In general, auditors are requiring that the most observable inputs be used first, which is good for EAANA members, since your mission requires you to use a market based approach as the primary determinant of value. Also, with regard to the levels described above, as long as your methodology is clearly described in your report the accountants should be able to decide what level of input was used. Individual auditors may be more difficult to work with regarding these matters than others, and we will have to write more in our reports for financial statement purposes regarding sample and method than before. There are examples in FAS 157 that the accountants will be using for guidance in judging the adequacy of your report. It will be very important to know what these examples are, and the Board’s thinking, if you do work in the mergers and acquisitions arena. We will be discussing this further at the Annual Membership meeting in January.

Noreen Domenburg
GET TO KNOW THE MEMBERS

Joseph M. Quicquaro, CSA

I would like to thank EAANA for the invitation to introduce myself. It is truly a privilege to be a member of the EAANA. I would like to take this opportunity to honor and recognize David Lang as my mentor and the one who encouraged me to join this fine organization.

I began my appraisal practice in 1990 providing services to attorneys, restaurant operators, and other appraisers in the Pittsburgh area. Current industry related designations include:

**EAANA:** Equipment Appraisers Association of North America, Member 2002-2009,

CSA, Certified Senior Appraiser. Accredited 2004, 2009

**CFSP:** National Association of Food Equipment Manufacturers


**ServeSafe:** Certification #5201038 National Restaurant Association Educational Foundation accredited by the American national Standards Institute (ANSI) – Conference for Food Protection (CFP) Certified 1/2007, Expires 1/2012

With over thirty seven years of experience, selling, and specifying equipment, I now specialize in retail, industrial and commercial fixtures, office equipment, food service manufacturing, super market, fast food, bakeries, restaurant, convenience stores, wholesale distribution, food equipment manufacturing, and custom stainless fabrication.

Restaurants are feeling the brunt of current economic conditions and equipment suppliers who focus on new restaurant construction are experiencing a decline in new equipment sales as much as 30-40%. Many growth driven chain operators now have a hold on new construction and those who are expanding have reduced their initial capital investment by converting competitor locations that have closed.

In order to better service my current and prospective clients, I have changed my business name to Quicquaro & Associates, LLC and I am currently developing a new web site for that business called restaurantappraisals.net. My focus will be to develop and implement new services to include equipment leasing, project funding, job and equipment cost analysis, a trading post and equipment appraisal services that can be initiated on line. Various articles and publications will be featured and specialized equipment consulting services will be offered. Thank you all for taking the time to get to know me and if you have any questions of comments please feel free to call any time.

EAANA NEWS & UPDATES

20th Annual Membership Meeting

The 20th Annual Membership Meeting is scheduled for January 29 & 30, 2010. Please make your plans to attend, and don’t forget to make your room reservations. The meeting will begin at 8:00AM on Friday, January 29, 2010. We are looking forward to a profitable meeting with speakers that include Andy Fanter from Cyclcast-Intercast, and Eric Kaplan of Kaplan Papadakis & Gournis, P.C. Fred Frank and Noreen Dornenburg will also be giving a presentation. Make your plans to come.

Welcome New Members

Darryl P. Walters, FL
Lucas D. Evans, IL
Allen Waugh, Canada

USPAP

We will be having a 7 hour USPAP class on January 28, 2010. Please get your registration forms in as soon as possible so we can make the proper arrangements.

Update Profile

Please review your directory profile and your EAANA website profile to make sure that it is correct and up to date. Notify Valerie of any changes.

This is the 20th year for EAANA, and we would like to celebrate it with a champagne toast on Friday night at the Annual Membership meeting dinner January 29, 2010. If you would like to help sponsor this memorable event please contact Valerie at 1800-790-1053 or mail@eaana.org. You can give as little as $25.00, and you will be recognized at the meeting for your contribution.