

INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

September 2011
Volume 25, Number 9

SPECIAL EDITION THE 2011 BEST OF THE BEST

SPECIAL EDITION

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INSIDE Public Accounting (IPA) is pleased to present its 18th annual Best of the Best Firms issue. Selected exclusively on more than 50 criteria, these firms are maximizing every effort to move forward in best-practices style.

IPA's proprietary scoring system removes imbalances – such as firm size or proximity to a major metropolitan area – that can skew comparisons among participants in the Annual IPA Survey and Analysis of Firms. The result is a clear picture of the IPA Best of the Best firms. It's no surprise that many of these firms are named as "Best Firms to Work For" across the country. Kudos to all. ■IPA

"The way to do is to be." – Lao Tzu, Chinese philosopher

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In business, results matter. For 18 years, IPA has named the Best of the Best firms – those firms that have turned in exceptional performance, regardless of outside factors. In any economy – up or down – clues for what to do, where to focus and how to practice can be found in the IPA Best of the Best.

BEYOND THE IPA 100

The Fastest-Growing 15

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Rankings And More 20

The 2011 Best of the Best stand out as well-managed and well-executed examples of how to succeed regardless of the economy. Size wasn't a factor – the largest firm to make the cut is \$71.4 million and the smallest is \$7.5 million. The Best of the Best Honorable Mentions also represent a wide variety of firms – two are over \$200 million and six are under \$10 million. The firms identified as Best of the Best may change from year to year, but they share the same building blocks that lead to success. The fundamentals of these firms are a timeless reminder of what goes into being the very best. ■IPA



INSIDE PUBLIC ACCOUNTING
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INSIDE Public Accounting 2011 BEST OF THE BEST FIRMS

FIRM / HEADQUARTERS	CHIEF EXECUTIVE	NET REVENUE	PARTNERS / STAFF
Argy, Wiltse & Robinson PC** / McLean, Va.	Paul J. Argy	\$50,003,865	28 / 236
Armanino McKenna LLP** / San Ramon, Calif.	Andy Armanino	\$71,446,693	33 / 272
Blackman Kallick LLP / Chicago	Steven Schneider	\$50,471,336	30 / 221
Doeren Mayhew / Troy, Mich.	Mark A. Crawford	\$37,700,000	34 / 192
Frank, Rimerman + Co. LLP / Palo Alto, Calif.	Bryan C. Polster	\$47,500,000	18 / 216
Frazier & Deeter LLC / Atlanta	W. Seth McDaniel	\$34,889,000	24 / 136
Gifford, Hillegass & Ingwersen LLP / Atlanta	Dick Ingwersen	\$14,575,750	11 / 72
Gramkow Carnevale Seifert & Co. LLC / Oradell, N.J.	Ted Carnevale	\$7,537,160	6 / 27
Grassi & Co.** / Jericho, N.Y.	Louis Grassi	\$24,726,598	17 / 121
Greer & Walker LLP / Charlotte, N.C.	C. Greer / K. Walker	\$13,523,206	9 / 74
Gurseay Schneider LLP / Los Angeles	Stephan Wasserman	\$24,232,275	8 / 111
Hein & Associates LLP / Denver	Brian Mandell-Rice	\$45,915,330	29 / 242
Holthouse Carlin & Van Trigt LLP** / Los Angeles	Philip J. Holthouse	\$63,715,670	28 / 271
Kaufman Rossin Group** / Miami	James R. Kaufman	\$51,200,000	38 / 291
Kiesling Associates LLP / West Des Moines, Iowa	Joe Gerot	\$11,902,048	11 / 81
Lane Gorman Trubitt PLLC / Dallas	Bob Knight	\$15,317,706	16 / 88
Lutz & Company PC / Omaha	Gary Witt	\$19,386,492	21 / 105
Moore Stephens Wurth Frazer and Torbet LLP ¹ / Brea, Calif.	Jeff Jones	\$22,060,984	10 / 78
Morrison, Brown, Argiz & Farra LLC / Miami	Antonio L. Argiz	\$68,100,000	35 / 283
Novogradac & Company LLP** / San Francisco	Michael J. Novogradac	\$65,409,310	26 / 414
Seiler LLP / Redwood City, Calif.	James G.B. DeMartini III	\$31,900,000	16 / 143
Sellers, Richardson, Holman & West LLP / Birmingham, Ala.	J. Allen Dunn II	\$14,610,279	13 / 84
Smith & Howard PC / Atlanta	John W. Lucht	\$17,876,941	9 / 67
Tanner LLC / Salt Lake City	Jeffrey G. Bickel	\$12,113,297	7 / 64
Whitley Penn LLP / Fort Worth, Texas	Larry G. Autrey	\$32,067,688	22 / 151

*Top 100 Fastest-Growing Firm. **Best of the Best Fastest-Growing Firm. *Beyond The IPA 100 Fastest-Growing Firm. ¹Formerly Frazer Frost.

