

# INSIDE Public Accounting

INSIDE Public Accounting  
2011 TOP 100 FIRMS

The competitive advantage for accounting firm leaders since 1987

August 2011  
Volume 25, Number 8

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## COMING IN SEPTEMBER

INSIDE Public Accounting  
2011 TOP 200 FIRMS

INSIDE PUBLIC ACCOUNTING  
A publication of  
The Platt Group  
insidepublicaccounting.com

## THE IPA 2011 TOP 100 ACCOUNTING FIRMS

INSIDE Public Accounting (IPA) is pleased to present the 21<sup>st</sup> annual report on the nation's Top 100 accounting firms. IPA's independent rankings are among the longest-running, most accurate and up-to-date for the nation's largest accounting firms. **[EXCERPTED IN PART]**

"Change is the law of life. And those who look only to the past or present are certain to miss the future." – John F. Kennedy

Top-line growth continues to be a challenge for the Top 100 firms. Although fine-tuning their inner workings contributed to increased stability and a bigger bottom line, half of the Top 100 firms that reported *no* merger/acquisition saw a decline in charge hours, compounding the decreases of 2009. Firms specializing in government contract work were among the few that saw opportunities to add to the charge hour workload.

Firms clearly took more control over bottom-line management, with two-thirds increasing net fees collected per charge hour and 56% increasing margins over last year. Net income for the group was up 3.0%, but net income per equity partner continued a downward slide – a full 17% lower than the peak in 2008.

A gap clearly exists between those who are doing well and those who are struggling to right the ship. Firms in the top quartile of net income per equity partner (NIPP) saw that metric grow by 18% over the previous year, while those in the bottom quartile saw NIPP decline by 3.0%. Leverage in top quartile firms is up slightly – 58% are hiring to take advantage of opportunities and 40% reported reducing the number of equity partners. Leverage in the bottom quartile has decreased 4.0%. Average staff for the top quartile firms was up 1.0%, while the bottom quartile experienced a 1.0% decline.



Forty percent of the Top 100 reduced the number of equity partners during the reporting period, either due to retirement or by firing under-performing partners. Among the 33 non-national firms reporting a reduction in partners (159 partners to be exact), 27% terminated at least one equity partner, and 55% had one or more partners retire during the reporting year.

Net fees for the Top 100 represent more than \$40 billion, with the non-Big 4 representing \$11.7 billion. For the 70 firms that reported net income figures, more than \$1.6 billion in income is shared by more than 2,900 owners and 25,000 staff. With continued focus on the top and bottom lines, many of the Top 100 are poised for success in the coming years. ■IPA

## **EXCERPTED IN PART FROM THE AUGUST 2011 ISSUE OF INSIDE PUBLIC ACCOUNTING**

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**For the complete list of the IPA Top 100, see pages 3-6.** IPA provides both the fiscal month and year-end data for all Top 100 firms and ranks firms by net revenues, unless noted. IPA also notes when a firm provides the same figures for both net and gross revenue.

