



NACVA

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FOR IMMEDIATE RELEASE

NEW RESEARCH: \$3.3 TRILLION IN M&A, NEXT 18 MONTHS

That's Just the Middle Market: A Tidal Wave of Business Sales is Imminent as Boomers Retire: How Owners Can Build Value, Plan Exits, Protect Growth.

SALT LAKE CITY— January 30, 2009 – The National Association of Certified Valuation Analysts (NACVA), the organization that establishes, builds, protects, and defends business value, today announced that new research it has produced with the McLean Group that shows that as baby boomers begin to retire, they will transfer some \$3.3 trillion dollars worth of wealth in privately held business value in the next two decades alone.

Some of this \$3.3 trillion will go to heirs. Other parts will be sold to employee organizations (through ESOPs), to management (through LBOs), or to the general public (through IPOs). And a good deal of this wealth will go to the IRS. Visit www.nacva.com today to download the PDF entitled "***The Great Wealth Transfer,***" which you'll find positioned squarely in the center of the page. This research summary, prepared by Dennis Roberts and Steve McNaughton of the distinguished McLean Group investment bank, will explain how:

- Over the next 18 months in excess of 1,000,000 privately held businesses will change hands
- Owners, long focused on day-to-day management, are beginning to feel a sense of urgency about how to both create and appropriately assess long term value in their businesses
- Financial professionals — including M&A professionals, business valuers, CPAs, small business brokers, and others — are focused on developing skills and repositioning their practices to serve the most vital needs of client companies
- Twenty- four million small businesses in the United States create two out of three new jobs; account for almost 40 percent of the U.S. gross national product; produce two and one-half times as many innovations per employee as do larger firms; represent 99.7 percent of all employer firms; employ half of all private sector employees; pay 45 percent of total U.S. private payroll, and have generated 60 to 80 percent of net new jobs annually over the last decade.
- . . . and much more!

Celebrating 16 years of advancing the valuation and financial forensics disciplines.

The story of baby boomer retirement and its effect on business ownership, and the economy, is just beginning to be told. This massive transfer of wealth will have wide-ranging ramifications on employers, employees, families, legal experts, financial professionals, and our others. It's a story that subject matter experts at The McLean Group and the National Association of Certified Valuation Analysts (NACVA) can help journalists analyze, since the business of business valuation *is* our business.

The National Association of Certified Valuation Analysts (NACVA) is a global, professional association that delivers training from the nation's leading experts in consulting fields such as business valuation, financial litigation forensics, forensic accounting, business fraud, mergers and acquisitions, business and intellectual property damages, fair value reporting, healthcare consulting, and exit strategies. NACVA's two business valuation credentials, the Certified Valuation Analyst (CVA) and Accredited Valuation Analyst (AVA), are the only business valuation designations accredited by the National Commission for Certifying Agencies (NCCA). ■

About NACVA:

The National Association of Certified Valuation Analysts is a global, professional association that delivers training from the nation's leading experts in consulting fields such as business valuation, financial litigation forensics, forensic accounting, business fraud, mergers and acquisitions, business and intellectual property damages, fair value, healthcare consulting, and exit strategies. Through its affiliated organizations, the Financial Forensics Institute (FFI) and the Association of Certified Merger and Acquisition Professionals (ACMAP), NACVA sponsors the Certified Forensic Financial Analyst (CFFA) and the Certified Merger and Acquisition Professional (CMAP) designations. Along with its training and certification programs, NACVA offers a range of support services, reference materials, software, and customized databases to enhance the professional capabilities and capacities of its members. Headquartered in Salt Lake City, UT, it has trained more than 17,000 financial professionals. Visit www.nacva.com