



DENNIS M. TAYLOR, MBA, CPA, ABV, CFF

Dennis M. Taylor is the Forensic & Business Valuation Services Director at TDT CPAs and Advisors, a full service certified public accounting firm. Mr. Taylor is part of the TDT's Business Valuation/Forensic Accounting team that offers specialized services in the areas of forensic accounting, economic damage analysis, and business valuation. Mr. Taylor has primarily been engaged by attorneys to assist them and their clients with financial and accounting-oriented issues, ranging from complex damage analyses to business valuation. He is one of only a few professionals in Iowa to have formal training, expertise, and experience in both forensic and investigative accounting and business valuation.

His engagements include the performance of business valuations, forensic accounting assignments, and economic loss quantification cases. Mr. Taylor has also been engaged to provide professional expertise to individuals, businesses, insurance companies, financial institutions, and not-for-profit organizations.

The following is a summary of Mr. Taylor's business valuation, investigative accounting, economic loss calculation, personal injury, and general litigation experience.

Business Valuation

Mr. Taylor has experience in performing business appraisals in both cooperative and contentious environments. He has calculated the value of closely held companies in a wide variety of industries for many different purposes, including for buy-sell agreements, ESOP plans, divorce settlements, stockholder disputes, gift and estate tax plans, and other business planning and litigation situations. He performs complex valuation assignments that involve issues such as distinguishing between enterprise and personal goodwill and allocation of goodwill value between practice and professional goodwill. The following is a brief summary of some of the varied assignments he has participated in:

- Valued numerous closely held corporations, family limited partnerships, and limited liability companies for gift and estate tax planning
- Valued car dealerships, including both new and used car dealerships
- Valued farm equipment dealerships
- Valued businesses engaged in hog confinement operations, farming, and agri-business
- Valued casino realty holding companies
- Valued businesses engaged in residential and commercial leasing
- Valued business entities that own insurance agencies
- Valued transportation companies that provide freight services (trucking companies)
- Valued healthcare clinics, including multi-specialty and single specialty physician groups
- Valued medical billing agencies
- Valued business entities that own retail grocery stores
- Valued businesses that own and operate restaurants for divorce and estate tax purposes
- Valued a business that operates an international freight forwarding business
- Valued businesses that operate boating marinas
- Valued partnership interest in a "Big Four" Public Accounting firm for divorce
- Valued many different types of medical practices, including those of dentists, family practice physicians, anesthesiologists, chiropractors, gastroenterologist, gynecologist, ophthalmologists, orthopedic surgeons, plastic and reconstructive surgeons, physical therapists, and veterinarians

- Valued many different holding entities, including real estate holding companies, business asset holding companies, family limited partnerships, and investment holding companies
- Valued funeral home businesses
- Valued a scrap metal recycling and processing business
- Valued a specialty explosives contracting company
- Valued real estate development businesses
- Valued a pharmacy benefit management (PBM) company
- Valued many different businesses engaged in services related to the construction, including general contractors, ready mix concrete supply companies, electrical contractors, engineering services businesses, paving contractors, a specialty transportation engineering and planning firm, garage door manufacturer, drywall and plaster services, landscaping, carpeting and flooring, and design services
- Valued law practices and firms, ranging from sole practitioner, locally focused entities to multi-practitioner practice entities
- Valued commercial printers
- Valued a business that operates as a distributor of non-alcoholic beverages and provides vending services
- Valued a company involved in sports talent recruiting
- Valued various professional services firms, including a CPA practice and an international engineering/architectural firm
- Valued businesses that manufacture molds and patterns
- Valued entities that own and operate golf courses
- Valued special die manufacturers

Forensic Accounting

Most all of the forensic engagements Mr. Taylor has been involved in have a component of investigative accounting. This can range from using forensic accounting techniques to analyze and understand the trends in the financial results of a business to investigating fraud allegations. The following is a list of some of the varied matters in which he has used his forensic accounting expertise to provide assistance:

- Testified and performed investigative accounting work related to estate fraud
- Reconstructed accounting records lost or destroyed as a result of theft, flood, fire, and other situations causing lost documents or data
- Determined total remuneration for individuals that receive income and benefits from a variety of sources. These analyses are typically for marital dissolution matters and regularly involve sole proprietors, entrepreneurs, owners and executives of privately held enterprises, and beneficiaries of trusts
- Investigated and identified assets of estates and business for use in probate, marital dissolution, and corporate matters. Mr. Taylor regularly conducts these analyses for purposes of preparing a schedule detailing a marital estate for use in determining an equitable division
- Testified and performed investigative accounting work for criminal fraud trials and claims
- Testified and performed investigative accounting services on the assets of marital estates in divorce cases
- Traced and identified amounts contributed to and for the benefit of businesses as well as the returns and amounts paid to or for the benefit of investors in a business for purposes of establishing the total contributions to a start-up business
- Performed investigative accounting work related to accountants malpractice litigation
- Investigated alleged embezzlement of funds from many types of businesses
- Traced and determined the accuracy of all amounts allocated and paid to a member of a medical practice related to claims of underpayments made in post termination litigation

