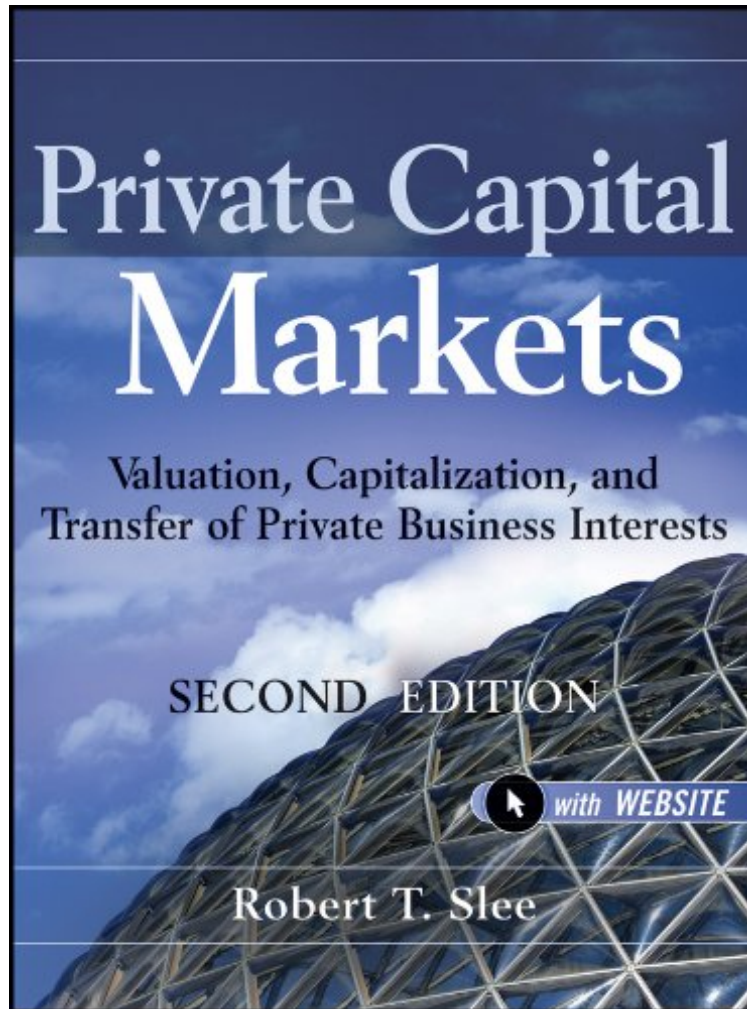


Private Capital Markets: Valuation, Capitalization, and Transfer of Private Business Interests

Robert T. Slee

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From the Inside FlapPrivate companies, particularly those with annual sales of \$5 million to \$150 million, have distinct financial needs. They require a unique capital markets theory to explain and predict the behavior of players in the markets. However, owners and managers of private companies have only had access to corporate finance theories to explain the behavior of their distinctly different capital markets. They have been left to assume that corporate finance theories would explain and predict actions in their own private markets. Private Capital Markets is the first book to provide private market players with a practical framework for making sound investment and financing decisions based on their real experiences and needs. As an owner or manager of a middle-market business, you can most likely attribute your success to your vision, sharp market knowledge, keen ability to manage operations, and dedication to make success happen. However, most owners, managers, and their professional advisors lack the resources and knowledge to effectively deal with the complicated issues and interconnections of valuation, capital structure, and transfer . . . until now. Private Capital Markets surveys the private capital markets and provides a structured framework that you can use to navigate through these uncharted waters. Written as a guidebook to making sound financial decisions for every private-market player and their consultantsndash;including lawyers, accountants, bankers, estate planners, and other professionalsndash;this landmark resource covers: Private business valuation Market value Fair market value Economic value Intangible asset value Bank lending Asset-based lending Mezzanine capital Private equity Business transfer Employee stock ownership plans Management transfers Family trusts Co-owner transfers Private auctions Going public and going private From the Back CoverPraise for Private Capital Markets "Until now, professional literature has included very little on the subject of valuing larger, closely held businesses. This book meets a long-standing need for a scholarly, yet practical, way of addressing the values of nonpublic enterprises. It should be read by everyone who is involved in appraising, buying, selling, or financing privately owned businesses." ndash;ndash; Raymond C. Miles Founder and Technical Director The Institute of Business Appraisers "Since CPAs are involved with most financial aspects of private companies, we need resource materials that are comprehensive in nature. This book, without a doubt, offers the single most integrated approach to valuation, capital structure formation, and business transfer issues available. It is an essential guide for practitioners who represent middle-market private clients." ndash;ndash; Norman F. Manley, CPA Partner, Tax BDO Seidman, LLP "This is the first book that surveys the private capital markets. It is an important addition to the literature since it is both well-written and easy to understand. Finally, academics and practitioners have a book that provides financial education to those who own, work, or are interested in establishing their own companies." ndash;ndash; Dr. Edward M. Mazze Dean and the Alfred J. Verrecchiamdash;Hasbro Inc. Leadership Chair in Business College of Business Administration, University of Rhode Island "Although lawyers routinely counsel private business owners on a wide

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