

# INSIDE Public Accounting

Excerpted

The competitive advantage for accounting firm leaders since 1987

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## COMING NEXT MONTH

INSIDE Public Accounting  
2013 BEST OF THE BEST FIRMS

INSIDE Public Accounting  
2013 TOP 200 FIRMS

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It was another good year for the nation's largest 100 accounting firms, according to **INSIDE Public Accounting's (IPA) 23<sup>rd</sup>** annual report on the IPA 100. In fact, it appears as if the growth reported last year was no fluke, as this year represents three consecutive years of growth since the downturn that lasted through 2010, and carried over to some extent to 2011.

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**"Vision without execution is hallucination." – Thomas A. Edison**

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While organic revenue growth averaged 5.2% versus 5.6% last year, don't be fooled by a less robust growth rate. In many ways, firms enjoyed a better year than the one before. Last year's uptick followed a dismal 2011, with growth of 1.0%, so the increase in organic revenue this year is noteworthy, given the higher bar set in 2012.

Twenty-four firms, excluding the Big 4, are reporting \$100 million or more in revenues. With five firms reporting revenues of \$90 million and above, we could see more than 29 firms in the \$100 million club within the next few years.

The Big 4 had strong gains, growing \$3.5 billion in revenues this year, or 10.5%, for a total of \$37.2 billion. Last year's numbers showed an 8.7% increase of \$2.7 billion after a down year. The current snapshot may indicate that clients are seeking more services since the economic downturn.

IPA is pleased to continue its 23-year history of reporting on the nation's largest 100 firms. IPA's independent rankings and report is among the longest-running, most accurate and up-to-date report of the nation's largest accounting firms. ■IPA

INSIDE Public Accounting  
2013 TOP 100 FIRMS



## THE 2013 IPA 100

RANKED BY U.S. NET REVENUE

RANK		FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
'13	'12						
1	1	Deloitte LLP <sup>♦</sup> / New York	Joe Echevarria	102	5/12	\$13,067,000,000	9.4
2	2	PwC U.S. <sup>†</sup> / New York	Bob Moritz	72	6/12	\$10,157,000,000	15.1
3	3	EY <sup>†1</sup> / New York	Steve Howe Jr.	78	6/12	\$8,200,000,000	10.2
4	4	KPMG LLP <sup>®</sup> / New York	John B. Veihmeyer	90	9/12	\$5,753,000,000	7.3
5	5	McGladrey LLP / Chicago	Joe Adams	75	4/13	\$1,366,586,000	6.3
6	6	Grant Thornton LLP <sup>♦</sup> / Chicago	Stephen Chipman	54	12/12	\$1,245,356,000	8.7
7	7	BDO USA LLP <sup>♦</sup> / Chicago	Wayne Berson	49	6/13	\$683,000,000	10.5
8	8	CBIZ & Mayer Hoffman McCann PC <sup>2</sup> / Cleveland / Leawood, Kan.	Dave Sibits Bill Hancock	133 / 34	12/12	\$615,000,000	-0.9
9	9	Crowe Horwath LLP / Chicago	Charles M. Allen	28	3/13	\$598,969,420	8.3
10	14/18	CliftonLarsonAllen LLP <sup>3</sup> / Minneapolis	Gordon A. Viero	26	12/12	\$569,170,000	2.1
11	19/20	CohnReznick LLP <sup>4</sup> / New York	Ken Baggett Thomas Marino	25	1/13	\$481,755,000	4.4
12	10	BKD LLP / Springfield, Mo.	Theodore D. Dickman	31	5/13	\$417,934,000	4.0
13	11	Plante Moran <sup>♦</sup> / Southfield, Mich.	Gordon E. Krater	19	6/13	\$411,320,000	6.0
14	12	Moss Adams LLP / Seattle	Chris Schmidt	23	12/12	\$344,000,000	6.5
15	13	Dixon Hughes Goodman LLP / Charlotte, N.C.	Ken Hughes	30	5/13	\$304,194,000	0.4
16	16	Baker Tilly Virchow Krause LLP / Chicago	Timothy Christen	12	6/13	\$301,300,000	7.4
17	17	EisnerAmper LLP <sup>♦</sup> / New York	Howard Cohen Charles Weinstein	8	1/13	\$276,903,000	1.0
18	15	Marcum LLP <sup>®</sup> / New York	Jeffrey M. Weiner	15	12/12	\$275,538,019	0.0
19	22	Rothstein Kass PA / Roseland, N.J.	Howard Altman Steven Kass	8	12/12	\$189,952,884	4.6
20	21	UHY Advisors Inc. <sup>5</sup> / Chicago	Anthony Frabotta Rick Stein	15	12/12	\$188,302,000	3.3
21	24	Eide Bailly LLP <sup>♦</sup> / Fargo, N.D.	David Stende	21	4/13	\$171,226,041	4.4
22	23	ParenteBeard LLC / Philadelphia	Robert J. Ciaruffoli	21	12/12	\$168,706,792	-0.5
23	25	Wipfli LLP / Milwaukee	Rick Dreher	21	5/13	\$165,200,000	5.2
24	26	WeiserMazars LLP <sup>♦</sup> / New York	Douglas A. Phillips	8	8/12	\$132,211,000	-6.2
25	28	Citroin Cooperman & Co. LLP <sup>®</sup> / New York	Joel A. Cooperman	5	12/12	\$131,600,000	5.1

**Key:** For ranking purposes, net revenue includes revenue from mergers. Percentage change excludes merger revenue. Revenues for the Big 4 are U.S.-based only. <sup>♦</sup>Firm reported only net revenue, data not verified against gross. <sup>†</sup>Gross revenue reported and percentage growth is based on gross revenue. <sup>®</sup>Firm provided the same gross and net revenue. <sup>1</sup>Changed name from Ernst & Young LLP. <sup>2</sup>CBIZ and Mayer Hoffman McCann PC have an alternative practice structure. <sup>3</sup>Reported as separate firms in 2012. Combined in 2012. The firms had 69 office locations pre-merger; firm is reporting aggregate total offices by OMP leadership. <sup>4</sup>Reported as separate firms in 2012. Combined in 2012. <sup>5</sup>UHY Advisors and UHY LLP are affiliated through an alternative practice structure.

