

Trisch Garthoeffner, ABV, CVA, EA, MAFF, MAcc

365 Fifth Avenue South, Naples, FL 34102

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www.anchorbvfs.com

Office: 239.919.3192

SUMMARY

Business Valuation Expert and Financial Analyst with expertise in all aspects of financial analysis. Outstanding client focus with excellent analytical and communication skills. Consistent record of product satisfaction, in-depth company research and valuation, establishing and maintaining client relationships and assuming leadership roles. Special expertise in:

- | | | |
|-------------------------|---|-----------------------------|
| ▪ Business Valuations | ▪ Valuation Rebuttal Reports | ▪ Private Equity Valuations |
| ▪ Quality of Earnings | ▪ Review of Other Expert's Work Product | ▪ Forensic Accounting |
| ▪ Financial Forecasting | ▪ Business Optimization/Development | ▪ M&A Transactions |

LICENSURE

Series 7, 79, 62 & 63 (*previous*)

PROFESSIONAL EXPERIENCE

PRESIDENT/BUSINESS VALUATION AND FINANCIAL FORENSICS EXPERT

Anchor Business Valuations & Financial Services, LLC Naples, FL..... 2013 – Present
Anchor offers business valuations services to private companies and individuals. Expertise is focused on small to middle market business valuations (\$50,000 to \$100,000,000 in gross revenue) needed in the areas of mergers & acquisitions, quality of earnings reports, divorce, shareholder dispute, buy-sell agreements, lost profits and estate planning. Some of the financial services offered include merger and acquisition deal oversight and consulting, divorce preparation (income analysis, lifestyle analysis, financial affidavits, division of assets, preparation of interrogatories, depositions, mediation, litigation) and business development and expansion.

VICE-PRESIDENT OF MERGERS & ACQUISITIONS AND BUSINESS VALUATIONS

(*Transfer via IMAP referral; previous employer*), Pursant, LLC, Chicago, IL..... 2012 – 2013
Executed business valuations and led each step of the merger and acquisition process for clients and prospective clients. Worked closely with all parties involved on the details of a valuation and the rationale behind the determination of value. Served as the voice and consultant to clients throughout the M&A process to the legal and accounting entities to ensure client's needs and wants were adequately met and represented.

- Performed calculation and summary business valuations.
- Discovered, reached out to, valued and presented over 500 suitable targets for clients.
- Promoted to Vice President within three months of employment.

SENIOR RESEARCH ANALYST OF MERGERS & ACQUISITIONS AND BUSINESS VALUATIONS

IMAP/Falls River Group, LLC, Naples, FL..... 2008 – 2012
Conducted valuation and research of public and private companies to determine financial and strategic match with current and prospective M&A clients. Conferred with financial/strategic targets, prospective and existing clients on daily basis. Reviewed/created M&A documents (NDA, engagement letters, blind profiles and information memorandums). Supervised two analysts and generated valuations for clients and prospective clients.

- Oversaw sell-side clients by creating company valuations, assembling and disseminating marketing materials, conducting industry research and leading the day-to-day correspondence with clients and potential acquirers.
- Appointed Head for 30+ analysts, associates and vice presidents for IMAP (International M&A association spread throughout 40+ countries with 400+ bankers).

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PROFESSIONAL EXPERIENCE, Cont'd

FINANCIAL ANALYST - \$2+ BILLION HEDGE FUND ASSETS UNDER MANAGEMENT

Trellus Management, New York, NY..... 2004 – 2008

Researched and valued public and private companies, developed relationships with sell-side representatives and clients and prepared weekly reports to discuss financial performance, proforma statements and applicable financial metrics of overseen holdings.

- Avoided, through analysis, a 25% loss by hedging the fund's holding of a Fortune 500 Company with 400+ retail locations through extensive research on inventory, forecasted sales and calculated earnings.
- Compiled financials (historical and forecasted) of overseen basket of holdings and created valuation models which were presented to the group daily for discussions regarding the company's portfolio.

CONFLICTS OFFICER – INVESTMENT BANKING DIVISION

Lehman Brothers, New York, NY..... 1999 – 2002

Financial analyst of the M&A/investment banking division. Handled initial client and target company valuations, SEC conflict checks and potential issues with violation of "Chinese Wall" infringements.

- Decreased potential litigation through forensic financial review, recasting of financials, (historical, current and forecasted) initial draft/review of engagement letters, review of the aspects of the letters of intent and oversight of S1 forms to determine SEC compliance.
- Implemented a structured conflict check system to heighten awareness of inter-company conflicts.
- Designated post 9/11 M&A legal division point person for the deal teams and the liaison between the investment banking and legal divisions.

