

INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

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INSIDE PUBLIC ACCOUNTING

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IPA'S 2007 BEST OF THE BEST SPECIAL EDITION

In this issue, we peel back the curtain and explore what makes these firms tick. We uncover their commonalities, look at what they've accomplished, and explore how their successes can be replicated in other firms across the country. In presenting the statistics of the **IPA Best of the Best** as a collective group, we encourage all firms to benchmark themselves against this elite group of successful firms. ■

Where Are The IPA Best Of The Best?

Competition exists across the country, but fierce competition drives large metropolitan area firms to find ways to excel.

As has been the case for the last few years, firms located in large metropolitan areas on the East Coast and West Coast continue to dominate the lists of IPA Best of the Best firms. Two-thirds of the 25 Best of the Best firms are located in just three areas: California is home to seven of these firms; the Washington, D.C. corridor is headquarters of five; New York can claim four IPA Best of the Best. Miami, Atlanta and Boston collectively are home to five of the firms. Only three of 25 firms can lay claim to being the best of the "interior" states – representing Houston, Dallas and Denver.

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IPA'S 2007 BEST OF THE BEST

AMERICA'S BEST FIRMS BASED ON FISCAL AND MANAGEMENT PERFORMANCE

FIRM/HEADQUARTERS	NET REVENUE	PARTNERS/STAFF		CHIEF EXECUTIVE
Anchin, Block & Anchin / New York	\$76,565,000	52	330	Frank Schettino
Argy, Wiltse & Robinson / McLean, Va.	\$26,224,447	16	142	Paul J. Argy
Armanino McKenna / San Ramon, Calif.	\$49,908,048	23	230	Andy Armanino
Aronson & Company / Rockville, Md.	\$48,500,000	20	217	Lisa J. Cines
Beers & Cutler / Vienna, Va.	\$45,592,016	20	265	Ed Offterdinger
Burr, Pilger & Mayer / San Francisco	\$32,241,275	22	174	Stephen D. Mayer
Citrin Cooperman & Co. / New York	\$60,000,000	55	251	Joel Cooperman
Feeley & Driscoll / Boston	\$22,530,409	11	120	Thomas M. Feeley
Frazier & Deeter / Atlanta	\$25,302,595	12	90	David A. Deeter
Gerson Preston Robinson & Co. / Miami Beach, Fla.	\$16,400,000	9	56	Gary R. Gerson
Grassi & Co. / Lake Success, N.Y.	\$15,213,640	9	79	Louis C. Grassi
Gumbiner Savett Inc. / Santa Monica, Calif.	\$22,829,281	13	102	Michael M. Savoy
Harb, Levy & Weiland / San Francisco	\$17,444,758	12	76	John M. Williamson
Hein & Associates / Denver	\$40,962,012	24	193	Larry Unruh
Holthouse Carlin & Van Trigt / Santa Monica, Calif.	\$41,959,912	19	222	Philip J. Holthouse
Marcum & Kliegman / Melville, N.Y.	\$86,075,965	39	304	Jeffrey M. Weiner
Miller Grossbard & Associates / Houston	\$4,115,624	2	20	Russell J. Miller
Morrison, Brown, Argiz & Farra / Miami	\$45,000,000	23	210	Antonio L. Argiz
Novogradac & Company / San Francisco	\$38,959,896	14	353	Michael Novogradac
Reznick Group / Bethesda, Md.	\$177,664,478	73	1036	Ken Baggett
SC&H Group / Sparks, Md.	\$37,247,324	19	208	Thomas E. Stout
Seiler & Company / Redwood City, Calif.	\$25,451,000	12	125	James DeMartini III
Tauber & Balsler / Atlanta	\$14,026,315	10	50	Mark I. Murovitz
The Schonbraun McCann Group / New York	\$45,570,000	13	191	Bruce S. Schonbraun
Whitley Penn / Fort Worth, Texas	\$22,172,725	10	118	Larry Autrey

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INSIDE Public Accounting 2007 BEST OF THE BEST HONORABLE MENTIONS

