the process and who is employed in that process depends on a number of assessments that ESOP sponsors and their initial advisor must decide. In some cases, many of the necessities of financing and plan design can be handled by an experienced attorney. Other functions may be best left in the hands of a focused specialist. Ultimately, valuation services are a core element in the ESOP process with the results of the valuation are determinative of the transaction size and the financing requirements. The typical professionals employed are:

- » **Legal** – compliance and advisory services to formulate the ESOP process and attend to the required details; in some instances there may be multiple attorneys involved as each stakeholder may require or desire counsel (i.e. sellers, ESOP trustees, corporate);
- » **Appraisal** – financial valuation and opinion services (initial valuation feasibility, transaction fairness, annual plan year valuations);
- » **Plan Design and Administration** – assists in plan design and documentation, communication with employees, and annual plan administration;
- » **ESOP Trustee** – as with other qualified retirement plans, ESOPs require a trustee whose fiduciary responsibility extends to the plan participants. This trustee can be an independent trustee or an appointed internal trustee. In many cases, the consummation of an ESOP transaction is overseen by an independent trustee while recurring plan administration duties are overseen by an internal trustee. The degree to which an ESOP sponsor seeks to promote an independent and arm's length process is often a contributing factor as to whether an independent trustee is used.

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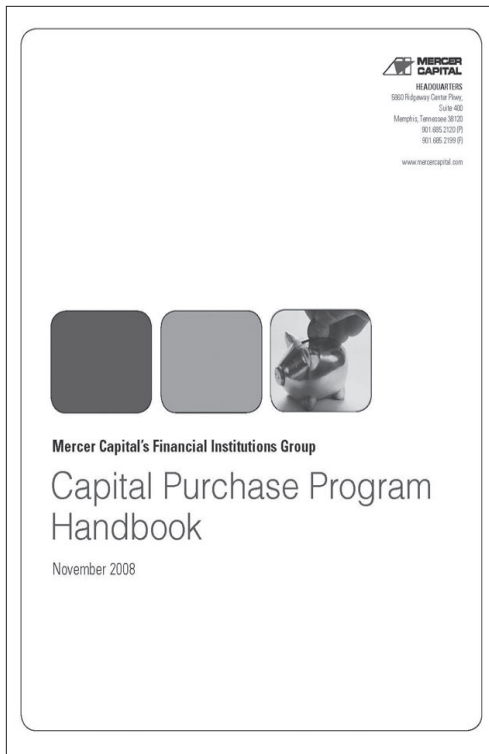
By way of example, Mercer Capital installed its ESOP on January 1, 2006. In that transaction, shareholders of the firm sold a portion of their stock to a newly formed ESOP in a leveraged transaction. The firm borrowed money and then loaned those funds to the plan which, in turn, used the funds to purchase the stock. Despite our collective professional familiarity with ESOPs, we retained an outside facilitator to assist in plan design and an independent trustee to oversee the process. An independent appraiser was retained by the outside trustee to develop a valuation for the transaction and a fairness opinion was issued to document all aspects of the process and the valuation. All parties had legal advisors. Administration for the ESOP is handled by the same vendor overseeing the other retirement plans of the firm. For purposes of recurring plan needs and supervision, two internal co-trustees (neither of whom were shareholders prior to the ESOP) were appointed. While many ESOP formations may not mirror this transaction, each component is required in some form or another for a successful process.

The main theme for prospective ESOP companies and stakeholders is that an ESOP is not an event, it is an ongoing process. Companies with newly installed plans have the task of settling the acquisition debt while maturing plans have requirements to satisfy the needs of retiring or terminating employees. ESOP feasibility assessment is perhaps the most critical phase of contemplating an ESOP. A lack of investment in time and outside expertise can create unrealistic expectations and confusion among shareholders, directors, and management.

**For more information on Mercer Capital's ESOP Valuation Services  
contact Tim or Wendy at 901.685.2120, or visit [www.mercercapital.com](http://www.mercercapital.com)**

## THE CAPITAL PURCHASE PROGRAM HANDBOOK

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warrants**

The Troubled Asset Relief Program (“TARP”) became law on October 3, 2008, and was intended to address solvency concerns among banks. However, as market conditions continued to deteriorate, the implementation of the TARP changed. Realizing that repurchasing assets was unlikely to restore confidence in banks’ solvency, the Treasury’s priority shifted from repurchasing illiquid assets to direct investments in financial institutions. Over the weekend of October 10, 2008, the Treasury held meetings with the heads of the largest U.S. financial institutions, which led to the issuance of \$125 billion of preferred stock by these institutions to the federal government. The government then announced that all U.S. financial institutions could apply for the program on similar terms. Thus, the Capital Purchase Program (“CPP”) was born.

