



Caring for animals
is your specialty.

Guiding
your practice
is ours.



VETERINARY ACCOUNTING & FINANCIAL CONSULTING



BURZENSKI & COMPANY, PC
VETERINARY FINANCIAL ADVISORS

THE BURZENSKI DIFFERENCE

We're not your father's accountant.


For more than 25 years, Burzenski & Company has been skillfully providing financial management and tax planning services for veterinary practices and their owners. Our customized and personal approach to guiding veterinary practices in all facets of business has earned us a national reputation as leaders in the industry.

Whether your veterinary practice specializes in companion animals, emergency/specialty medicine, equine, bovine, swine, dairy or is a mixed animal practice, our experienced team of professionals understands the needs of veterinary practitioners and can provide the appropriate insight to maximize your financial position and operate more efficiently.

How do practice owners benefit from our services?

- They receive practical recommendations and ideas for ways to improve hospital performance based on what sits behind the numbers.
- They see the difference between their practice and industry benchmarks.
- They understand the financial health and performance of their practice.
- They understand the financial strengths and weaknesses of their practice.
- They have enhanced knowledge of their financial results which includes profitability analysis, break even analysis and an analysis of financial data produced from their veterinary software.

Caring for animals is your specialty. Guiding your practice is ours.



"I have been very pleased with Burzenski & Company and the support they provide my practice. They offer insight that no other CPA office I am aware of could offer. My practice is more successful because of Burzenski & Company, PC."

– Vet Practice Owner, TX

SERVICES

➤ ACCOUNTING & FINANCIAL CONSULTING

- Financial reporting and forecasting
- Management consulting services
- Practice valuations
- Tax planning and preparation
- Reviewing internal controls
- Retirement and succession planning

➤ BOOKKEEPING

- QuickBooks® assistance
- Cloud-based QuickBooks®

➤ FINANCIAL BUDGETS, FORECASTS & PROJECTIONS

- Budget planning
- Start-ups business plans
- Facility expansion & renovation plans
- Merger and acquisition plans

➤ OPERATIONAL CONSULTING

- General and specialty practice management training and mentorship
- Inventory management assistance
- Fee schedule review
- Marketing program development
- Doctor production analysis
- Staff training and development
- Human resources management and recruiting services
- IT support consultation
- Vendor price negotiations
- Equipment selection

➤ PRACTICE VALUATION AND TRANSITION

- Practice sale, merger and acquisition
- Assistance with associate buy-ins
- Assisting with the development of buy/sell agreements between principals
- Assembling credentials to obtain financing
- Preparing estate and gift tax values
- Partnership buy-out and shareholder dissent
- Succession planning
- Divorce and tax planning

The valuation of a veterinary practice cannot be executed by using a simple equation or formula. Our valuations are tailored to the specific needs of a practice and rely on the experience, skill and sound judgment of seasoned professionals. Well-versed in all three major categories of valuation: asset-based, earnings-based and market-based, we will properly identify goals and advise clients regarding the best valuation approach to choose. Our staff can help determine the value of tangible and intangible assets held by practices and their owners to provide an accurate valuation of the practice.

Practice valuation requires judgment, confidence, expertise and financial competence – trademarks of Burzenski & Company, PC.

➤ START-UP CONSULTING

- Choosing a practice entity type for tax purposes
- Applying for ID numbers
- Preparing financial projections, budgets and break even points
- Consulting on construction and equipment purchases
- Establishing accounting systems
- Implementing and training in QuickBooks® systems
- Training of staff and set up of software with proper sales tax codes
- Establishing payroll processing
- Establishing statistical reporting using veterinary software reports



As a veterinary accounting and financial management consulting firm, our proactive approach to client service, ability to anticipate potential problems and tax burdens, use of cutting edge technology and focus on financial planning clearly demonstrates our commitment to providing the best quality services for our clients, without geographic limitation.



"I like the business management and consulting expertise of Burzenski & Company. We have regular phone conversations on business and financial performance. That's where I find additional value. They know the industry and they look to really help develop the business and the profitability of the business."

– Vet Practice Owner, NY

LEADERSHIP

The veterinary practice management team, led by **Gary I. Glassman, CPA** with **Melody Mann Fox, CPA**, has a unique understanding of practice business strategies, tax and accounting services, operational management, financial forecasting and personalized management services for veterinary practices. Our veterinary practice team includes several certified public accountants, a certified veterinary practice manager, senior and staff accountants as well as tax specialists, bookkeepers and certified financial planners.