FIRM/HEADQUARTERS	NET REVENUE	PARTNERS/STAFF	CHIEF EXECUTIVE
Amper, Politziner & Mattia / Edison, N.J.	\$74,578,000	55 / 448	Philip Politziner
Berkowitz Dick Pollack & Brant / Miami	\$32,382,920	13 / 162	Richard A. Berkowitz
Biscotti, Toback & Co. / Rockville Centre, N.Y.	\$4,520,906	5 / 22	Lou Biscotti
Blackman Kallick Bartelstein / Chicago	\$41,438,626	29 / 205	Daniel Fensin
Braver PC / Newton, Mass.	\$16,418,000	11 / 127	Patrick B. Riley
Crowe Group / Oak Brook Terrace, Ill.	\$430,276,000	213 / 2236	Charles M. Allen
Doeren Mayhew / Troy, Mich.	\$39,440,000	19 / 200	Mark A. Crawford
Geffen, Mesher & Company / Portland, Ore.	\$14,300,561	13 / 84	Michael A. Rompa
Gifford, Hillegass & Ingwersen / Atlanta	\$14,742,120	11 / 81	Richard C. Ingwersen
Greenstein, Rogoff, Olsen & Co. / Fremont, Calif.	\$4,642,302	2 / 25	Alan L. Olsen
Habif, Arogeti & Wynne / Atlanta	\$31,845,000	21 / 181	Joseph D. Simms
HLB Gross Collins / Atlanta	\$9,678,008	8 / 58	Elizabeth Salvati
J.H. Cohn / Roseland, N.J.	\$175,271,000	102 / 798	Thomas J. Marino
Katz, Sapper & Miller / Indianapolis	\$35,319,000	28 / 200	David Resnick
Malone & Bailey / Houston	\$9,670,000	7 / 40	John C. Malone
Marks Paneth & Shron / New York	\$72,000,000	55 / 420	Arnold Gruber Steven C. Baum
Mohler, Nixon & Williams / Campbell, Calif.	\$30,605,414	23 / 161	William P. Kelleher
Moore Stephens Frost / Little Rock, Ark.	\$17,751,613	8 / 105	Daniel M. Peregrin
RBZ, LLP / Los Angeles	\$19,851,001	10 / 93	Tom Schulte
Sellers, Richardson, Watson, Haley & Logan / Birmingham, Ala.	\$7,880,777	6 / 39	Charles E. Sellers
Shea Labagh Dobberstein / San Francisco	\$11,179,508	7 / 52	James Dobberstein
Singer Lewak Greenbaum & Goldstein / Los Angeles	\$34,056,090	25 / 166	David Krajanowski
TR Moore & Company / Houston	\$4,400,000	4 / 20	Timothy R. Moore
Vitale, Caturano & Company / Boston	\$55,040,000	30 / 326	Richard Caturano
WithumSmith+Brown / Princeton, N.J.	\$60,102,000	53 / 310	Ivan Brown

Could Your Firm Be Named As An IPA Best Of The Best, An IPA All-Star Or An IPA Top 100?

Not if you don't participate in the IPA Annual Survey and Analysis of Firms. If you'd like to be considered in this prestigious and comprehensive survey of management and operations at U.S. accounting firms, please make sure you contact our offices over the next 60-days to ensure your participation in the 2007-2008 survey. The survey is used to compile the annual IPA Best of the Best, the IPA Top 100, the IPA All-Stars and the National Benchmarking Report. Contact us: e-mail: editor@plattgroupllc.com or (317) 733-1920. ■

PARTICIPATE IN THE *INSIDE Public Accounting* 2008 ANNUAL SURVEY AND ANALYSIS OF FIRMS

Please enter OUR FIRM in the 2008 Annual Survey and Analysis of Firms participation list.

Name _____ Title _____
Firm _____
City _____ State _____ Zip _____
Phone _____ Fax _____
E-mail Address _____

Please fax (or call us with this) information to: **Fax:** (317) 663-1030

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THE 2007 IPA NATIONAL BENCHMARKING REPORT

The "Report" will be available for shipment in mid to late October 2007

The IPA Benchmarking Report is an unparalleled tool to benchmark your firm's fiscal and management performance against hundreds of accounting firms nationwide.

The Annual INSIDE Public Accounting Benchmarking Report Covers:

Fees	Fees by Practice Area
Net Income per Partner	Staff Salaries
Partner Compensation	Benefits Offered
Professional Staff Charge Hours	Partner Level Workloads
Marketing Staff Salaries	Utilization
Partner Retirement Issues	MIS Staff and Salaries
Niche Areas	Marketing Costs
Growth Trends	Retirement Plans
Partner Benefits	Marketing Staff
Fees per Charge Hour	Administrative Salaries
Partner Charge Hours	Personnel Costs

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