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## THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
1	1	Deloitte LLP & Subsidiaries <sup>†</sup> / New York	Barry Salzberg	100	5/10	\$10,938,000,000	2.0
2	3	PwC LLP <sup>†1</sup> / New York	Robert Moritz	73	6/10	\$8,034,000,000	-2.3
3	2	Ernst & Young LLP <sup>†</sup> / New York	James S. Turley	77	6/10	\$7,100,000,000	-6.5
4	4	KPMG LLP <sup>†</sup> / New York	John B. Veihmeyer	87	9/10	\$4,889,000,000	-3.7
5	5	RSM McGladrey Inc. and McGladrey & Pullen LLP <sup>2♦</sup> / Minneapolis	C. E. Andrews Joe Adams	85	4/11	\$1,370,424,000	-0.6
6	6	Grant Thornton LLP <sup>♦</sup> / Chicago	Stephen Chipman	50	12/10	\$1,085,696,000	-5.4
7	7	CBIZ & Mayer Hoffman McCann PC <sup>3♦</sup> / Cleveland / Leawood, Kan.	Dave Sibits Bill Hancock	150 / 37	12/10	\$590,600,000	-2.0
8	8	BDO USA LLP <sup>♦</sup> / Chicago	Jack Weisbaum	40	6/11	\$572,000,000	-2.2
9	9	Crowe Horwath LLP / Oak Brook, Ill.	Charles M. Allen	26	3/11	\$498,379,000	3.6
10	10	BKD LLP / Springfield, Mo.	Neal D. Spencer	29	5/11	\$390,684,000	0.8
11	11	Moss Adams LLP / Seattle	Rick Anderson	18	12/10	\$316,000,000	-2.6
12	12	Plante & Moran PLLC / Southfield, Mich.	Gordon E. Krater	18	6/11	\$304,000,000	2.7
13	20/33	Dixon Hughes Goodman LLP <sup>4</sup> / High Point, N.C.	Ken Hughes	31	5/11	\$284,480,000	0.0
14	13	Clifton Gunderson LLP / Milwaukee	Krista M. McMasters	43	5/11	\$254,652,060	-2.7
15	24/27	EisnerAmper LLP <sup>5♦</sup> / New York	Charles Weinstein Howard Cohen	8	1/11	\$254,629,000	1.5
16	15	Marcum LLP <sup>®</sup> / New York	Jeffrey M. Weiner	20	12/10	\$250,800,353	7.3
17	14	Baker Tilly Virchow Krause LLP / Chicago	Timothy Christen	11	5/11	\$242,000,000	1.3
18	16	J.H. Cohn LLP / Roseland, N.J.	Thomas J. Marino	10	1/11	\$235,568,000	1.0
19	18	LarsonAllen LLP <sup>♦</sup> / Minneapolis	Gordon A. Viere	19	10/10	\$227,002,000	1.0
20	19	Reznick Group PC / Bethesda, Md.	Kenneth E. Baggett	10	5/11	\$202,500,000	3.6
21	17	UHY Advisors Inc. <sup>6</sup> / Chicago	Anthony Frabotta Rick Stein	15	12/10	\$200,200,000	-12.0
22	21	ParenteBeard LLC / Philadelphia	Robert J. Ciaruffoli	24	12/10	\$163,756,942	-4.5
23	22	Rothstein Kass / Roseland, N.J.	Steven Kass Howard Altman	8	12/10	\$163,203,000	-3.7
24	23	Eide Bailly LLP / Fargo, N.D.	Jerry A. Topp	19	4/11	\$151,397,012	0.9
25	25	WeiserMazars LLP / New York	Douglas A. Phillips	6	12/10	\$140,000,000	6.1

**Editor's Note:** Most, but not all firms provide Net Revenue for the Top 100 rankings. If firms provide Gross Revenue only, it is noted. For ranking purposes, net revenue includes revenue from mergers. Percentage change excludes merger revenue. <sup>†</sup>Gross revenue reported. <sup>1</sup>Changed named from PricewaterhouseCoopers LLP. <sup>2</sup>RSM McGladrey Inc. and McGladrey & Pullen have an alternative practice structure. <sup>3</sup>CBIZ and Mayer Hoffman McCann PC have an alternative practice structure. <sup>4</sup>Name reflects merger of Dixon Hughes (No. 20/'10) and Goodman & Co. (No. 33/'10). <sup>5</sup>Name reflects merger of Eisner LLP (No. 24/'10) and Amper, Politziner & Mattia (No. 27/'10). <sup>♦</sup>Firm reported only net revenue, data not verified against gross revenue. <sup>®</sup>Firm provided the same gross revenue and net revenue data. <sup>6</sup>UHY Advisors and UHY LLP are affiliated through an alternative practice structure.

