



# Israeloff, Trattner & Co. P.C.

CERTIFIED PUBLIC ACCOUNTANTS • FINANCIAL CONSULTANTS

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**MICHAEL J. GARIBALDI, CPA/ABV/CFF/CGMA, OFFICER**  
**Law Firm Services, Forensic Accounting, Litigation Support**  
**and Valuation Consulting Group**  
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Michael J. Garibaldi is a shareholder of Israeloff, Trattner & Co. He is responsible for client contact, development and satisfaction in providing the Firm's range of services in accounting, auditing, tax, computer and management consulting areas, in accordance with client needs. These responsibilities involve working closely with attorneys as well as the Chief Executive and Financial Officers of the client.

The officer in charge of the Firm's Law Firm Services, Forensic Accounting, Litigation and Valuation Consulting Group, Mr. Garibaldi is one of the industry's leading law firm services experts, with a strong background providing efficient and affordable solutions to the many complex issues facing the legal profession today, including firm governance, partner compensation and profitability issues. A Valuation and Litigation Support expert, Mr. Garibaldi specializes in assisting attorneys and their clients with the financial aspects of a case throughout the litigation process, from contemplation of action through expert witness testimony. He brings an in-depth understanding of the business and technical aspects of valuation, finance and accounting that is required in complex litigation and arbitration cases. His areas of expertise include the management of a law practice, the valuation of closely held businesses, professional practices and professional licenses in the context of a marital dissolution, shareholder or partner dissolution/oppression actions, estate tax and planning, equitable distribution, structuring buy/sell agreements, personal injury, wrongful death or termination, bankruptcy, business loss, breach of contract, mergers and acquisition, sale, embezzlement and fraud. In addition he has expertise in computations of damage and enhanced earnings capacity. Garibaldi and the Firm have consistently ranked first in the New York Law Journal Reader Rankings, or among the top providers in their categories.

Accredited in Business Valuation and Certified in Financial Forensics, Michael Garibaldi is a Chartered Global Management Accountant and qualifies as an expert witness on valuation matters in the Supreme Courts of New York, Nassau, Suffolk, Kings, Queens, Richmond, Orange, Monmouth and Westchester Counties, and has been called upon by the courts to serve as a neutral Expert. Mr. Garibaldi has lectured extensively on litigation services, and teaches his specialty to other professionals.

## PROFESSIONAL EXPERIENCE

- Valuation of minority and controlling interests in closely held businesses and professional practices for the purpose of acquisition, sale, estate tax and estate planning, shareholder litigation, equitable distribution, structuring a buy/sell agreement, financial planning, arbitration and litigation

- Expert witness testimony on valuation matters in New York Supreme, Nassau Supreme, Suffolk Supreme, Kings Supreme, Richmond Supreme, Orange Supreme, Monmouth Supreme and Westchester Supreme Courts, as well as court-appointed neutral expert
- Accounting officer responsible for the accounting, auditing, tax, financial reporting and management consulting services provided to law firms and other professional service firms as well as manufacturing, wholesale/retail, medical, restaurants/hospitality, artists and galleries, construction and real estate clients
- Accounting officer responsible for the accounting, tax planning and financial reporting for clients, including a multi-million dollar retail chain of piano wholesalers/retailers
- Performed due diligence reviews for potential real estate acquisitions
- Computations of enhanced earnings capacity and the value of professional licenses in matrimonial actions
- Damage computations for lost profits and breach of contract
- Audits of internal control policies and procedures and the development of corrective actions.
- Forensic accounting, including investigation, gathering and analysis of financial data
- Financial reporting and management advisory services related to client financing needs, management information, tax compliance, acquisition, sale, real estate conversion and public offering
- Representation of the Equity Shareholders and/or Debtor in Bankruptcy proceedings
- Expert witness testimony in Court and at depositions

#### EDUCATION

- Graduate of Hofstra University  
Bachelor of Business Administration – Accounting

#### CREDENTIALS

- Certified Public Accountant licensed in the State of New York
- Accredited in Business Valuation (ABV) by the American Institute of Certified Public Accountants (AICPA)
- Certified in Financial Forensics (CFF) by the American Institute of Certified Public Accountants (AICPA)
- Recognized as a Chartered Global Management Accountant (CGMA) by the Association of International Certified Professional Accountants

### SPECIAL ACHIEVEMENTS & AWARDS

- Named 2015 Top CEO by Long Island Business News
- Named Top Accountant by The New York Enterprise Report, 2013
- Reverend Monsignor Thomas J. Hartman Humanitarian Award For Excellence in Accounting, 2012

### PROFESSIONAL ACTIVITIES

- Candidate Member of the American Society of Appraisers (ASA)
- Member of the Institute of Business Appraisers (IBA)
- Past President and former Member of the Board of Directors of the Nassau Chapter of the New York State Society of Certified Public Accountants (NYSSCPA)
- Held a variety of positions on the Litigation Support Committee of the Nassau County and State Chapters of the New York State Society of Certified Public Accountants (NYSSCPA) including Chairman, Vice Chair, Secretary and Member
- Member of the Long Island Chapter of The American Society of Appraisers
- Member of the American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA)
- Member of the Association of Certified Fraud Examiners
- Member of the American Bar Association Law Practice Management Section
- Past Member of the AICPA MCS Business Valuation and Appraisals Subcommittee
- Past Chairman of the Business Valuation Subcommittee of the Litigation Support Committee of the Nassau Chapter of the NYSSCPA
- Past Member of the NYSSCPA Suffolk Chapter Committee for Cooperation with Attorneys
- Past Member of Accounting and Auditing Committee of the NYSSCPA-Suffolk Chapter
- Past Member of the State Chapter of the NYSSCPA Committee For Cooperation with Commercial Credit Grantors