The CPP has the potential to change the banking landscape for years to come. This handbook covers a number of topics related to the CPP, including the activity to date in the program, the advantages and disadvantages of participating, accounting issues raised, and the actual cost of the preferred stock after factoring in the warrants. While this handbook covers issues applicable to all banks, we specifically directed our analysis to privately held banks for several reasons. First, while many analyses of the CPP have been prepared, we have found little guidance intended for privately held banks. Second, participation in the CPP by privately held banks creates issues that are not faced by publicly traded banks, and we address these issues in this handbook.

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#### EFFECTIVE COST OF CAPITAL FOR PRIVATE BANKS

## THE BANK DIRECTOR'S VALUATION HANDBOOK

### What Every Director Must Know About Valuation

Valuation issues intersect with a bank's affairs more often than you may imagine, and they are likely to arise during your tenure as a director or manager. These valuation issues might include merger and acquisition activity, an employee stock ownership plan, capital planning, litigation, or financial planning, among others.

Mercer Capital has been working with financial institutions for over 25 years and has provided valuation and other financial consulting services to thousands of clients. We find that most of our clients have the same basic questions about these important valuation issues. This handbook addresses many of these questions and provides useful information for bank directors and managers when valuation needs emerge.

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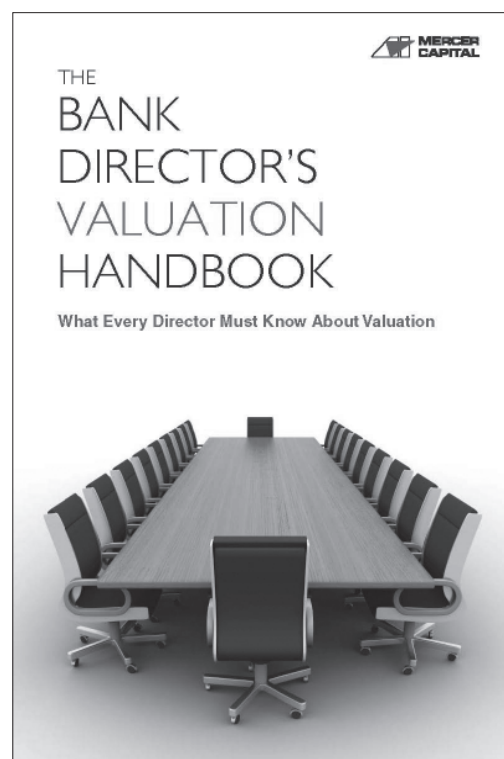
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**MERCER CAPITAL  
HIGHLIGHTS**

Mercer Capital's professionals are actively engaged in thought leadership through various speaking engagements, published articles, and more.

### CREDENTIALS EARNED

Senior Financial Analysts **B. Tyler Beckman** and **Lucas M. Parris** have earned the right to use the Chartered Financial Analyst (CFA) designation from the CFA Institute. This designation is recognized around the world as the premier designation in the finance profession.

Earning the CFA designation requires a dedicated effort over a minimum of three years to pass three six-hour examinations. A successful candidate must also have at least four years of professional experience in the investment decision-making process and adhere to the CFA Institute Code of Ethics and Standards of Professional Conduct.

### ADDITIONS TO OUR STAFF

**Madeleine C. Gilman** joined the Mercer Capital professional staff as a Financial Analyst. A graduate of The University of the South, Ms. Gilman holds a Bachelor of Arts in Economics. In her capacity as Financial Analyst at Mercer Capital, Ms. Gilman provides business valuation and financial consulting services to a broad range of companies and financial institutions across the nation.

### PROFESSIONALS QUOTED

**Andrew K. Gibbs, CFA, CPA/ABV** has been quoted in multiple articles concerning the recent turmoil in the banking industry, including an article titled "Despite Slowdown, Banks are Still Lending," that appeared in the December 12, 2008 issue of the *The Tennessean*, as well as in the article titled "Housing, Loans Paint Bleak Picture for Banks in 2009" that appeared in the January 4, 2009 issue of *The Commercial Appeal*.

### MERCER CAPITAL IN THE COMMUNITY

The professionals of Mercer Capital are committed to service within our community. Mercer Capital founder and CEO, **Chris Mercer** serves on the board of directors for the Mid-South Chapter of the American Heart Association. **Matt Crow**, senior vice president, is currently serving as the Treasurer of the Episcopal Diocese of West Tennessee, while senior marketing analyst **Matt Washburn** serves as the President of the Lambuth University Alumni Association. In addition, senior financial analyst **Laura Matthews** is involved in greyhound rescue efforts in the Memphis area, while **Jay Wilson** volunteers with the Make-A-Wish Foundation.

