Whitehall Group, L.L.C.

Business Valuation Advisory

Independent calculations of value for privately held companies

Clarity on what your business is worth — and why.

Every transition plan starts with the same question: what is the business worth today?
Most owners are working from a number they picked up somewhere without the data to confirm value.

As a part of our Transition Planning services, Whitehall offers private company valuations to show you what your business is really worth in today's market, supported with facts. Whether you are planning to grow the business, pass it on to family or management, refinance, or sell, your valuation number becomes the starting point for the decisions ahead.

What Actually Drives Business Value:

More Than a Multiple: A company's worth isn't simply earnings times a number. The multiple itself reflects the return the business generates relative to what it costs to fund it.

Return vs. Cost of Capital: Value is created when a company's return on invested capital exceeds its cost of capital — and that gap, not earnings alone, is what a buyer is really paying for.

Operational Efficiency: A business running at its most efficient level supports stronger earnings and commands a higher multiple than one that hasn't optimized operations.

Built for financial & estate planning: Calculations of value are prepared to support financial planning, gifting strategies, buy-sell agreements, and estate and trust planning discussions — wherever a clear, well-supported number is useful.

Conforms to industry standards: Every engagement is performed as a Calculation of Value, conducted and reported in conformity with recognized, referenced professional valuation standards (AICPA SSVS No. 1) — a defined, efficient scope suited to planning purposes.

Fixed price, set up front: Fees are determined and agreed before any work begins — based on the entity, purpose, and complexity of the engagement. No hourly surprises, no scope creep.

Typically complete within 4 weeks: Most engagements are completed and delivered within four weeks of receiving the necessary company financial and operating information.

The Whitehall Difference

"For over 35 years, Whitehall has helped privately held, middle-market manufacturing and distribution companies Drive Change and Deliver Value.

Our experience lets us engage with owners and operators as peers, not just consultants. It is also why we can do more than hand you a number. If your business value needs to improve before you transition, we can advise you on how to improve it."

2025 THE M&A ADVISOR TURNAROUND AWARD WINNER

2023 THE M&A ADVISOR TURNAROUND AWARD WINNER

MANUFACTURING LEADERSHIP AWARDS FROST & SULLIVAN WINNER 2016

ML100 MANUFACTURING LEADERSHIP AWARDS 2012 WINNER

www.whitehallgroupllc.com | (248) 227-3436 | bione@whitehallgroupllc.com