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INSIDE Public Accounting 2011 BEST OF THE BEST HONORABLE MENTIONS

FIRM / HEADQUARTERS	CHIEF EXECUTIVE	NET REVENUE	PARTNERS / STAFF
AKT LLP CPA's and Business Consultants / Salem, Ore.	Stephen M. Tatone	\$31,838,600	27 / 196
Alpern Rosenthal* [†] / Pittsburgh	Alexander Paul	\$34,065,276	31 / 188
Aronson LLC ² / Rockville, Md.	Jeffery P. Capron	\$47,350,000	27 / 218
Bennett Thrasher PC / Atlanta	Michael Dukes	\$24,150,000	20 / 135
BGBC Partners LLP / Indianapolis	Steve Eichenberger	\$8,155,618	6 / 45
BKD LLP / Springfield, Mo.	Neal D. Spencer	\$390,684,000	246 / 1,833
Corbett, Duncan & Hubly PC / Itasca, Ill.	William E. Hubly II	\$7,291,073	6 / 44
DiCicco, Gulman & Company LLP / Woburn, Mass.	Leonard N. DiCicco Jr.	\$14,964,920	10 / 87
Feeley & Driscoll PC / Boston	T. Feeley / M. Poirier	\$23,624,549	14 / 106
Frost PLLC ³ / Little Rock, Ark.	Cheryl F. Shuffield	\$23,137,696	9 / 135
GBQ Holdings LLC / Columbus, Ohio	Darci L. Congrove	\$17,779,737	12 / 97
Gelman, Rosenberg & Freedman PC / Bethesda, Md.	David F. Graling	\$17,646,514	13 / 90
Henderson Hutcherson & McCullough PLLC / Chattanooga, Tenn.	James D. Hutcherson	\$9,453,657	11 / 55
Keiter, Stephens, Hurst, Gary & Shreaves PC / Richmond, Va.	Lewis O. Hall	\$20,867,835	19 / 120
Kreischer Miller / Horsham, Pa.	Stephen W. Christian	\$25,301,369	24 / 157
MaloneBailey LLP ^{†×} / Houston	John C. Malone	\$14,300,000	7 / 74
Maxwell Locke & Ritter LLP [×] / Austin, Texas	Steven Knebel	\$13,806,033	16 / 87
Mowery & Schoenfeld LLC / Lincolnshire, Ill.	Jeffery L. Mowery	\$5,462,272	3 / 27
Murphy, Miller & Baglieri LLP [†] / Glen Rock, N.J.	Philip J. Murphy	\$2,524,000	3 / 13
Porter Keadle Moore LLP / Atlanta	H. Phillip Moore Jr.	\$13,134,300	9 / 75
Reznick Group PC / Bethesda, Md.	Kenneth E. Baggett	\$202,500,000	106 / 1,112
Richey, May & Co. LLP / Englewood, Colo.	Kenneth F. Richey	\$5,038,274	4 / 30
Untracht Early LLC ^{†×} / Florham Park, N.J.	Tracey Early	\$15,237,009	8 / 78
WithumSmith+Brown PC / Princeton, N.J.	William R. Hagaman Jr.	\$76,300,000	70 / 352
Yount, Hyde & Barbour PC / Winchester, Va.	W. Mark Rudolph	\$23,831,943	21 / 130

*Top 100 Fastest-Growing Firm. [†]Best of the Best Fastest-Growing Firm. [×]Beyond The Top 100 Fastest-Growing Firm. ²Changed named from Aronson & Company. ³Formerly Frazer Frost. Copyright ©2011 The Platt Group / INSIDE Public Accounting / www.insidepublicaccounting.com

The 2011 IPA Best Of The Best ‘Firms Of Distinction’



We congratulate all the firms that received Best of the Best designation this year. This is the 18th annual ranking of the IPA Best of the Best, and we are very proud to add new and innovative firms to this coveted list.

