



Clear Valuations for Intelligent Decisions

# Welcome to a superior valuation experience.

Valuation Resource Group is a full-service valuation and business advisory firm based in Albany, NY. With over 80 years of combined experience, our team delivers defensible, independent, and impartial results.

We collaborate with accountants, attorneys, financial planners, equipment and real estate appraisers, and other professionals, not only to determine the value of your business or assets but to facilitate the event or transaction that drives the need for the appraisal.

## Corporate Finance

### Mergers and Acquisitions

Understanding the value before the transaction of buying or selling a business requires experience and negotiating skills. Understanding its worth and the impact it will have on your business and personal goals is crucial.

### Transition and Valuation

Transition (exit or succession) planning can require not only financial knowledge but also diplomacy to navigate the personnel and personal issues particular to family-owned businesses. Valuation Resource Group has experienced financial professionals who can be invaluable in establishing transition plans that preserve the "family" element of the business.

## Consulting

Every business and each situation is different and unique. Our consulting services shepherd you through a purchase or sale, focusing on the financial details and maximizing the value of the transaction. Few privately owned businesses have established transition plans for neither an outside sale nor family buy out. We consult with business owners to create a strategy that best aligns with their professional and personal goals.

## Litigation

### Matrimonial Matters

In litigated marital matters, experienced professionals should be familiar with the discovery process and be capable of working with court-mandated deadlines. Valuation Resource Group's principals have completed over 1,000 appraisals, pension valuations, and related financial analyses in divorce proceedings, collaborating with attorneys across New York and throughout the United States to manage discovery, prepare affidavits, and draft questions for witness depositions and cross-examination.

### Economic Damages

Working for both plaintiff and defense counsel, the professionals at Valuation Resource Group have performed hundreds of analyses of economic damages in personal injury, wrongful death, medical malpractice and wrongful termination cases.

### Owner Disputes

Partnership and shareholder disputes take all shapes and sizes and often are intertwined with personal, legal, and financial issues. Whether we represent the company, majority, or minority owners, we provide independent and unbiased opinions of value for the ownership interest in question and tap into our overall experience as valuation and financial experts.

## Statutory Reporting/Regulatory Compliance

### IRS Regulations and Compliance

We perform defensible valuations per the rules established by the Internal Revenue Service and other regulatory authorities. A well-drafted valuation is critical when gifting business interests as they are often scrutinized.

## Who We Are

For over 20 years, Valuation Resource Group has provided valuation and consulting services for local and regional businesses, business owners, attorneys, other professionals, and individuals. Our decades of valuation experience, along with expertise in the fields of finance, economics, tax and accounting, and mergers & acquisitions, allows us to work effectively with your team of professionals or to help you select a team of professionals that meets your needs. Learn more about our valuation and business advisory services by visiting our website at <https://valuationresource.com>.



## Retirement

Business owners considering retirement would like to know the value of their business for either selling the company or gifting it to relatives. In many cases, children do not want to be the next generation of owners, and the owner needs help developing alternative transition plans.

## Expansion

You are considering purchasing a business and would like some assurance that the purchase price is reasonable or need assistance with the purchase price allocation.

## Matrimonial Issues and Marital Dissolution

We provide business, pension, and other financial asset valuations in marital dissolution situations. Couples considering divorce need to know the value of their assets, including their business so marital assets can equitably be divided.

## Buy-Sell Agreements

Business owners and co-owners wish to establish a fair market value for a buy-sell agreement.

## Appraisal of Economic Damages

In cases involving personal injury, wrongful death, or wrongful termination, we provide comprehensive appraisals of lost earnings and employer provided fringe benefits; the value of lost household services; and/or the total cost of a life care plan/medical needs assessment. For defense counsel, we can provide a comprehensive review and critique of an economic damages report prepared by the plaintiff's economist, including advice and strategy regarding cross-examination.

## Probate Matters

You are the executor or administrator of an estate and need to know the value of the business interest to determine estate taxes.

## Employee Stock Option Plans

You wish to establish an employee stock purchase or stock option plan and need to determine the fair market value of company shares to establish exercise prices and determine employee compensation expense.

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