

INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

IPA SPECIAL ISSUE

EXCERPTED IN PART

THE 2014 IPA BEST OF THE BEST FIRMS



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2014 BEST OF THE BEST FIRMS

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THE 2014 IPA BEST OF THE BEST

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SPECIAL ISSUE

IPA BEST OF THE BEST

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IPA Best of the Best firms do more than just perform well. While they show strong growth and profitability, and rank high on numerous key metrics, they also demonstrate an enviable culture. These Best of the Best firms, named annually by INSIDE Public Accounting, are at the top of their game. Firm leaders interested in constant improvement should study what these firms are doing right. This issue of IPA provides a look at the Best of the Best behaviors, attitudes, tools and approaches that produce strong results.



The Best of the Best Class for 2014 have created habits that institutionalized high performance. Evidence of this can be seen in the many familiar names on the list. Half of these firms have been named Best of the Best in previous years.

The Platt Group has been constantly improving its criteria and scoring for the Best of the Best firms based on conversations with MPs, consultants and firm administrators. Ranked on more than 70 criteria, IPA's formula removes imbalances, such as firm size or location, that can skew comparisons among participants in the annual IPA survey and analysis of firms.

INSIDE Public Accounting
2014 BEST OF THE BEST FIRMS

INSIDE PUBLIC ACCOUNTING
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The Platt Group
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2014 BEST OF THE BEST FIRMS

LISTED IN ALPHABETICAL ORDER

| FIRM / HEADQUARTERS | MP / CEO | NET REVENUE | PARTNERS/ STAFF |
|---|-------------------------------------|---------------|--------------------|
| AKT LLP CPAs and Business Consultants / Salem, Ore. | Stephen M. Tatone | \$38,187,487 | 28 / 214 |
| Anchin Block & Anchin LLP / New York | Frank A. Schettino | \$96,000,000 | 54 / 371 |
| Armanino LLP [†] / San Ramon, Calif. | Andy Armanino | \$112,843,137 | 35 / 397 |
| Aronson LLC / Rockville, Md. | Jeffery P. Capron | \$51,200,000 | 31 / 229 |
| Bennett Thrasher LLP / Atlanta | Rick Bennett | \$32,487,995 | 27 / 159 |
| Berkowitz Pollack Brant Advisors & Accountants [†] / Miami | Richard A. Berkowitz | \$38,462,750 | 20 / 164 |
| Berntson Porter & Company PLLC / Bellevue, Wash. | Robert Berntson | \$15,509,069 | 15 / 75 |
| BKD LLP / Springfield, Mo. | Theodore D. Dickman | \$445,292,000 | 243 / 2,103 |
| BlumShapiro / West Hartford, Conn. | Carl R. Johnson | \$61,299,739 | 53 / 357 |
| Boulay PLLP / Eden Prairie, Minn. | Mark DeNucci | \$24,531,000 | 28 / 143 |
| CohnReznick LLP / New York | Thomas Marino / Ken Baggett | \$508,222,000 | 272 / 2,585 |
| Dixon Hughes Goodman LLP / Charlotte, N.C. | Matt Snow | \$329,222,000 | 219 / 1,639 |
| Edelstein & Company LLP [†] / Boston | William D. Mahoney | \$13,500,581 | 10 / 65 |
| Eichstaedt & Lervold LLP / San Francisco | Jill Lervold | \$6,252,920 | 5 / 21 |
| Feeley & Driscoll PC / Boston | Thomas Feeley / Michael Poirier | \$23,566,624 | 9 / 107 |
| Frank Rimerman + Co. LLP ^{†*} / Palo Alto, Calif. | Bryan C. Polster | \$61,959,087 | 21 / 262 |
| Frazier & Deeter LLC ^{†*} / Atlanta | Seth McDaniel | \$52,983,000 | 31 / 187 |
| Habif Arogeti & Wynne LLP / Atlanta | Richard Kopelman | \$64,283,000 | 45 / 282 |
| Hein & Associates LLP / Denver | Brian Mandell-Rice | \$50,706,532 | 32 / 256 |
| Henry & Horne LLP / Tempe, Ariz. | Chuck Goodmiller / Chuck Inderieden | \$20,446,527 | 15 / 96 |
| Holthouse Carlin & Van Trigt LLP ^{†*} / Los Angeles | Philip J. Holthouse | \$84,710,304 | 36 / 335 |
| Katz Sapper & Miller / Indianapolis | David Resnick | \$52,816,500 | 30 / 257 |
| Kaufman Rossin Group / Miami | James R. Kaufman | \$66,500,000 | 45 / 383 |
| Keiter / Henrico, Va. | Mike Gracik | \$21,507,870 | 19 / 126 |
| Kerkering Barberio & Co. / Sarasota, Fla. | Robert J. Lane | \$16,983,704 | 16 / 114 |