KUDOS TO Miami-based **Morrison, Brown, Argiz & Farra**, marking its **NINTH** consecutive year as an IPA Best of the Best. Marking its **EIGHTH** consecutive year as an IPA Best of the Best is Redwood City, Calif.-based **Seiler LLP**.

Firms marking **SIX** consecutive years as an IPA Best of the Best are Lake Success, N.Y.-based **Grassi & Co.** and Santa Monica, Calif.-based **Holthouse Carlin & Van Trigt**.

DEBUTING OR MAKING A COMEBACK AS A BEST OF THE BEST* IN 2011...

Armanino McKenna, San Ramon, Calif.; **Blackman Kallick**, Chicago; **Frank, Rimerman + Co.**, Palo Alto, Calif.; **Frazier & Deeter**, Atlanta; **Gifford, Hillegass & Ingwersen**, Atlanta; **Gramkow Carnevale Seifert & Co.**, Oradell, N.J.; **Greer & Walker**, Charlotte, N.C.; **Gursey | Schneider**, Los Angeles; **Hein & Associates**, Denver; **Kaufman Rossin Group**, Miami; **Kiesling Associates**, West Des Moines, Iowa; **Lane Gorman Trubitt**, Dallas; **Lutz & Company**, Omaha; **Moore Stephens Wurth Frazer and Torbet**, Brea, Calif., and **Sellers, Richardson, Holman & West**, Birmingham, Ala. ■ **IPA**

*Includes only firms listed on page 4.

Coming In The October Issue Of INSIDE Public Accounting...

- ✓ The 2011 IPA All-Star Firms
- ✓ The Most-Recommended Consultants
- ✓ The Most-Admired Peers
- ✓ The Fastest-Growing Firms by Region, Size and the 10 Fastest-Growing firms in 2011 and more!



INSIDE Public Accounting 2011 BEST OF THE BEST FIRMS THREE YEAR TRACK RECORDS ★ = Best Of The Best ✓ = Honorable Mention 🍷 = IPA Top 100 ✖ = IPA Top 200 ⚡ = IPA All-Star *Both firms were an Honorable Mention in 2010, under the name of Frazer Frost LLP, which de-merged in 2010.						
FIRM	HEADQUARTERS	2011	2010	2009	2011 Top 100/200	2011 All-Star
AKT LLP CPAs and Business Consultants	Salem, Ore.	✓			🍷	
Alpern Rosenthal	Pittsburgh	✓			🍷	
Argy, Wiltse & Robinson	McLean, Va.	★	★	★	🍷	
Armanino McKenna LLP	San Ramon, Calif.	★		★	🍷	
Aronson LLC	Rockville, Md.	✓	★	★	🍷	
Bennett Thrasher PC	Atlanta	✓			✖	
BGBC Partners LLP	Indianapolis	✓	★			
BKD LLP	Springfield, Mo.	✓			🍷	⚡
Blackman Kallick LLP	Chicago	★	✓	✓	🍷	
Corbett, Duncan & Hubly PC	Itasca, Ill.	✓		★		
DiCicco, Gulman & Company LLP	Woburn, Mass.	✓			✖	
Doeren Mayhew	Troy, Mich.	★	★		🍷	
Feeley & Driscoll PC	Boston	✓		✓	✖	
Frank, Rimerman + Co. LLP	Palo Alto, Calif.	★			🍷	
Frazier & Deeter LLC	Atlanta	★	✓	★	🍷	⚡
Frost PLLC	Little Rock, Ark.	✓	✓*	★	✖	
GBQ Holdings LLC	Columbus, Ohio	✓	✓		✖	
Gelman, Rosenberg & Freedman PC	Bethesda, Md.	✓		✓	✖	
Gifford, Hillegass & Ingwersen LLP	Atlanta	★		✓	✖	
Gramkow Carnevale Seifert & Co. LLC	Oradell, N.J.	★				
Grassi & Co.	Jericho, N.Y.	★	★	★	✖	
Greer & Walker LLP	Charlotte, N.C.	★			✖	
Gursey Schneider LLP	Los Angeles	★			✖	⚡
Hein & Associates LLP	Denver	★	✓	★	🍷	
Henderson Hutcherson & McCullough PLLC	Chattanooga, Tenn.	✓		✓		
Holthouse Carlin and Van Trigt LLP	Los Angeles	★	★	★	🍷	
Kaufman Rossin Group	Miami	★	✓		🍷	⚡
Keiter, Stephens, Hurst, Gary & Shreaves PC	Richmond, Va.	✓	✓	✓	✖	
Kiesling Associates LLP	West Des Moines, Iowa	★				
Kreisler Miller	Horsham, Pa.	✓			✖	
Lane Gorman Trubitt PLLC	Dallas	★	✓	★	✖	
Lutz & Company PC	Omaha	★			✖	
MaloneBailey LLP	Houston	✓			✖	⚡
Maxwell Locke & Ritter LLP	Austin, Texas	✓	★	✓	✖	
Moore Stephens Wurth Frazer and Torbet LLP	Brea, Calif.	★	✓*	✓	✖	
Morrison, Brown, Argiz & Farra LLC	Miami	★	★	★	🍷	
Mowery & Schoenfeld LLC	Lincolnshire, Ill.	✓				
Murphy, Miller & Baglieri LLP	Glen Rock, N.J.	✓				⚡
Novogradac & Company	San Francisco	★	★	★	🍷	
Porter Keadle Moore LLP	Atlanta	✓			✖	
Reznick Group PC	Bethesda, Md.	✓			🍷	
Richey, May & Co. LLP	Englewood, Colo.	✓	✓			
Seiler LLP	Redwood City, Calif.	★	★	★	🍷	
Sellers, Richardson, Holman & West LLP	Birmingham, Ala.	★			✖	
Smith & Howard PC	Atlanta	★	★		✖	⚡
Tanner LLC	Salt Lake City	★	★			
Untracht Early LLC	Florham Park, N.J.	✓			✖	
WithumSmith+Brown PC	Princeton, N.J.	✓			🍷	
Whitley Penn LLP	Fort Worth, Texas	★	★	★	🍷	
Yount, Hyde & Barbour PC	Winchester, Va.	✓		★	✖	