- Performed investigative accounting work and prepared an expert witness report related to an alleged breach of fiduciary duty of the trustees of a family trust including alleged willful misconduct and gross negligence of failing to act to prevent the diminishment of assets of over \$100 Million and loss of income from the trust
- Performed investigation to determine assets and income of individual and business for purposes of judgment collection proceedings
- Traced and detailed uses and separate character of premarital funds and assets
- Traced and reconstructed payment history relating to the sale of a business and subsequent payment default
- Performed forensic accounting investigation of certain claims relative to an estate, verified the net assets of the estate, identified distributions of and expenses of the estate, and computed the amount of the distributions that need to be made to liquidate the estate
- Performed forensic accounting investigations for fraudulent conveyance and preference actions
- Performed forensic accounting investigation of the use of funds invested in a business including the tracing of siphoned funds through business and personal accounts of the individuals and identification of misstatements in financial statements provided by the company as compared to business results demonstrated from the forensic reconstruction
- Performed forensic accounting and prepared report of partnership assets diverted without permission to one partner during the other partner's illness
- Engaged by a defendant in a case brought by the Securities and Exchange Commission to provide a forensic accounting investigation of an alleged stock fraud scheme and provided findings in an expert report for use in a court of law for a matter involving claims of fraud in the offer and sale of securities, fraud in connection with the purchase and sale of securities, and offer and sale of registered securities
- Engaged as an expert witness by federal and state defensive attorneys to provide a forensic accounting reports related to alleged wire fraud accusations

Evaluation of Economic Damages and Related Assessment of Economic Causation

Mr. Taylor has been involved in the computation of economic losses or economic damages in many different types of cases. He has calculated and evaluated analyses prepared by others for losses due to business interruptions, business destructions, business dissolutions, and a wide variety of business disputes. He has prepared both consulting reports and comprehensive expert reports, with uses ranging from legal consulting to settlement negotiations to trial testimony. The following is a list of some of the varied matters in which Mr. Taylor used his expertise to provide assistance:

- Analyzed the economic loss resulting from personal injury, wrongful death, and wrongful termination cases
- Analyzed economic damages in matters involving claims of breach of implied covenant of good faith and fair dealing, lost business opportunity, failure to comply with their contractual obligation, civil conspiracy, intentional interference with economic relations, and intentional misrepresentations or fraudulent concealment
- Analyzed economic damages in a matter involving breach of contract claims related to a contract between a single specialty medical clinic and an OB/GYN physician
- Analyzed product liability economic damages in a matter arising from a failure of a manufactured product to operate properly as part of larger piece of equipment
- Computed damages involving losses associated with construction contracts
- Analyzed and testified as to economic damages resulting from a national CPA firm's failure to provide correct tax advice and testified at a mediation hearing

- Analyzed and testified as to economic damages resulting from a CPA firm's failure to detect CFO fraud and embezzlement during audit examinations over a period of years
- Analyzed and testified as to economic damages resulting from a City's alleged failure to require bonding of a general contractor and the financial impact on a subcontractor

Critique and Review of Other Financial Experts

Mr. Taylor is regularly involved in assignments specifically for the purpose of reviewing a report of another financial expert. The work provided in this context ranges from providing consulting advice to counsel to preparing a rebuttal expert report and providing testimony. The following list outlines some of the matters in which he has been involved:

- Assisted counsel with valuation of car dealerships
- Evaluated and prepared rebuttal analyses of damage calculation in a matter involving breach of contract claims relating to a business involved in residential construction
- Prepared expert rebuttal analysis evaluating the economic damage claims in matters involving wrongful termination claims, personal injury claims, and wrongful death claims, including identifying and demonstrating the impact of flawed and speculative uses of generic data sources and vocational analyses
- Evaluated and prepared rebuttal analyses evaluating economic damage claims in a matter involving real estate development
- Evaluated and prepared rebuttal analyses evaluating economic damage claims in a matter involving claims of fraud, breach of contract, mistake, breach of implied covenant of good faith and fair dealing, relating to the sale of a business
- Prepared expert rebuttal analysis critiquing an analysis of gross income and expenses presented for use in determination of alimony and support

Types of Matters

Mr. Taylor has provided professional services for a wide variety of purposes and in a wide variety of matters. This variety is because the foundational principles in forensic accounting, valuation, and economic damages can be appropriately applied in many different situations. The following attempts to broadly summarize the different types of matters he has worked on during his career:

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| • Commercial litigation | • Business valuation | • Fraud investigations | • Personal injury |
| • Civil litigation | • Due diligence | • Asset tracing | • Wrongful death |
| • Divorce litigation | • Compensation studies | • Shareholder disputes | • Wrongful termination |
| • Breach of contract | • Economic loss analysis | • Rebuttal analyses | • Insurance loss analysis |
| • Estate and gift tax valuation | • Buy/sell consulting and valuation | • Income determination for individuals | • Business forecasts and financial consulting |
| • Royalty, license, rent, and compliance investigations | • Business interruption and destruction analyses | • Valuation of private, closely held, and holding companies | • Forensic accounting reconstructions and tracing |
| • Intellectual property and intangible asset valuation | | • Trade secret and noncompetition damages | • Purchase price allocation |
| | | | • Lost profits and unjust enrichment damages |

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Curriculum Vitae

Educational Qualifications

Mr. Taylor earned a Bachelor of Science degree in Accounting from Iowa State University and a Master of Business Administration, with an emphasis in Finance, from the University of Iowa.

Professional Certifications

- Accredited in Business Valuation (ABV) by the American Institute of Certified Public Accountants
- Certified Financial Forensics (CFF) by the American Institute of Certified Public Accountants
- Certified Public Accountant (CPA) licensed to practice in Iowa and Illinois

Professional Associations

- American Institute of Certified Public Accountants' Forensics and Valuation Section
- Illinois CPA Society
- Iowa Society of CPAs
- Association of Certified Fraud Examiners