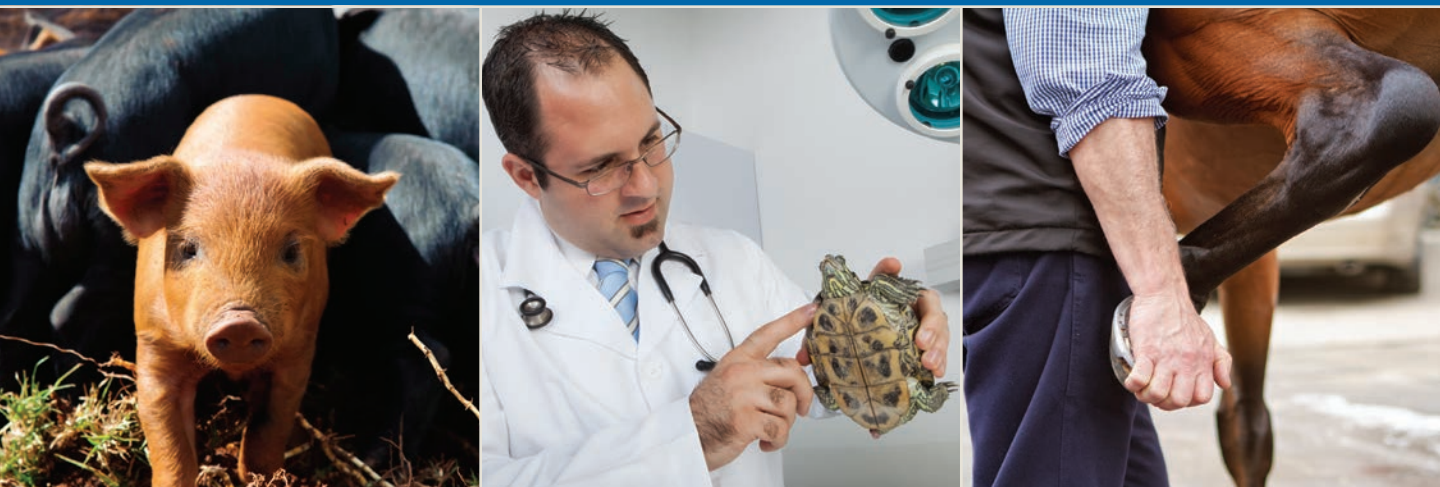
GARY I. GLASSMAN, CPA

is a dog aficionado who has been a partner at Burzenski & Company, PC since 1988. With a focus on veterinary practice management, he specializes in financial management and tax planning for veterinary practices and their owners. He has extensive experience in the areas of practice valuation, related practice sale, merger and acquisition activity, structuring buy/sell agreements as well as hospital expansion and financing. A graduate of the University of Bridgeport with a Bachelor's degree in accounting, Gary is a highly regarded speaker at national and regional veterinary conferences. He is a member of the Veterinary Hospital Managers Association and the American Animal Hospital Association. He is a charter member of VetPartners™ which is a national organization of veterinary advisors and consultants. He also serves on the editorial board of Veterinary Economics and is a member of the American Institute of Certified Public Accountants and the Connecticut Society of Certified Public Accountants.



MELODY MANN FOX, CPA

is a cat lover and a partner at Burzenski & Company, PC. She has expertise in veterinary medicine financial management and tax planning and she is a member of the QuickBooks® Certified ProAdvisors Program. Her experience with veterinary practice accounting and veterinary software helps clients improve their systems and understand difficult or confusing software applications. She has expertise in financial forecasting, problem resolution, tax planning, minimizing tax burdens, planning for cash requirements and internal record-keeping systems. She is a graduate of Bryant University with degrees in business administration and accounting. Melody is a member of the American Institute of Certified Public Accountants and Connecticut Society of Certified Public Accountants. She is a published writer and nationwide speaker regarding budgeting, QuickBooks® and bookkeeping issues.



OUR MISSION

Burzenski & Company, PC is dedicated to aggressively providing advisory, accounting, tax and wealth planning services to stimulate the growth and development of our clients' business and individual interests. Our services are aimed at maximizing our clients' profits while steadfastly seeking to implement long-range, proactive strategies that lighten tax burdens, promote growth and control expenses.

For further information on how your veterinary practice can benefit from working with Burzenski & Company, please contact Gary Glassman, CPA. Email: gary@burzenski.com; Phone: 203.468.8133.



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