Register for... *The PRIME Symposium*

professionals reaping intelligence *from* management excellence

Nov. 15-16, 2011



Built around the practices of INSIDE Public Accounting’s Best of the Best, best practices, this inaugural *symposium* is a must-attend EVENT! **Harness the energy of current and past IPA Best of the Best firms and from leaders across the industry.** The lineup of speakers is a who’s who of the profession. This unique event will allow participants a hands-on, interactive experience of best practices from the trenches. Be among the select few to participate in this inaugural event. Register early, as space is limited. **WHERE:** The Conrad Indianapolis Hotel, Indianapolis. **FEES:** First attendee: \$1,295*. Additional attendees from the same firm: \$995*.

Tuesday, Nov. 15

Session 1-Partner Accountability

Session 2-Partner Compensation & Motivation

Luncheon Keynote: Indiana Gov. Mitch Daniels (R) [invited] Topic: Fiscal Responsibility & Making The Tough Decisions as a Leader

Session 3-Best Practice Growth Strategies

Session 4-Individual Breakout Sessions

- 4a Getting Results *from* Partner Retreats
- 4b Partner Compensation - Best Practices
- 4c Growth Strategies of the Best of the Best
- 4d The \$50 Million Secret: Transforming Your Firm into a Business Advisory Culture

5:30 p.m. *The PRIME Symposium* Cocktail Reception

PRESENTERS

Sam Allred, Bob Bunting, Gale Crosley, James DeMartini, Lou Grassi, Tim Michel, Edi Osborne and Neal Spencer and other Best of the Best MPs.

Note: Breakout sessions will be conducted, with a key facilitator, post sessions 1-3 above. A 50- to 60-minute group discussion, broken out by firm size is unique to *The PRIME Symposium*. Breakfast will begin at 7 a.m. on Tuesday and Wednesday. Lunch will be served on Tuesday. A cocktail reception will be held on Tuesday for all PRIME guests.

Wednesday, Nov. 16

Session 5-The 2011 Best of the Best Overview

Session 6-Leading an Accounting Firm, The Pyramid of Success

Session 7-Individual Breakout Sessions

- 7a Implementing Technology Vision & Strategy
- 7b Niche Growth: Thinking Outside *your* Borders
- 7c Creating Synergy Within *your* Firm
- 7d Partner Succession - Best Practices

Session 8-Best-Practice Advice from Best of the Best Leaders and IPA Most-Admired Peers

12:30 p.m. *The PRIME Symposium* Adjourns

PRESENTERS

Bob Bunting, Lisa Cines, Gale Crosley, James DeMartini, Roman Kepczyk, Tim Michel, Neal Spencer and other Best of the Best MPs.