*IPA 100 Fastest-Growing Firm. [†]Best of the Best Fastest-Growing Firm.

Source: INSIDE Public Accounting

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2014 BEST OF THE BEST FIRMS
LISTED IN ALPHABETICAL ORDER

| FIRM / HEADQUARTERS | MP / CEO | NET REVENUE | PARTNERS/ STAFF |
|--|------------------------------|--------------|--------------------|
| Kreischer Miller / Horsham, Pa. | Stephen W. Christian | \$29,390,516 | 30 / 166 |
| L. Paul Kassouf & Co. PC / Birmingham, Ala. | Gerard Kassouf | \$9,199,265 | 6 / 58 |
| Lane Gorman Trubitt PLLC / Dallas | Bob Knight | \$16,898,056 | 16 / 90 |
| Lurie Besikof Lapidus & Company LLP / Minneapolis | Beth Kieffer Leonard | \$24,600,000 | 16 / 124 |
| Lutz ^{†*} / Omaha, Neb. | Gary Witt | \$27,097,439 | 28 / 137 |
| Maxwell Locke & Ritter LLP / Austin, Texas | Steven W. Knebel | \$17,903,550 | 19 / 99 |
| MBAF / Miami | Antonio L. Argiz | \$84,200,000 | 49 / 425 |
| McPhillips Roberts & Deans PLC / Norfolk, Va. | Edward J. Amorosso | \$12,330,418 | 12 / 64 |
| Miller Grossbard Advisors LLP / Houston | Russell J. Miller | \$5,805,978 | 2 / 25 |
| Moore Colson ^{†*} / Marietta, Ga. | Bert Mills | \$14,537,042 | 16 / 66 |
| Novogradac & Company LLP / San Francisco | Michael J. Novogradac | \$92,475,587 | 32 / 467 |
| Pannell Kerr Forster of Texas PC / Houston | Kenneth J. Guidry | \$21,318,131 | 16 / 109 |
| PYA / Knoxville, Tenn. | Edward V. Pershing | \$30,034,091 | 19 / 174 |
| Raffa PC / Washington, D.C. | Thomas J. Raffa | \$36,924,317 | 16 / 199 |
| RBZ LLP / Los Angeles | John Schweisberger | \$27,933,000 | 15 / 128 |
| Richey May & Co. LLP [†] / Englewood, Colo. | Kenneth F. Richey | \$10,221,153 | 8 / 57 |
| SaxBST LLP / Clifton, N.J. | Robert Paz / Stephen Ferraro | \$41,891,071 | 40 / 202 |
| SC&H Group / Sparks, Md. | Ronald M. Causey | \$57,717,200 | 40 / 289 |
| Seiler LLP / Redwood City, Calif. | James G. B. DeMartini III | \$36,100,000 | 16 / 151 |
| Sellers Richardson Holman & West LLP / Birmingham, Ala. | Allen Dunn | \$17,457,035 | 14 / 94 |
| Smith & Howard PC ^{†*} / Atlanta | John W. Lucht | \$21,165,455 | 10 / 76 |
| Tanner LLC / Salt Lake City | Jeffrey G. Bickel | \$14,099,248 | 10 / 73 |
| TPP Certified Public Accountants LLC / Overland Park, Kan. | Robert W. Parker | \$5,338,281 | 4 / 26 |
| Weaver / Fort Worth, Texas | Tommy D. Lawler | \$88,102,491 | 63 / 477 |
| Whitley Penn LLP / Fort Worth, Texas | Larry G. Autrey | \$58,712,546 | 38 / 285 |

[†]Best of the Best Fastest-Growing Firm. [×]IPA 200 Fastest-Growing Firm.