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# INSIDE PUBLIC ACCOUNTING

## THE 2011 TOP 100 FIRMS

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'11	'10						
26	26	Wipfli LLP / Milwaukee	Rick Dreher	20	5/11	\$136,500,000	5.3
27	28	Cherry, Bekaert & Holland LLP <sup>♦</sup> / Richmond, Va.	Howard Kies	15	4/11	\$127,474,433	WND
28	31	Citrin Cooperman <sup>7</sup> / New York	Joel A. Cooperman	5	12/10	\$102,000,000	2.2
29	32	Berdon LLP <sup>®</sup> / New York	Stanley H. Freundlich	3	12/10	\$93,000,000	5.7
30	29	Anchin, Block & Anchin LLP / New York	Frank A. Schettino	1	9/10	\$89,000,000	-7.3
31	34	Marks Paneth & Shron LLP / New York	Arthur E. Cannata Mark Levenfus	4	12/10	\$86,358,000	1.3
32	35	Carr, Riggs & Ingram LLC / Enterprise, Ala.	William H. Carr	15	9/10	\$85,850,577	-1.0
33	37	WithumSmith+Brown PC / Princeton, N.J.	William R. Hagaman Jr.	14	6/11	\$76,300,000	4.5
34	36	Rehmann / Saginaw, Mich.	Steven D. Kelly	16	12/10	\$74,989,270	0.0
35	39	Armanino McKenna LLP / San Ramon, Calif.	Andy Armanino	5	12/10	\$71,446,693	9.0
36	38	Kearney & Company / Alexandria, Va.	Ed Kearney	2	12/10	\$70,118,399	9.6
37	42	Morrison, Brown, Argiz & Farra LLP / Miami	Antonio L. Argiz	7	12/10	\$68,100,000	4.0
38	40	Weaver / Fort Worth, Texas	Tommy D. Lawler	6	5/11	\$66,414,681	-0.4
39	41	Burr Pilger Mayer Inc. / San Francisco	Stephen D. Mayer	6	12/10	\$65,960,297	1.0
40	44	Novogradac & Company LLP / San Francisco	Michael J. Novogradac	12	12/10	\$65,409,310	10.0
41	45	SS&G Financial Services Inc. / Cleveland	Gary Shamis	8	12/10	\$64,805,096	3.8
42	47	Friedman LLP <sup>♦</sup> / New York	Bruce A. Madnick	4	12/10	\$64,200,000	3.0
43	48	Holthouse Carlin & Van Trigt LLP / Los Angeles	Philip J. Holthouse	6	12/10	\$63,715,670	9.9
44	58	O'Connor Davies Munns & Dobbins LLP / Harrison, N.Y.	Kevin J. Keane	6	12/10	\$63,500,000	7.5
45	43	Schenck SC / Appleton, Wis.	William D. Goodman	8	9/10	\$62,523,680	-1.8
46	53	RubinBrown LLP <sup>♦</sup> / St. Louis	James Castellano John Herber Jr.	3	5/11	\$61,715,000	6.7
47	46	Habif, Arogeti & Wynne LLP / Atlanta	Joseph D. Simms	2	12/10	\$58,984,000	0.0
48	52	Elliott Davis LLC / Greenville, S.C.	Richard E. Davis	10	6/11	\$57,557,980	5.3
49	50	Lattimore Black Morgan & Cain PC / Brentwood, Tenn.	David Morgan	3	5/11	\$55,583,146	0.1
50	55	Sikich LLP / Aurora, Ill.	James A. Sikich	9	12/10	\$55,201,278	-2.4

**Editor's Note:** <sup>♦</sup>Firm reported only net revenue, data not verified against gross. <sup>WND</sup> Cherry, Bekaert & Holland did not disclose organic growth, which would exclude merger activity for the firm's reporting period; net revenue growth includes revenue from mergers, but the percentage change excludes merger revenue. <sup>7</sup>Changed named from Citrin Cooperman & Company LLP. <sup>®</sup>Firm provided the same gross revenue and net revenue data.

