

GABRIEL T. RATLIFF, ASA

DIRECTOR

CONSULTING EXPERIENCE

Gabriel T. Ratliff is a Director who has worked extensively on engagements involving the valuation of privately-held interests, particularly in the context of estate, gift, and income tax disputes, as well as shareholder disputes. His engagement experience includes assisting with the development of numerous appraisals involving interests in bank holding companies, automobile suppliers, natural resources companies, food product corporations, packaging manufacturers, pharmaceutical companies, telecommunications firms, hospitality corporations, financial service providers, and family limited partnerships, among others. These appraisals have addressed a number of valuation issues, including the treatment of pass-through entities (e.g., S Corporations, LLCs), key person discounts, voting right premiums, blockage discounts, control premiums, and discounts for lack of control and lack of marketability. He has also worked on appraisals involving promissory notes, self-cancelling installment notes, and split-dollar life insurance arrangements.

Mr. Ratliff has also provided consulting services on various litigation engagements and projects involving patent and trademark infringement, breach of contract, antitrust, securities and corporate fraud, and executive compensation. His experience in the intellectual property area includes the determination and quantification of damages (e.g., reasonable royalties, lost profits, convoyed sales, prejudgment interest) within the medical, information technology, telecommunications, and consumer appliance industries, among others. Mr. Ratliff's corporate and securities fraud work has involved the analysis of complex financial transactions as well as mutual fund market timing and late trading transactions.

Prior to joining Global Economics Group in 2011, Mr. Ratliff worked as a consultant at Charles River Associates. Before his employment as a consultant, Mr. Ratliff worked as a credit analyst and loan officer at a regional bank located in the western suburbs of Chicago.

EDUCATIONAL BACKGROUND AND SELECTED AFFILIATIONS

- B.A., Economics (highest distinction), Indiana University – 2002
- Accredited Senior Appraiser (ASA) – Business Valuation, American Society of Appraisers

PUBLICATIONS

- “Valuing S Corporations: An Extension of the S Corporation Economic Adjustment Model.” *Business Valuation Review* – Volume 36, Issue 4, Winter 2017. Authored with F. Burns.
- “Valuing Limited Partnership Interests.” *Trusts & Estates* – October 2010. Authored with F. Burns and J. Rowe.

PRESENTATIONS

- “Basic Principles of Accounting, Financial Risk, and Business Valuation” – October 2010 and February 2011. Developed jointly with M. Vold.