Marc D. Bello, CPA/ABV, CVA, MAFF, CFF, MST
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Business Experience:

Partner, Edelstein & Company LLP, Boston, MA (October 2002 – Present)
Specialize in Business Valuation & Litigation Support Services.

Perform valuations of closely held businesses, pass-through entities, professional practices and intangible assets. Valuations have been conducted in connection with shareholder disputes, divorce proceedings, estate and gift taxation, stock option plans, merger and acquisitions and intangible assets.

Industry experience includes manufacturing, service, professional practices, health care, high technology and construction.

Provide litigation support services in the areas of forensic accounting and taxation in connection with Corporate and Partnership disputes and divorce proceedings. Analysis includes damages sustained in connection with lost profits, business interruption, wrongful terminations and hidden income.

Qualified as an expert witness in US Tax Court, Massachusetts Superior Courts and Massachusetts Probate Courts in connection with business valuation and forensic accounting engagements.

Manager of Financial Reporting, Rhodia ChiRex, Boston, MA (May 2001 – October 2002)
Responsible for all the financial reporting and analysis required by our parent company in France, and the internal reporting for our divisions in England, Scotland and the United States. Financial reporting included, monthly closes, quarterly forecasts, weekly budgets and a monthly management report.

Manager, Ambrosi Donahue Congdon & Company P.C., Newburyport, MA (1998- May 2001)
Managed accounting and tax engagements for privately held companies.

Senior, Grant Thornton, Boston, MA (1994 -1998)
Managed various audit and tax engagements for both public and private companies in the manufacturing, utility, retail, banking and service industries.

Education:

Ithaca College, Bachelor of Science in Accounting
Bentley College, Masters of Science in Taxation

Professional Licenses & Certifications:

Certified Public Accountant
Certified Valuation Analyst
Accredited in Business Valuation
Master Analyst in Financial Forensics
Certified in Financial Forensics

Advisory Boards:

Litigation Forensic Board, National Association of Certified Valuators and Analysts, June 2015- May 2018, past chair

Education Quality Assurance Board, National Association of Certified Valuators and Analysts, June 2013- June 2014, past chair

Executive Advisory Board, National Association of Certified Valuators and Analysts, June 2010 - May 2013, past chair

Valuation Credentialing Board, National Association of Certified Valuators and Analysts, June 2008 – May 2010, past chair

Family Law Advisory Committee, Massachusetts Continuing Legal Education

Publications & Publication Reviews:

The Impact of the Tax Cuts and Job Act on Family Law Cases, *Boston Bar Association, Family Law Newsletter*, October 2018

Discovering the Value in Forensic Accounting, *Massachusetts Family Business,* March 2015

Is Your Company at Risk? Take-Away Lessons from the Market Basket Saga, *Massachusetts Family Business,* December 2014

Weighing Divorce Options, *Private Wealth Magazine,* January 7, 2014

Are stock options assets or income? It all depends.., *Massachusetts Lawyers Weekly*, December 9, 2013

Analyzing the History of Bernier After the Most Recent Massachusetts Appeals Court Decision, Bernier II, *Business Valuation Update,* November 2012

Annual Publication - Current Updates in Valuation, National Association of Certified Valuators and Analysts. Co-Author, June 2007-2017

BV Fundamental for CPA's, National Association of Certified Valuators and Analysts. Co-Author, March 2008

Fundamentals, Techniques and Theory, National Association of Certified Valuators and Analysts. Co-Author, 2007

Business Valuations: Applications and Calculations of the Income and Asset Approaches, National Association of Certified Valuators and Analysts. Reviewer, 2007

Professional Memberships:

National Association of Certified Valuators and Analysts
Massachusetts Society of Certified Public Accountants
American Institute of Certified Public Accountants

Community Activity & Honors:

2016, 2015, 2013, 2012, 2011, 2010, 2009 & 2008 Instructor of Exceptional Distinction, National Association of Certified Valuators and Analysts