### SPEAKING ENGAGEMENTS AND PUBLICATIONS

- Roundtable discussion leader for the Israeloff Law Firm Managing Partner Roundtables, a quarterly series of Continuing Legal Education programs held in New York City and on Long Island which focus on the many issues affecting the practice of a law firm.
- Instructor of the AICPA Certificate of Educational Achievement Program in Business Valuation, 1996, 1998, 1999, 2000
- "Fraud – How To Minimize Risk & Safeguard Your Company," continuing education program sponsored by Citibank, 2006-2011
- "Protecting Your Business From Fraud – Minimizing Risk To Safeguard Your Firm and Help Protect Your Clients," CLE Seminars sponsored by Sterling National Bank, 2006

- “Unraveling The Mysteries of Valuation,” CLE Program, 2010
- “The Value of A Professional Practice -- Succession Planning & The Next Generation,” CLE program, New York State Bar Association-senior Lawyers Section, 2011
- Retirement Planning For Attorneys & Their Clients,’ CLE program, NYS Bar Association, Senior Lawyers Section, 2010-Present
- Member of the National Editorial Board of Advocates Edge, a newsletter designed to help attorneys better understand the intricacies in forensic accounting, valuation, financial statement analysis and expert testimony. 2006 to Present
- Member of the National Editorial Board for Law Firm Management, a publication designed for attorneys featuring a broad range of relevant accounting, tax, practice management, client relations, technology and profitability issues. 2006 to Present
- Member of the National Editorial Board of Ideas & Trends, a newsletter designed for individuals and small business owners. Topics include business management issues, audits and internal controls, tax and financial planning, strategic and succession planning. 2007 to Present
- “The Top Secrets Of A Successful Law Practice,” CLE Seminar sponsored by HSBC Professional & Executive Banking Group, November 2004
- “Guiding You And Your Clients Towards Success – A Morning With The Experts” CLE Seminar sponsored by Citibank Professional Markets Group, November 2004
- “Protecting Your Livelihood” CLE Seminar, Nassau Suffolk Trial Lawyers Association, October 2004, February 2006, Suffolk Bar Association, April 2005, Nassau Women’s Bar Association, February 2006, February 2008, Sterling Bank, April 2007, Citibank 2010
- “Proper Accounting For An Attorney’s Escrow Account,” CLE Program, New York County Lawyers Association, 2004 through Present
- “Marketing For Lawyers: Creating A Successful Rainmaking Program For Your Practice,” New York Country Lawyers Association, August 2005
- “Everything You Wanted To Know About ElderCare – A Morning With The Experts,” CLE Seminar Sponsored by Citibank Professional Markets Group, 2003
- Regular contributing columnist for the official newsletter of the Senior Lawyers Section of the NYS Bar Association
- “Current IRS Thoughts On Discounts and Premia As Viewed Through Recent Tax Court Cases,” 50<sup>th</sup> Annual All Day Tax Conference, NYSSCPA Nassau Chapter, 2002
- “Tackling Partnership Issues -- How To Deal With The Admission, Retirement or Withdrawal Of A Partner To Ensure The Success Of Your Firm,” CLE Seminar sponsored by Citibank Professional Markets Group, October 2002, November 2002

- "Accounting Issues In Starting & Managing Your Own Business," NYU Management Institute School of Professional & Continuing Studies, November 2002, July 2003
- "The ABCs of Business Valuation," CPE Seminar sponsored by HSBC North America, October 2002
- "Law Firm Revenue Drivers – Keys To Enhancing Your Profitability," CLE Seminar sponsored by Citibank Professional- Markets Group, May 2002
- "The Tax Aspects of Alimony and Child Support", Divorce Magazine, June 2001
- "Bankruptcy: Accounting and Reporting Issues," Foundation for Accounting Education (FAE)-approved seminar, November 1994
- "Tax Aspects of Divorce and Separation," Israeloff, Trattner & Co. Foundation for Accounting Education (FAE)-approved seminar, January 1994
- "Valuation of a Closely Held Business," Nassau Chapter 11th Annual Estate Planning Conference, sponsored by the NYSSCPA Estate Planning Committee, June 1993
- "How to Determine the Value of Your Contracting Business," published in the New York Construction News, May 17, 1993
- "Valuation Techniques," Nassau Chapter Litigation Support Conference, sponsored by the Litigation Support Services Committee, NYSSCPA, May 1993
- "Tax and Accounting Issues Involving Troubled Entities," Israeloff, Trattner & Co. Foundation for Accounting Education (FAE)-approved seminar, November 1992
- "The CPA as a Witness," Nassau Chapter of the NYSSCPA Litigation Support Committee meeting and seminar sponsored by the FAE, January 1992
- "Capitalization Rate: Analyze Relevant Factors and Use Appropriate Methods," published in the CPA Litigation Service Counselor, October 1991
- Radio appearance on "Law You Should Know - Valuation of Assets in Legal and Business Matters," WHPC-FM, September 1991
- "CPAs Role in Contract Disputes," All-day conferences sponsored by the Litigation Support Services Committee, May 1991
- "AICPA Standards Pertaining to Litigation Support Services," Nassau Chapter of the NYSSCPA Litigation Support Committee meeting, January 1991
- "Deferred Income Taxes," All Day Tax Conference sponsored by the FAE, 1986
- "Statement of Cash Flows," "Deferred Income Taxes," and various other accounting pronouncements, Israeloff, Trattner & Co. FAE-approved seminars, 1988