

Since its founding in 1972, Business Enterprise Appraisal Company, Inc. (BEACo) has been recognized as one of the leading full service valuation and litigation support firms in Southern California. Its qualified staff brings to any situation more than 45 years of combined experience in preparing comprehensive appraisals for businesses, professional practices and individuals, as well as litigation support and expert witness testimony.

Unlike other firms, BEACo specializes solely in appraisal and valuation-related issues. BEACo's litigation team prepares appraisals and studies for such purposes as Section 2000 Shareholder Dissolutions, determination of damages and loss of goodwill, and the litigation support required for these matters.



## EXPERT WITNESS TESTIMONY

As an extension of its highly recognized litigation support, BEACo's expertise has been engaged to perform expert witness services and testimony by many of the premier law firms in California, as well as smaller law firms and government agencies.

Members of BEACo have qualified as expert witnesses in most Southern California Superior Courts as well as Federal District Court and the Federal Bankruptcy Court. The firm has also been selected by the Court under California Corporations Code Section 2000 (corporate stockholder dissolutions) on numerous assignments, and has been appointed as the Court's own appraiser and Special Master on contested matters. BEACo's valuations have been affirmed on appeal by the California Appellate Court as well.

## EXPERIENCED IN A WIDE VARIETY OF INDUSTRIES

Over the years, BEACo has provided its expertise to numerous industries including:

- AEROSPACE & HIGH TECHNOLOGY
- AGRICULTURE
- APPAREL & TEXTILE
- ARCHITECTURE DESIGN & ENGINEERING
- AUTOMOTIVE
- COMMUNICATIONS & PUBLISHING
- CONSTRUCTION & CONTRACTING
- DISTRIBUTORS, WHOLESALERS & RETAILERS
- ENTERTAINMENT
- FINANCE, INSURANCE & REAL ESTATE
- LEGAL, MEDICAL, & DENTAL PRACTICES
- MANUFACTURING – DURABLE & NON-DURABLE PRODUCTS
- MINING & PRODUCTION
- PRINTING & PUBLISHING
- SCHOOLS
- SERVICE & REPAIR
- TRANSPORTATION
- AND MANY OTHERS

## DECADES OF EXPERIENCE

Established in 1972 by Larry Grant, ASA, BEACo continues to grow and be recognized as a leader in the field. Their professionals are skilled in a wide range of disciplines including accounting, finance, economics, taxation, real estate valuation, and memberships in many well regarded professional associations.



## PROFESSIONAL FEES

BEACo's fees are extremely competitive. Its top personnel and supporting staff are both experienced and well-organized, attributes that contribute to reasonable professional fees. When possible, BEACo prefers to provide its clients with either flat fee quotes or a tight fee range for its services. In addition, BEACo's staff of paraprofessionals is able to perform services under direct supervision of its senior staff at a substantial savings in time and cost.

BEACo personnel make themselves available by meeting with clients and prospective clients to discuss specific valuation procedures and fee arrangements without obligation. BEACo's staff members would be happy to provide a complimentary initial consultation at your convenience to discuss a potential assignment or to better acquaint you with its professionals and services.



## EXCELLENCE IN VALUATION SERVICES

BEACo, a full service and appraisal firm, can handle a broad array of valuation assignments. Widely regarded as a leader in the business community, BEACo valuations have been used in numerous areas of litigation and arbitration for companies, professionals and individuals.

Throughout the years, BEACo professionals have consistently earned the highest praise for their comprehensive services. On numerous assignments, the firm has been stipulated by counsel to act as the single appraiser for both parties on contested matters. When asked, clients point out specifically to their timeliness, scrupulous attention to detail and high level of integrity and performance.

BEACo's experts have determined the value of businesses and professional practices in connection with:

- MARITAL DISSOLUTIONS
- ESTATE PLANNING, GIFT & ESTATE TAX PURPOSES
- FLP & LLC DISCOUNT STUDIES
- STOCKHOLDER & PARTNERSHIP DISAGREEMENTS
- BANKRUPTCY
- CORPORATE PLANNING
- NEW & EXISTING STOCK OPTION PLANS
- EMINENT DOMAIN MATTERS
- BUY-SELL AGREEMENTS
- BUYERS & SELLERS
- PUBLIC OFFERINGS
- TANGIBLE & INTANGIBLE ASSETS
- BORROWING & FINANCE
- AND OTHER PURPOSES

## LITIGATION SUPPORT

Litigation has become increasingly complex in today's world so careful attention to detail is required. BEACo's analytical expertise and technical sophistication in finance and accounting lay the foundation for a broad range of services with remarkable follow through at every step of the litigation process.

Working as consultants and strategists, BEACo interacts with clients and their counsel from the early stages of case and trial development through the evaluation of the opposition's work product and the cross-examination of opposing experts.