2009 Outstanding Member Award, National Association of Certified Valuators and Analysts

2009-2015 Camp Bauercrest Board of Directors, Past Treasurer

Speaking Engagements & Presentations:

Instructor for the National Association of Certified Valuators and Analysts (NACVA)

Current Updates and Applications in Valuations", Lead instructor and developer, 2007 – June 2018

Intermediate Business Valuation Workshop, National Association of Certified Valuators and Analysts 2010 - 2016:

- Business Valuation: Intermediate Fundamentals, Techniques & Theory
- Normalizing and Then Projecting Earnings
- Valuation Methods: Alternatives and Decision Criteria
- Advanced Application of the Market Approach
- Advanced Valuation Premiums and Discounts

Business Valuation Accelerator Workshop, 2013 - Present

Other Speaking Engagements:

"The Impact of the Trump Tax Cuts and Job Act on Family Law Cases", Greater Lynn Bar Association and Essex County Bar Association, December 2018

"Alimony/Tax Update Impact of TCJA on Family Law", Greater Newburyport Bar Association, November 2018

"Alimony After Tax Reform", Massachusetts Bar Association, 28th Annual Family Law Conference, November 2018

"Alimony/Tax Update Impact of TCJA on Family Law, Round II – Preserve, Protect & Persevere", Greater Newburyport Bar Association, September 2018

"How Two Valuation Experts Can Arrive at Different Conclusion" NACVA Annual Consultants Conference, Las Vegas, June 2018

"Preserving the Deductibility/Inclusion of Alimony Under the TCJA 2017", American Academy of Matrimonial Lawyers, June 2018

"Tax Cuts & Jobs Act: How the New Law Affects Your Domestic Relations Cases" Barnstable County Bar Association" June 2018

"Alimony Update: The Impact of Tax Reform", MCLE Family Law Conference, May 2018

"The Impact of the New Tax Law for Divorce Matters", Massachusetts Bar Association, 2018 Family Law Spring Symposium, April 2018

“Impact of Tax Reform on Family Law”, The Greater Boston Family Law Inn of Court, April 2018

“Discovering Hidden Assets” MCLE-Family Law Financial Forensics Agenda, Chairperson, Massachusetts Continuing Legal Education, March 2018

“The Impact of the New Tax Law on Collaborative Divorce Matters”, MetroWest PG (MCLC), February 2018

“1st Look” at the Impact on Family Law of the Tax Cuts and Job Act”, Massachusetts Continuing Legal Education, February 2018”

“The Impact of Tax Reform on Family Law” Greater Newburyport Bar Association” January 2018

“Techniques for Discovering Hidden Assets in the Marital Estate”, AICPA Forensic & Valuation Services Conference, Las Vegas, November 2017

”Known or Knowable – Calibrating Your Crystal Ball”, AICPA Forensic & Valuation Services Conference, Las Vegas, November 2017

“When Valuation of Assets & Support Collide in Divorce Cases”, Massachusetts Continuing Legal Education, September 14, 2017

“Double Dip” again and again and again – Bringing Clarity to this Complex Issue, 2017 NACVA/CTI Annual Consultants Conference, June 2017

Valuation Update, 20th Annual Conference-Family Law 2017, Massachusetts Continuing Education, May 19, 2017

“Practical Tips for Managing Small Business Valuations”, Greater Newburyport Bar Association, March 2017

Family Law Financial Forensics, Massachusetts Continuing Legal Education, January 2017

“Trending Matters in Business Valuation and Healthcare Valuation” and “Analyzing Personal Goodwill in Matrimonial and Estate Valuations” NACVA Business Valuation and Healthcare Valuation, Washington DC, September 2016

“The three Valuation Approaches: Challenges and Issues, NACVA/CTI Annual Consultants’ Conference, June 2016

“Overview of Business Valuation”, The Greater Boston Family Law Inn of Court, November 16, 2016.