EDUCATION

Masters in Accountancy ("MAcc")

Florida Atlantic University

(Concentration in Business Valuation Studies)

Legal Studies

Penn State School of Law, Carlisle, PA

Bachelor of Arts

Franklin & Marshall College, Lancaster, PA

CERTIFICATIONS

Certified Valuation Analyst ("CVA")

National Association of Certified Valuators and Analysts

Master Analyst in Financial Forensics ("MAFF")

National Association of Certified Valuators and Analysts

USPAP Testing ("USPAP")

Uniform Standards of Professional Appraisal Practice

ACCREDITATIONS/LICENSES

Accredited in Business Valuations ("ABV")

American Institute of Certified Public Accountants ("AICPA")

Florida Real Estate Sales Associate

Florida Department of Business and Professional Regulation

REPRESENTATION

Enrolled Agent ("EA")

Internal Revenue Service ("IRS")

TEACHING

Certified Valuation Analyst Program Teacher

National Association of Certified Valuators and Analysts

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PROFESSIONAL AFFILIATIONS

American Institute of Certified Public Accountants Member - AICPA

National Association of Certified Valuators and Analysts Member - NACVA

Collaborative Professionals of SW Florida Member (former Vice-President)

Executive Board Liaison for Standards Board - NACVA	2023-Present
Association of Family Law Professionals, Secretary - AFLP	2023-Present
Standards Board, Chair - NACVA	2022 - 2023
Standards Board, Vice-Chair - NACVA	2021 - 2022
Standards Board Member - NACVA	2020 - 2021
QuickRead Valuation Publication Board Member	2023 - Present
Board Member - Leadership Research Associates	2014 - Present
Treasurer/Board Member - Florida Academy of Collaborative Professionals	2015 - 2018
State Chapter President - National Association of Certified Valuators and Analysts - NACVA	2014 - 2018
Member - FINRA	2008 - 2014

SPEAKING EVENTS

NACVA Maryland & Washington D.C. Chapter

August 2023

Business Valuations for Investment banking and Brokerage Transactions

[NACVA | The Authority in Matters of Value | Business Valuation | Financial Litigation | Forensic Accounting | Financial Consulting](#)

NACVA Standards Board

July 2023 (multiple dates through the year) - 2 CPE

Industry Standards and Ethics

NACVA Conference

December 2022

Industry Standards and Ethics, Business Interruptions, Co-Teacher for Certified Valuation Training

Lee County Bar Association - Family Law Section Brown Bag Lunch Series

September 2022

Business Valuations for Marital Dissolution Purposes

NACVA Conference

August 2022

Industry Standards and Ethics

[2022 August Conference Agenda.pdf \(nacva.com\)](#)

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SPEAKING EVENTS CON.

NACVA Conference

December 2021

Professional Standards Update from NACVA's Standards Board

https://www.nacva.com/files/Hybrid_2021_December_Agenda_10-19-21.pdf

Lancaster Bar Association, Lancaster, PA

July 2018

The Benefits of Using One (Neutral) Business Valuation Expert in a Divorce Proceeding

Above Board Chamber, Naples, FL

May 2018

Creating and Enduring Business Model and Exit Strategy (Panelist)

National Public Radio/WGCU

<http://news.wgcu.org/post/collaborative-divorce-aims-ease-burden-ending-marriage>

NACVA State Chapter Meeting

<http://www.nacva.com/PDF/SCHoldingMeetings.pdf>

Lancaster Bar Association, Lancaster, PA

Business Valuation Needs for Estates and Trusts: What attorneys need to know

<http://members.lancasterbar.org/seminars/register/1501>

Collier County Bar Association

http://www.colliercountybar.org/events/event_details.asp?id=482279&group

American Business Woman's Association

<http://abwaneapolitan.org/monthly-meetings/>

Above Board Chamber

<http://events.r20.constantcontact.com/register/event?oeidk=a07e9b5bgdu2fec9faf&llr=e6s4z9fab>

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PUBLISHED BUSINESS VALUATION ARTICLES EXAMPLES

[The Art of Valuation *The Appraisal Foundation*](#)

[QuickRead – News for the Financial Consultant \(Board author\)](#)

https://www.dropbox.com/s/dkf2kr0ia55httz/NACVA_Garthoeffner%20Interview.pdf?dl=0

<https://www.cmmonline.com/articles/the-aftermath-of-divorce>

<https://www.issa.com/articles/article-details/all/succession-planning/>

<http://issatoday.issa.com/?issueID=49&pageID=14>

<http://www.cleanfax-digital.com/201410#&pageSet=19&contentItem=0>

<http://www.cmmonline.com/authors/4143-trisch-garthoeffner>

www.cmmonline.com/articles/231939-determining-fair-market-value

M&A TRANSACTIONAL WORK EXAMPLES

Private Acquisition of Lykins Signtek

Rabine Acquisition of Crawford Roofing Maintenance

Jantran Sale to Bruce Oakley

Others Across Multiple Sectors (confidential data)

EXPERT TESTIMONY

Sarasota County Court Case No. 2020 DR 004953 NC

Lee County Court Case No. 2020-CA-003288

Lee County Court Case Case No. 2018-CA-3131

U.S. District Court for the Southern District of Florida Case No. 1:17-cv-20858-RNS

Collier County Court Case 16-DR-1022

Lee County Court Case No. 14-DR-1710

Lee County Court Case No. 15-CA-001052

Lee County Court Case No. 20-CA-834

Charlotte County Court Case No. 23-DR-1609