Firm Valuation Resources

Contributed by AIA Knowledge Resources Staff

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SUMMARY

Valuation is a stressful and important aspect of ownership transfer. Often it is best if the valuation process is led by a third-party consultant and not the firm's accountant. Here is a list of valuation consultants and resources to search through multiple consultants.

INDEPENDENT THIRD-PARTY ASSESSMENT OF FIRM VALUE

The National Association of Certified Valuation Analysts
NACVA Brickyard Towers, Suite 110
1245 E. Brickyard Road
Salt Lake City, UT 84106
801-486-0600 (phone)
www.nacva.com
NACVA can provide a list of its members who can value architecture firms in your area.

PSMJ Resources Inc.
Frank Stasiowski, FAIA
10 Midland Avenue
Newton, MA 02458
800-537-7765 (phone)
www.psmj.com
PSMJ advises firms on firm valuation and ownership transfer.

ZweigWhite & Associates Inc.
600 Worcester Street
Natick, MA 01760
800-466-6275 (phone)
www.zwa.com
ZWA advises firms on firm valuation and ownership transfer.

Strogoff Consulting
142 Almonte Boulevard
Mill Valley, CA 94941
866-ARCHENG (866-272-4364) (phone)
www.StrogoffConsulting.com

Strogoff Consulting offers independent third party firm valuations, guides firms through ownership transitions, and operates a Confidential Clearinghouse for Mergers & Acquisitions.

FIRM VALUATION AND OWNERSHIP TRANSFER PUBLICATIONS

Architect's Essentials of Ownership Transition
By Peter Piven, FAIA, with William Mandel

Excerpt from the book jacket: "Provides instant access to highly focused, very specific advice on all critical transition phases, including candidate selection, valuation, transfer mechanisms, implementing an ownership transition program, and more. Written by leading experts in the field, it is an indispensable resource for architects, landscape architects, interior designers, and other design professionals planning to participate in an ownership transition."

RESOURCES

More Best Practices

The following AIA Best Practices provide additional information related to this topic:

04.07.10	How Much is Your Firm Really Worth?
04.07.01	Essential Elements of Ownership Transition
04.07.05	Ownership Transition Guidelines

For More Information on This Topic

See also "Ownership Transition" by Hugh Hochberg, *The Architect's Handbook of Professional Practice,* 13th edition, Chapter 6, page 132.

See also the 14th edition of the *Handbook*, which can be ordered from the AIA Bookstore by calling 800-242-3837 (option 4) or by email at bookstore@aia.org.

Keywords

- Practice
- Business planning
- Business structures