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'11	'10						
51	51	Ehrhardt Keefe Steiner & Hottman PC / Denver	Bob Hottman	3	9/10	\$54,596,351	-1.4
52	67	Kaufman Rossin Group / Miami	James R. Kaufman	7	5/11	\$51,200,000	15.1
53	56	Blackman Kallick LLP / Chicago	Steven Schneider	1	12/10	\$50,471,336	0.2
54	72	Blue & Co. LLC / Carmel, Ind.	Douglas M. Hasler	8	12/10	\$50,467,447	3.6
55	68	Argy, Wiltse & Robinson PC / McLean, Va.	Paul J. Argy	3	12/10	\$50,003,865	13.9
56	66	Rosen Seymour Shapss Martin & Co. LLP <sup>®</sup> / New York	Martin Greenberg	4	12/10	\$49,600,000	5.0
57	57	Schneider Downs & Co. Inc. / Pittsburgh	Raymond W. Buehler Jr.	2	6/11	\$48,500,000	-3.3
58	60	Frank, Rimerman + Co. LLP / Palo Alto, Calif.	Bryan C. Polster	5	5/11	\$47,500,000	1.1
59	54	Aronson LLC <sup>®</sup> / Rockville, Md.	Jeffery P. Capron	1	12/10	\$47,350,000	-4.0
60	61	SC&H Group LLC / Sparks, Md.	Ronald M. Causey	3	12/10	\$46,295,688	-1.2
61	70	Watkins Meegan LLC / Bethesda, Md.	Michael R. Micholas	4	12/10	\$46,200,000	7.4
62	63	Hein & Associates LLP / Denver	Brian Mandell-Rice	4	12/10	\$45,915,330	1.0
63	49	Horne LLP / Ridgeland, Miss.	Hugh J. Parker	11	12/10	\$45,804,043	-18.7
64	64	SVA Certified Public Accountants SC / Madison, Wis.	Jack Cotton	5	5/11	\$45,799,647	1.3
65	62	Katz, Sapper & Miller / Indianapolis	David Resnick	1	12/10	\$45,355,000	-3.0
66	69	Clark, Schaefer, Hackett & Co. / Cincinnati	Carl R. Coburn	5	6/11	\$44,943,536	3.0
67	65	Blum, Shapiro & Company PC / West Hartford, Conn.	Carl R. Johnson	2	12/10	\$44,111,633	-1.9
68	73	The Bonadio Group / Pittsford, N.Y.	Thomas Bonadio	6	4/11	\$41,965,109	1.4
69	NR	The Siegfried Group LLP / Wilmington, Del.	Robert L. Siegfried Jr.	16	12/10	\$41,092,005	5.6
70	80	Warren, Averett, Kimbrough & Marino LLC / Birmingham, Ala.	James A. Warren	4	6/11	\$40,433,235	11.0
71	76	Margolin, Winer & Evens LLP <sup>®</sup> / Garden City, N.Y.	Teddy Selinger	2	12/10	\$39,000,000	-2.5
72	77	Postlethwaite & Netterville APAC / Baton Rouge, La.	William E. Balhoff	10	4/11	\$38,537,708	1.0
73	78	Doeren Mayhew / Troy, Mich.	Mark A. Crawford	2	9/10	\$37,700,000	4.4
74	79	SingerLewak / Los Angeles	David Krajjanowski	5	12/10	\$37,120,389	2.1
75	84	Freed Maxick & Battaglia CPAs PC / Buffalo, N.Y.	Ronald J. Soluri Sr.	3	4/11	\$35,751,173	4.8

**Editor's Note:** <sup>®</sup>Firm provided the same gross revenue and net revenue data. <sup>®</sup>Changed name from Aronson & Company.  
<sup>®</sup>Changed FYE to 12/10, reported data from 05/10 through 12/10. NR = Not ranked in 2010.