Family Law Financial Forum 2016, Co-Chair, Massachusetts Continuing Legal Education. Subjects presented included: Financial Discover, Using Experts, and Division of Assets and Support

How and When to Implement a Discount for Lack of Control in Your Valuation, NACVA/CTI Annual Consultants' Conference, June 2015

Business Valuation and Financial Forensics Case Law Update, NACVA/CTI Annual Consultants' Conference, June 2015

Divorce Finance Summit, February 2015, Co-Chair, Massachusetts Continuing Legal Education. Subjects presented included: Overview of Case Hypothetical and Current Trends in Personal Finance, Employment, Small Businesses: Analysis of Issues and Options (Webcast); Income Issues; Business Valuation Overview; Revisiting the Double Dip

Trying Divorce Cases in Massachusetts, Massachusetts Continuing Legal Education, October 2015; Overview of Business Valuation and Methodology

25th Annual Family Law Conference, October 2015, Faculty

Valuation Issues in Divorce, Social Law Library, October 2015, Getting Fair Value For Your Client: Valuation Issues for Massachusetts Law Attorney

NACVA Wisconsin, November 2015, Subjects presented include: S Corps; Cost of Capital; Personal Goodwill

Calculation and Conclusion of Value and other Roles Valuators Play, NACVA/CTI Annual Consultants' Conference, June 2014

Understanding Financial Discovery, Massachusetts Continuing Legal Education, June 2014

Fundamentals of Sophisticated Practice Series Part II: Critical Tax and Creative Compensation Issues, Massachusetts Bar Association, February 5, 2015 and May 13, 2014

Family Law Financial Forum 2014, Co-Chair, Massachusetts Continuing Legal Education. Subjects presented included; Reading and understanding K-1, Misconceptions about Hidden Income, Financial factors relating to business ownership and financial issues in family law. May 2014

Family Law 2014: 17th Annual Conference, "Business Panel on Income", Massachusetts Continuing Legal Education, April 2014

Sophisticated Issues in Western Massachusetts Family Law Practice, Massachusetts Continuing Legal Education, College Education Expenses – Planning, Client Advice and Drafting Tips, February 25, 2014

Uncovering Critical Issues for Valuators, NACVA National Conference, June 2013.

Goodwill-This Time it is Personal but Next Time it is all Business, NACVA Connecticut State Chapter, May 2013

"Expert Testimony: Daubert/Lanigan and Business Valuation, Part 2, the Mock Hearing", Massachusetts Family and Probate American Inn of Court, March 2013

Divorce Finance Summit 2013, Co-Chair, Massachusetts Continuing Legal Education, February 2013.

2012 Annual Consultants Conference, Correlation of Cash Flow and Cost of Capital, Dallas TX, June 2012

15th Annual Family Law Conference, The Correlation Between Support and Alimony, Massachusetts Continuing Legal Education, March 2012

Divorce Finance Summit 2012, Co-Chair, Massachusetts Continuing Legal Education, February 2012

Untangling Financial Matters: Finding Hidden Income; Deciphering Tax Returns; Effective Discover, Alimony Summit 2012 and 2011, Massachusetts Continuing Legal Education.

A Deeper Look Income the Income Approach, California Society of CPA's, May 2011

"Hot Topics in Valuation", North Atlantic Regional Meeting, AGN International, Scottsdale, AZ, May, 2011.

Calculating Divorce: It's Getting Personal, Chair, Massachusetts Continuing Legal Education, June 2011

14th Annual Family Law Conference 2011, "The ABC's of Finance", Massachusetts Continuing Legal Education, April 2011

Divorce Finance Summit 2011, Co-Chair, Massachusetts Continuing Legal Education, February 2011

"Normalizing and Then Projecting Earnings", National Association of Certified Valuators and Analysts, Fall 2010.

