

# Business Valuation Scorecard

David E. Coffman CVA

Total Business Valuations Completed as of December 31, 2008 =

141

Business Size		Business Type		Valuation Purpose	
Range (\$)	#	Type	#	Purpose	#
0 to 500,000	74	Retail	51	Buying or selling	79
500,000 to 1million	28	Services	41	Business planning	11
1 to 2 million	19	Manufacturing	20	Divorce	15
2 to 5 million	13	Professional	16	Estate/gift planning	12
5 to 10 million	5	Construction	6	Buy out/in	11
10 to 20 million	2	Trucking	1	Estate/gift tax	7
		Finance & miscellaneous	6	Dissenting shareholder/partner	2
				Litigation	2
				Bankruptcy	1
				ESOP	1
<b>Total</b>	<b>141</b>	<b>Total</b>	<b>141</b>	<b>Total</b>	<b>141</b>

## Comment:

While we want you to know our experience, we believe too much emphasis is placed on having experience in a specific industry or type of business. A competent valuator is proficient in researching industry conditions and trends. Using a valuator who spends a significant portion of his/her time on valuations on a regular basis, combined with a broad-based background, is more important than specific industry experience.

## BUSINESS ADVISORS GROUP

59 L Street, Seaside Park, NJ 08752

Phone: 732-410-6780

Fax: 866-482-3097

Web site: [www.business-advisors-group.com](http://www.business-advisors-group.com)

David E. Coffman CVA

Email: [dave@business-advisors-group.com](mailto:dave@business-advisors-group.com)