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'11	'10						
76	97	BerryDunn <sup>10</sup> / Portland, Maine	John M. Chandler	4	6/11	\$34,947,795	14.0
77	87	Frazier & Deeter LLC / Atlanta	W. Seth McDaniel	3	12/10	\$34,889,000	5.0
78	81	Holtz Rubenstein Reminick LLP / Melville, N.Y.	Francis J. Candia	2	9/10	\$34,463,635	-4.1
79	83	Squar, Milner, Peterson, Miranda & Williamson LLP / Newport Beach, Calif.	Stephen P. Milner	5	12/10	\$34,378,007	-1.0
80	82	Lurie Besikof Lapidus & Company LLP <sup>®</sup> / Minneapolis	Beth Kieffer Leonard	1	4/11	\$34,200,000	-4.0
81	91	Alpern Rosenthal / Pittsburgh	Alexander Paul	3	12/10	\$34,065,276	8.8
82	71	Hill, Barth & King LLC / Boardman, Ohio	Chris Allegretti	12	8/10	\$33,500,000	-4.9
83	74	Joseph Decosimo and Company / Chattanooga, Tenn.	Nick Decosimo	8	12/10	\$33,500,000	-18.2*
84	90	Cohen & Company / Cleveland	Randy Myeroff	8	1/11	\$33,441,926	5.0
85	85	Raffa, PC / Washington, D.C.	Thomas J. Raffa	3	12/10	\$33,387,057	-1.0
86	86	Mohler, Nixon & Williams / Campbell, Calif.	Steve Vidlock	3	4/11	\$32,838,202	-2.3
87	105	Honkamp Krueger & Co. PC / Dubuque, Iowa	Gregory C. Burbach	5	12/10	\$32,139,270	13.9
88	98	Whitley Penn LLP / Fort Worth, Texas	Larry G. Autrey	2	12/10	\$32,067,688	5.3
89	92	Seiler LLP / Redwood City, Calif.	James DeMartini III	2	12/10	\$31,900,000	0.3
90	94	AKT LLP CPAs and Business Consultants <sup>11</sup> / Salem, Ore.	Stephen M. Tatone	5	12/10	\$31,838,600	2.8
91	88	Mauldin & Jenkins LLC / Atlanta	Donald L. Luker	4	5/11	\$31,816,479	-2.0
92	89	Vavrinek, Trine, Day and Co. LLP / Rancho Cucamonga, Calif.	Ronald S. White	6	12/10	\$31,807,942	-1.0
93	93	Kemper CPA Group LLP / Greenfield, Ind.	Ronald J. Dezelan	22	4/11	\$31,429,876	-0.5
94	96	Kennedy and Coe LLC / Salina, Kan.	Kurt Siemers	8	3/11	\$30,463,288	-0.9
95	108	MGO <sup>12</sup> / Sacramento, Calif.	Kevin O'Connell	7	12/10	\$29,916,685	-8.5
96	99	Berkowitz Dick Pollack & Brant LLP / Miami	Richard A. Berkowitz	3	12/10	\$29,511,545	-2.6
97	95	Rea & Associates Inc. / New Philadelphia, Ohio	Lee Beall	11	10/10	\$29,060,000	-7.2
98	100	CCR LLP / Westborough, Mass.	David A. Platt	5	12/10	\$28,922,856	-2.5
99	106	Wiss & Company LLP / Livingston, N.J.	Jeffrey Campo	4	3/11	\$28,205,000	-2.5
100	102	Yeo & Yeo PC / Saginaw, Mich.	John M. Kunitzer	8	12/10	\$28,114,662	0.5

**Editor's Note:** <sup>10</sup>Changed named from Berry, Dunn, McNeil & Parker. <sup>®</sup>Firm provided the same gross revenue and net revenue data. \* Firm readjusted net revenue figures from 2010. <sup>11</sup>Changed named from AKT Services LLP. <sup>12</sup>Changed named from Macias Gini O'Connell LLP.

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