

STATEMENT OF QUALIFICATIONS

JAMES D. NALLEY, CPA/ABV, CFF, CVA Vice President/Shareholder

Jim is a consultant and business adviser specializing in business valuation, litigation support, and management advisory services to clients operating in a wide range of industries. He is experienced in providing business valuations for a multitude of purposes including estate and gift taxes, business sales or purchases, buy-sell agreements, and marital dissolutions. Jim has prepared economic damage reports for projects involving personal injury, wrongful termination, contract disputes and interruption of business. He has provided direct testimony in support of his business valuation and economic damage reports. Jim joined BCC in 2004 and is a frequent speaker at professional conferences and forums on business valuation and litigation support issues.

OTHER PROFESSIONAL EXPERIENCE

- Winther, Stave & Co., LLP, Spencer, IA
Manager
- InTrust, Des Moines, IA
Financial Manager
- AAA Security Systems, Urbandale, IA
Controller
- Denman & Company, LLP, West Des Moines, IA

EDUCATION, LICENSES, & CERTIFICATIONS

- B.A. in Accounting, Iowa State University
- Certified Public Accountant (CPA), State of Iowa
- Accredited in Business Valuation (ABV), American Institute of CPAs
- Certified in Financial Forensics (CFF), American Institute of CPAs
- Certified Valuation Analyst (CVA), National Association of Certified Valuation Analysts



Jim Nalley

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- Litigation Support
 - Expert witness testimony
- Economic damage reports
 - Personal injury
 - Wrongful termination
 - Contract disputes
 - Interruption of business
- Business valuation
 - Mergers & acquisitions
 - Buy/sell agreements
 - Estate taxation
 - Marital dissolutions
 - Corporate/Strategic planning
 - Transfers/gifting
 - Regulatory compliance
 - Shareholder transactions
- Purchase price allocation
- Impairment testing
- Fairness opinions

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PROFESSIONAL & COMMUNITY INVOLVEMENT

- Iowa Association of Business and Industry (ABI) – Advisory Council Member
- Mid-Iowa Estate & Financial Planners – Member, Past President
- Thursday Tax Forum – Member
- National Association of Certified Valuation Analysts – Member
- American Institute of CPAs – Member
- Iowa Society of CPAs – Member, Past President of Lakes Chapter
- Leadership Iowa Graduate
- Volunteer for various service organizations and projects

PRESENTATIONS & ARTICLES

- “Let’s Talk Succession Planning” panel presentation at the **ABI Okoboji CEO Forum**, Okoboji, IA – August 3, 2023.
- “Business Succession Options” co-presented to the **Mid-Iowa Estate & Financial Planners**, Des Moines, Iowa – April 20, 2023.
- “Analyzing a Small Business Owner’s Tax Return” presented at the **2020 Iowa Association for Justice Trial Lawyers Conference**, Virtual Event – September 9, 2020
- “Building Business Value” co-presented at the **ABI Seminar** hosted at Agri-Industrial Plastics Company in Fairfield, IA – February 13, 2020
- “Analyzing Small Business Owner’s Tax Return” co-presented at the **Iowa State Bar Association 2019 Family Law Seminar**, West Des Moines, IA – October 24, 2019
- “Building Business Value” co-presented at the **ABI Okoboji CEO Forum**, Okoboji, IA – August 1, 2019
- “Building Business Value” co-presented at the **ABI Connecting Statewide Leaders** event, Waterloo, IA – April 4, 2019
- “Building Business Value” co-presented at the **ABI Connecting Statewide Leaders** event, Oskaloosa, IA – December 6, 2018
- “Growing and harvesting value” published in the **Business Record**, Des Moines, IA – June 1, 2018.
- “Valuing the Professional Practice” panel presentation to the **Iowa State Bar Association 2017 Family Law Seminar**, West Des Moines, IA – October 27, 2017.