Note: Breakout sessions will be conducted, with a key facilitator, post session 6 above. A 50- to 60-minute group discussion, broken out by firm size is unique to *The PRIME Symposium*.

REGISTER AT

www.insidepublicaccounting.com/prime or print off the registration form on page 13.

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The PRIME Symposium Registration Form

professionals reaping intelligence *from* management excellence

Nov. 15-16, 2011

**Fees: \$1,295 first attendee; \$995 attl. Attendees from same firm.
Each registrant must complete a registration form.**

First Name: _____ Last Name: _____

Firm: _____ Intl. Assoc. Affiliation: _____

Firm Size: < \$10M \$10M-\$20M \$20M-\$40M \$40M-\$75M \$75M-\$150M >\$150M

Name Badge: _____ (as you'd like to appear on your badge)

Full Mailing Address: _____

Phone: _____ E-Mail: _____ (required)

Alt. Contact Info.: _____

No. of Attendees from firm: 1- 2- 3- 4- More than (4) attendees please specify total amount _____

Dietary Needs? Please let us know if you have any special food requirements, i.e. *Vegetarian, Kosher*, etc. below.

Please select *one* breakout session for each of the symposium days.

Tuesday, November 15

- Getting Results *from* Partner Retreats
- Partner Compensation - Best Practices
- Growth Strategies of the Best of the Best
- The \$50 Million Secret: Transforming *Your* Firm into a Business Advisory Culture

Wednesday, November 16

- Implementing Technology Vision & Strategy
- Niche Growth: Thinking Outside *your* Borders
- Creating Synergy Within *Your* Firm
- Partner Succession - Best Practices

*All handouts/supporting materials will be available **ONLINE** by November Nov. 7. Attendees will receive a synopsis of all session materials along with the full agenda for all symposium events upon arrival and guest registration.*

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INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

IPA's Award-Winning Newsletter

Information is everywhere, but INSIDE Public Accounting (IPA) stands above the rest. IPA provides insider information and unique insight and analysis by a team with decades of experience working with CPA firms. That's why accounting professionals since 1987 have turned to IPA, the profession's authoritative, independent newsletter of record. Every month, IPA provides firm leaders and key staff with in-depth articles from managing partners and top consultants, analysis of top issues, best practices, benchmarks, trends and much more.

www.insidepublicaccounting.com/pages/inside-public-accounting.php

IPA's Financial / Operational Performance Report Card

Benchmarking is a systematic process for identifying and implementing best practices. The knowledge gained through the process can be adapted and incorporated into your firm's processes and culture. IPA is offering firm leaders a new tool to quickly and easily compare their firms with others across the nation. The IPA Financial/Operational Performance Report Card ranks 22 metrics to help firms identify areas for improvement. COMPARE AGAINST...Net Revenue (7 metrics); Operational (7 metrics); Net Income (4 metrics); Compensation (4 metrics). Each metric provides you with a snapshot of your overall rankings. Broken out by *Top*, *Middle* and *Bottom Quartiles*, these rankings provide you with an easy-to-read picture of your firm's overall performance in specific areas.

http://www.insidepublicaccounting.com/PDF/IPAs_Report_Card_Sample.pdf

IPA's 2011 National Benchmarking Report

The Gold Standard of CPA Firm Benchmarking

The IPA National Benchmarking Report is an unparalleled tool to benchmark your firm's fiscal and management performance against hundreds of accounting firms nationwide. More than 400 firms are highlighted in this year's report. Each of the 60+ detailed pages is broken out by firm size, geographical location and a line-by-line comparison of the 2011 Best of the Best firms.

www.insidepublicaccounting.com/pages/benchmarking-report.php

INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

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OFFER is valid for IPA current subscribers and IPA survey participants only.

NOTE: If your ASSOCIATION is working with IPA for your association benchmarking survey, you will receive a COMPLIMENTARY copy of the 2011 IPA National Benchmarking Report [PDF] when published. Contact us at (317) 733-1920 for more details on receiving a PRINTED copy of the National Benchmarking Report at a discounted price.

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**Valid for full survey participants only.*

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Check enclosed **Charge my (circle one): Visa / MasterCard** **Sorry, we do NOT accept AMEX.**

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