"Valuation Methods: Alternatives and Decision Criteria", National Association of Certified Valuators and Analysts, Fall 2010.

"Insight to Understanding Tax Returns and Financial Statements in Domestic Relations Cases", Boston Bar Association, December 2010.

"Asset or Income? Income v. Distribution" 2010 Alimony Summit, Massachusetts Continuing Legal Education, September 2010.

Trying Divorce Cases, Massachusetts Continuing Legal Education, September 2010

"Are They Assets or Are They Income", 2010 Family Law Conference, Massachusetts Continuing Legal Education, March 2010

"A Dialog on Complex Divorce-Related Business Issues", Paul Kane Online, Massachusetts Continuing Legal Education, March 2010

"Different Standards of Value in Litigation Valuations", Valuation, Forensic Accounting, and Litigation Services Conference, Florida Institute of CPA's, January 2010

"Federal Tax Issues in Family Law", 19th Annual Family Law Conference, November 2009

"Compensation & Valuation Issues affecting Alimony", 2009 Alimony Summit, Massachusetts Continuing Legal Education, October 2009

"Impact of New Case Law (including *Bernier & Thornhill*) on Business Valuation", BVR's 2nd Annual Summit on Business Valuation in Divorce, September 2009

"Standards of Value: When Should Fair Value Replace Fair Market Value?" Institute of Business Appraisers Symposium, May 2009

"Reading and Understanding Spreadsheets, Financial Statements & Tax Returns", Massachusetts Continuing Legal Education, July 2009

"Valuation Methods: Alternatives and Decision Criteria", National Association of Certified Valuators and Analysts, November 2008 and December 2009

"Normalizing and Then Projecting Earnings", National Association of Certified Valuators and Analysts, November 2008 and December 2009

"Enhance Your Family Law Financial IQ", Program Chair, Massachusetts Continuing Legal Education, July 2008

"Business Valuation Fundamentals for CPA – A Five-Part Webinar Series", National Association of Certified Valuators and Analysts, April and May 2008

"Business Entities 101", 2008 Family Law Conference, Massachusetts Continuing Legal Education, March 2008

"Complex Issues in Valuation", 2008 Family Law Conference, Massachusetts Continuing Legal Education, March 2008

"Reading and Using Tax Returns in Divorce Cases", Massachusetts Bar Association, February 2008

“Understanding Business Valuation”, Massachusetts Bar Association, February 2008

“Forensic Accounting and Bernier”, Sophisticated Issues in Western Massachusetts Family Law Practice, Massachusetts Continuing Legal Education, Inc., January 2008

Small Business Valuation Case Study Workshop, National Association of Certified Valuators and Analysts, December 2007

“Business Valuation in the Wake of the SJC decision of *Bernier v. Bernier”*, American Academy of Matrimonial Lawyers, Massachusetts Chapter, October 2007

Small Business Valuation Case Study Workshop, National Association of Certified Valuators and Analysts, October 2007

“Hidden Assets: Tactics, Strategies and Discovery Tools; Common Mistakes and How to Avoid Them; Recapture; Stock Options, Vested and Unvested”, Alimony Summit, Massachusetts Continuing Legal Education, September, 2007

“Making Money on Your Valuation Practice, National Association of Certified Valuators and Analysts, 14th Annual Conference, June 2007

“Difficult Assets, Difficult Income: Trick Valuation Issues”, 2007 Family Law Conference, Massachusetts Continuing Legal Education, April 2007

“The Ugly Side of Family Law: How to Get Paid”, 2007 Family Law Conference, Massachusetts Continuing Legal Education, April 2007

“Managing the Engagement”, National Association of Certified Valuators and Analysts, 13th Annual Conference, May 2006

“Critical Business Valuation Issues for Practitioners”, Suffolk University Law School, Center of Advanced Legal Studies, May 2005

“Personal v. Enterprise Goodwill”, Accountants Global Network, Business Valuation Share Group, September 2005