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The 2014 IPA Best Of The Best Under \$5 Million



Historically, IPA has set a minimum of \$5 million in net revenue for the annual Best of the Best firms listing. In 2013, IPA recognized five firms that deserved recognition, all under \$5 million.

This year, IPA welcomes 10 firms to the Best of the Best Under \$5 Million list. Two firms, Duggan & Massey and GBH CPAs, are returning for a second year. These firms deserve recognition for their stellar performance and leadership. ■IPA

|    | | |
|--|---------------------|------------------|
| <p>The competitive advantage for accounting firm leaders since 1987</p> <p>2014 BEST OF THE BEST FIRMS</p> <p>UNDER \$5 MILLION</p> <p>LISTED IN ALPHABETICAL ORDER</p> | | |
| FIRM / HEADQUARTERS | MP / CEO | PARTNERS / STAFF |
| Bradley Consulting Group PC ¹ / Lakewood, Colo. | Timothy K. Bradley | 3 / 24 |
| Calvetti Ferguson ² / Houston | Jason Ferguson | 4 / 25 |
| Duggan & Massey PC ³ / Atlanta | Michael W. Thompson | 3 / 19 |
| GBH CPAs PC ⁴ / Houston | Jeff Houston | 3 / 16 |
| GYL Decauwer LLP / Ontario, Calif. | John Lerias | 3 / 21 |
| JGD & Associates LLP / San Diego | Daniel P. Schreiber | 5 / 24 |
| Kentner Sellers LLP / Vandalia, Ohio | Marvin Homan | 5 / 22 |
| Kirsch CPA Group LLC / Fairfield, Ohio | John B. Kirsch | 2 / 19 |
| Wallace Plese + Dreher LLP ⁵ / Tempe, Ariz. | Scott Wallace | 4 / 28 |
| Wheeler Wolfenden & Dwares PA / Wilmington, Del. | David M. Wolfenden | 4 / 18 |

¹Fastest-Growing Best of the Best firm under \$5 million (17.0%) ²Fastest-Growing Best of the Best firm under \$5 million (11.4%) ³Second consecutive year as a Best of the Best in the under \$5 million rankings. ⁴Second consecutive year as a Best of the Best in the under \$5 million rankings. ⁵Fastest-Growing Best of the Best firm under \$5 million (11.8%)

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This customized financial and operational tool provides firms with exclusive benchmarks of how your firm compares, in more than 20 metrics to hundreds of other firms across the U.S., along with the ability to benchmark against the current IPA Best of the Best firms. Broken out by Top, Middle and Bottom Quartiles, along with more than 20 metrics that provide a quick visual snapshot of your firm's overall performance in key areas compared to more than 500 firms. Each of the metrics provides you with a quick and easy snapshot of your overall rankings.*

Revenue Metrics

Charge Hours

**Revenue per
Equity Partner**

**Income per
Equity Partner**

**Revenue per
Employee**

Operational Metrics

Compensation Metrics

Utilization

Income Metrics

The report is customized to firm size based on your firm's revenues (IPA Top 100 firms \$30 million and above, \$10 million to \$30 million, \$5 million to \$10 million and \$2 million to \$5 million.)

Find out more online at www.insidepublicaccounting.com/survey/report-cards/

To order your custom report card, see the order form on the back page of this issue of INSIDE Public Accounting. The custom report card will be available in late September. Please allow three business days for delivery, once ordered.

* Your firm must have participated in the IPA annual survey in order for IPA to provide you the needed data (metrics).

Benchmarking is a systematic process for identifying and implementing best practices.

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NOTE: If your firm is a current member of the associations listed below, you will receive a PDF copy of the full 2014 IPA National Benchmarking Report as part of your association affiliation. Affiliated Associations: **Alliott Group; CPAmerica; CPAConnect; Enterprise Worldwide; Leading Edge Alliance; Moore Stephens and PrimeGlobal.**

ALL REPORTS WILL BE AVAILABLE IN MID-SEPTEMBER

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