



Q3 – 2017

The Cortland Quarterly

A QUARTERLY VALUATION REVIEW PROVIDING KEY INDUSTRY TRENDS & METRICS

Cortland Valuation Group

Cortland Valuation Group (CVG) offers a dedicated team whose collective experience spans decades at large, national consulting firms in the areas of valuation, financial analysis and planning, and strategic and financial advisory. CVG was formed in order to better serve clients – providing big company experience with the personalized attention of a small firm. To this end, we have become trusted advisors who take the time to genuinely understand their organization’s purpose, people and structure; strategic plans, growth potential and long-term objectives. Our experience stems from working with companies ranging from the early stage business to large clients involved in multi-billion dollar transactions.

Our clientele consists of business owners, corporate management teams, law firms, hedge funds and private-equity funds, accounting firms, and other financial advisors. Our services are tailored to meet each of our client’s specific transactional, operational, and/or litigation-related requirements.

Valuation Services

Valuation issues surrounding mergers and acquisitions, financial reporting, restructuring, tax planning and disputes have become increasingly more complex as tax and accounting standards evolve. CVG and its team of experienced professionals have deep expertise and meet the definition of “Qualified Appraiser” for IRS requirements. Our work on behalf of public companies has been thoroughly reviewed and accepted by audit firms across the country and the Securities & Exchange Commission.

- Tax Compliance
- Gift & Estate Planning
- Partnership Structuring
- Dispute Resolution
- Bankruptcy
- Lender Support
- Financial Reporting
- Mergers & Acquisitions
- Transaction Pricing
- Fairness Opinions
- Intellectual Property
- Restructuring

Consulting Services

CVG has national reach in providing strategic guidance to business owners and management teams. We understand the economic and market factors driving business, and have the experience and knowledge required to successfully execute key strategic plans. We also have the processes and procedures in place to help management achieve their objectives, while ensuring value is understood and measured throughout the business plan.

- Due Diligence
- Quality of Earnings
- Strategy & Competitive Analysis
- Pre-acquisition Analysis
- C-Suite Advisory
- Buy/Sell Side Guidance

CORTLAND VALUATION GROUP

Senior Team

Margaret A. Fischer, ASA, CFA
Managing Director
619.339.3007
mfischer@cortlandvaluation.com

John B. Jackman, CFA
Managing Director
512.348.8088
jjackman@cortlandvaluation.com

Akila Narayanan, CFA
Senior Director
703.967.9021
anarayanan@cortlandvaluation.com

Todd Nelson, ASA, CVA
Senior Director
703.282.7434
tnelson@cortlandvaluation.com

Contact

main: 202.629.1384
contact@cortlandvaluation.com
www.cortlandvaluation.com

Locations

CVG – East Region
1725 I Street NW, Suite 300
Washington, DC 20006

CVG – South Region
6500 River Place Blvd. Building 7,
Suite 250
Austin, Texas 78730

CVG – West Region
4660 La Jolla Village Dr.
Suite 100
San Diego, CA 92122

The Cortland Quarterly

The Cortland Quarterly is a quarterly valuation review comprising 35 industries. It presents key financial and valuation measures over the trailing six quarters, providing the reader insight to today’s performance and trending performance over time.

www.cortlandquarterly.com