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- “Whether Buying or Selling: It is About Building a Strategy” co-presented at the **ABI Annual Conference**, Dubuque, Iowa – June 7, 2017.
- “Growth by Acquisition: Opportunities & Pitfalls” co-presented at the **ABI Annual Conference**, Sioux City, Iowa – June 16, 2016.
- “Exit Strategies” co-presented at the **ABI Annual Conference**, Cedar Rapids, Iowa – June 10, 2014.
- “Buy-Sell Agreements: The Foundation for Ensuring Business Continuity” presented at the **ABI Statewide Leaders Meeting**, Sioux City, Iowa – May 8, 2014.
- “Has your company prepared and actively reviewed a buy-sell agreement?” **Top Tips column published by ABI** – April 2014.
- “My Plan is Miles Ahead” co-presented at the **ABI Manufacturing/Environmental Conference**, Des Moines, Iowa – October 31, 2013.
- “What Family Lawyers Need to Know About Business Valuation” co-presented to the **Iowa State Bar Association 2013 Family Law Seminar**, West Des Moines, Iowa – October 24, 2013.
- “My Plan is Miles Ahead” co-presented at the **ABI Annual Conference**, Okoboji, Iowa – June 12, 2013.
- “Stripping Down the Tax Return...What Lies Beneath the Surface” presented to attorneys at **Whitfield & Eddy PLC**, Des Moines, Iowa – September 18, 2012.
- “Overview of Business Valuation” presented to **Renaissance Executive Forums**, Des Moines, Iowa – April 11, 2012.
- “Is my head in the sand about transitioning my business for the future?” **Embarrassed Executive column published by ABI** – April 2012.
- “Buy-Sell Agreements: The Foundation for Ensuring Business Continuity” presented to **Reciprocity Club**, Des Moines, Iowa – February 1, 2012.
- “Buy-Sell Agreements: The Foundation for Ensuring Business Continuity” webinar co-presentation for **ABI**, Des Moines, Iowa – November 10, 2011.
- “What is Value? How is it determined? How do I increase it?” co-presented to the **Iowa Grocery Industry Association** in conjunction with ABI, Des Moines, Iowa – November 3, 2011.
- “Buy-Sell Agreements Don’t Have to be Scary” published by **ABI** – November 2, 2011.

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- “What is Value? How is it determined? How do I increase it?” co-presented at the **ABI Executive Workshop**, Des Moines, Iowa – August 30, 2011.
- “Evaluating Unsolicited Interest in Your Business: Which Offers Are Legitimate and What Are Your Options” co-presented at the **ABI 2011 Annual Conference**, Dubuque, Iowa – June 7, 2011.
- “What’s It Worth? Determining the Right Type of Valuation for your Business” co-presented at seminar sponsored by **ABI**, Fairfield, Iowa – November 17, 2010.
- “What is ‘Value’?” published by **ABI** – November 3, 2010.
- “Stripping Down the Tax Return...What Lies Beneath the Surface” presented to the **Iowa State Bar Association 2010 Family Law Seminar**, West Des Moines, Iowa – October 28, 2010.
- “Farm Divorces: A Baker’s Dozen Financial Ingredients” co-presented to the **Nebraska State Bar Association Family Law Section**, 2010 Family Law Update, Lincoln, Nebraska – July 30, 2010.
- “Crafting an Equitable Financial Settlement...During Tough Economic Times!” co-presented to the **Iowa State Bar Association 2009 Family Law Seminar**, West Des Moines, Iowa – October 29, 2009.
- “Stripping Down the Tax Return...What Lies Beneath the Surface” and “Settling the Case: Recognizing (& Avoiding) the Financial/Tax Traps” co-presented to the **Nebraska State Bar Association Family Law Section**, 2009 Family Law Update, Lincoln, Nebraska – July 24, 2009.
- “Mergers and Acquisitions in the Banking Industry” presented to **Iowa State University**, Bank Management Decisions, Ames, Iowa – October 28, 2008.
- “A Current Update – In the World of Business Valuation” presented to the **Mid-Iowa Estate & Financial Planners**, Des Moines, Iowa – January 15, 2008.
- “Anatomy of an ESOP (from an Investment Banking Perspective)” presented to the **Iowa/Nebraska Chapter of The ESOP Association**, West Des Moines, Iowa – May 5, 2006.
- “Business Valuations – An Overview” presented to the **Midwestern Chapter of The Electrical Apparatus Service Association (EASA)**, Okoboji, Iowa – September 22, 2001.