## Upcoming Speeches

*February 6, 2009*

"Active vs. Passive Appreciation"

American Academy of Matrimonial Lawyers  
Greensboro, North Carolina

**Z. Christopher Mercer, ASA, CFA**

*February 17, 2009*

"Fair Value Accounting: The New Standards"  
Financial Executives International  
Chapter Meeting

Memphis, Tennessee

**Travis W. Harms, CFA, CPA/ABV and**

**Matthew R. Crow, ASA, CFA**

*February 19, 2009*

"Fair Value Accounting: The New Standards"  
Financial Executives International  
Chapter Meeting

Oklahoma City, Oklahoma

**Matthew R. Crow, ASA, CFA**

*February 27, 2009*

"Buy-Sell Agreements"

Tennessee Bar Association  
Estate Planner's Forum

Nashville, Tennessee

**Timothy R. Lee, ASA**

*March 12, 2009*

"Fair Value Accounting: The New Standards"  
Financial Executives International  
Chapter Meeting

Birmingham, Alabama

**Travis W. Harms, CFA, CPA/ABV**

*April 29, 2009*

"Buy-Sell Agreements"

Hoosier Hills Estate Planning Conference  
Bloomington, Indiana

**Z. Christopher Mercer, ASA, CFA**

*May 27, 2009*

"Discounts for Lack of Marketability" and  
"Subsequent Events"

2009 NACVA Annual Conference  
Boston, Massachusetts

**Z. Christopher Mercer, ASA, CFA**

*To book a speaker for your next meeting, contact  
Barbara Walters Price at 901.685.2120 or  
priceb@mercercapital.com.*

## *Business Valuation Standards* of the American Society of Appraisers Updated for the First Time Since 2002

The first update of the American Society's *Business Valuation Standards* since 2002 was issued in August, 2008. These updated standards were approved by the Business Valuation Committee at its regular meeting on August 3, 2008 and are available on ASA's Web site at [www.bvappraisers.org](http://www.bvappraisers.org).

These revisions significantly expanded the ASA's required reporting and assignment disclosures. Section BVS-IX was added, which deals with "Intangible Asset Valuation" and includes an appendix of intellectual property examples.

## Mercer Capital's Industry Resources

Having built a substantial client base in various industries, we are formalizing our research efforts to provide a regular, detailed overview of pertinent issues and relevant current events in certain key industries. Mercer Capital's **Value Focus**, offers a quarterly perspective on valuation issues pertinent to various industry groups and sectors. To subscribe to **Value Focus**, visit our Knowledge Center at [www.mercercapital.com](http://www.mercercapital.com).

### VALUE FOCUS QUARTERLIES

- » **Insurance Industry** :: Mercer Capital's **Value Focus: Insurance Industry** is a quarterly perspective on valuation issues pertinent to insurance agencies, brokerages, and underwriters. Each issue highlights a market segment: 1st quarter: Insurance Brokerages, 2nd quarter: Property and Casualty Underwriters, 3rd quarter: Life Insurance Underwriters, and 4th quarter: Health Insurance Underwriters.
- » **Medical Device Industry** :: Mercer Capital's **Value Focus: Medical Device Industry** is a quarterly perspective on valuation issues pertinent to medical device manufacturers, related start-up enterprises, and private equity/venture capital funds. Each issue highlights a market segment: 1st quarter: Orthopedics, 2nd quarter: Cardiovascular, 3rd quarter: Dental, and 4th quarter: Diagnostics.
- » **Asset Management Industry** :: Mercer Capital's **Value Focus: Asset Management Industry** is a quarterly publication providing perspective on valuation issues pertinent to asset managers, trust companies, and investment consultants. Each issue highlights a market segment: 1st quarter: Mutual Fund Companies, 2nd quarter: Traditional Asset Managers, 3rd quarter: Alternative Asset Managers, and 4th quarter: Trust Banks.

### UPCOMING INDUSTRY COVERAGE

- » Building Materials
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to subscribe to these complimentary industry resources

## Recent Transaction



### CenterBank, Inc.

*Jacksonville, Florida*

Fairness opinion on behalf of the CenterBank, Inc. Employee Stock Ownership Plan in connection with the sale of a controlling interest in CenterBank, Inc. to a new investor



For a list of completed transactions, see  
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