Thomas C. Insalaco, CFA, ASA

tom.insalaco@mercercapital.com

PROFESSIONAL EXPERIENCE

Thomas C. Insalaco, Senior Vice President, has been valuing businesses since 2008 and has experience valuing businesses in many different industries and for many different purposes.

Tom has developed expertise in valuation consulting for estate planning and exit planning purposes with a focus on construction, consumer discretionary, and transportation companies, as well as alternative asset managers. His valuation analyses have been used by stakeholders in private companies, attorneys, accountants, and other fiduciaries.

Included in his experience is several years valuing publicly traded companies to provide investment recommendations to institutional investors as part of the equity research division of a global bank.

Tom is a member of Mercer Capital's Gift, Estate, and Income Tax Planning and Compliance services group. As part of the group, Tom contributes to the firm's *Value Matters®* newsletter.

Prior to joining Mercer Capital, Tom was a vice president at Management Planning, Inc. His past experience also includes seven years as a manager in the valuation practices of Marcum in New Haven, Connecticut, and of Freed Maxick in Buffalo, New York.

PROFESSIONAL DESIGNATIONS

Chartered Financial Analyst (The CFA Institute)

Accredited Senior Appraiser (The American Society of Appraisers)

PROFESSIONAL MEMBERSHIPS & LEADERSHIP POSITIONS

The CFA Institute

The American Society of Appraisers

Southwest Florida Estate Planning Council

Member (2024 to present)

CFA Society of Buffalo

Board Member (2021 to present)

Estate Planning Council of Western New York

Program Chair (2024 to 2025)

Board Member (2021 to present)

Financial Planning Association of Western New York

Member (2023 to present)

University at Buffalo, Terese Kelly Investment Group

Board of Advisors (2017 to present)

University at Buffalo, School of Economics

Adjunct Instructor (2024 Fall Semester)

PUBLISHED ARTICLES

"The Value of Carried Interest in Estate Planning: A Guide for Newly Formed Funds," *Mercer Capital's Value Matters®,* April 2025

SPEAKING ENGAGEMENTS

"Navigating Business Valuations: What Charitable Gift Planners Need to Know," Sharpe Group Charitable Giving SUMMIT, January 14, 2026

"Navigating Business Valuations: What Estate Planners Need to Know," Pinellas County Estate Planning Council, October 21, 2025

"Valuing a Business Amid a Potential Sale: What Estate Planners Must Know," Co-presenter, *Webinar Sponsored by Mercer Capital*, October 2, 2025

"Navigating Business Valuations: Batten Down the Hatches," *Webinar presented by Trustate*, April 30, 2025

"Navigating Business Valuations: The Calm Before the Storm," *Webinar presented by Trustate*, April 3, 2025

EMPLOYMENT

Mercer Capital Management, Inc.

Senior Vice President, 2025 to present

Management Planning, Inc.

Vice President, 2020 to 2024

Marcum, LLP.

Manager, Advisory and Consulting, 2019 to 2020

Freed Maxick

Manager, Valuation Consulting, 2014 to 2018

M&T Bank

Senior Analyst, Business Valuation, 2013 to 2014

Citi Bank

Senior Associate, Homebuilding and Building Products, 2011 to 2013

Senior Associate, Airlines, 2010 to 2011

Associate, Specialty Realty, 2008 to 2010

EDUCATION

The State University of New York at Buffalo, Buffalo, New York (B.S., Business Administration, Finance Concentration, 2008)