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# INSIDE Public Accounting

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## THE 2013 IPA 100

RANKED BY U.S. NET REVENUE

## RANK

'13	'12	FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
26	27	Cherry Bekaert LLP <sup>6</sup> / Richmond, Va.	Howard Kies	22	4/13	\$125,917,266	2.0
27	36	Warren Averett LLC / Birmingham, Ala.	James W. Cunningham	15	12/12	\$111,602,056	7.1
28	29	Carr Riggs & Ingram LLC <sup>6</sup> / Enterprise, Ala.	William H. Carr	18	9/12	\$111,328,285	4.4
29	35	Armanino LLP <sup>7</sup> / San Ramon, Calif.	Andy Armanino	7	12/12	\$99,758,918	15.6
30	30	Berdon LLP <sup>6</sup> / New York	Mark G. Bosswick Stuart B. Kotler	2	12/12	\$97,000,000	2.1
31	33	WithumSmith+Brown PC / Princeton, N.J.	William R. Hagaman Jr.	14	6/13	\$96,784,000	6.9
32	31	Anchin Block & Anchin LLP / New York	Frank A. Schettino	1	9/12	\$93,000,000	1.1
33	32	Rehmann <sup>4</sup> / Saginaw, Mich.	Steven D. Kelly	20	12/12	\$90,500,000	0.0
34	34	Marks Paneth & Shron LLP / New York	Mark Levenfus Harold Moehringer	3	12/12	\$86,931,000	4.0
35	40	O'Connor Davies LLP / Harrison, N.Y.	Kevin J. Keane	7	12/12	\$84,500,000	13.0
36	41	Novogradac & Company LLP / San Francisco	Michael J. Novogradac	15	12/12	\$84,053,378	16.3
37	39	Weaver / Fort Worth, Texas	Tommy D. Lawler	7	5/13	\$83,353,290	11.5
38	37	MBAF / Miami	Antonio L. Argiz	9	12/12	\$83,000,000	3.5
39	45	SS&G Inc. / Cleveland	Robert Littman	10	12/12	\$79,140,000	9.9
40	38	Kearney & Company / Alexandria, Va.	Ed Kearney	2	12/12	\$78,000,000	-2.2
41	47	Sikich LLP / Naperville, Ill.	James A. Sikich	10	12/12	\$76,421,813	5.0
42	43	Holthouse Carlin & Van Trigt LLP / Los Angeles	Philip J. Holthouse	8	12/12	\$72,572,734	8.1
43	42	Burr Pilger Mayer Inc. / San Francisco	Curtis Burr	6	12/12	\$71,113,729	0.6
44	46	RubinBrown LLP / St. Louis	James Castellano John Herber Jr.	3	5/13	\$68,151,000	3.3
45	49	Schenck SC / Appleton, Wis.	William D. Goodman	9	9/12	\$67,490,854	4.3
46	51	Lattimore Black Morgan & Cain / Brentwood, Tenn.	David Morgan	3	5/13	\$67,230,787	10.4
47	44	Friedman LLP / New York	Bruce A. Madnick	7	12/12	\$67,005,634	0.0
48	48	The Siegfried Group LLP <sup>6</sup> / Wilmington, Del.	Robert L. Siegfried Jr.	16	12/12	\$66,018,391	0.1
49	54	HORNE LLP / Ridgeland, Miss.	Joey D. Havens Jr.	12	12/12	\$63,521,493	11.7
50	56	Kaufman Rossin Group / Miami	James R. Kaufman	9	5/13	\$63,500,000	16.7

**Key:** <sup>4</sup>Firm reported only net revenue, data not verified against gross. <sup>6</sup>Firm provided the same gross and net revenue.  
<sup>6</sup>Changed named from Cherry Bekaert & Holland LLP. In 2012, Cherry Bekaert reported number of markets served, not the number of offices. <sup>7</sup>Changed named from Armanino McKenna LLP.

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'13	'12						
51	52	EKS&H <sup>8</sup> / Denver	Bob Hottman	3	9/12	\$63,376,510	8.4
52	50	Elliott Davis LLC / Greenville, S.C.	Rick Davis	7	6/13	\$60,802,095	7.1
53	53	Habif Arogeti & Wynne LLP / Atlanta	Richard Kopelman	1	12/12	\$60,294,000	3.6
54	55	Blue & Co. LLC / Carmel, Ind.	Brad Shaw	8	12/12	\$59,706,920	8.4
55	62	Frank Rimerman + Co. LLP / Palo Alto, Calif.	Bryan C. Polster	5	12/12	\$55,172,345	14.2
56	66	The Bonadio Group / Pittsford, N.Y.	Thomas Bonadio	8	4/13	\$54,212,619	13.0
57	65	SC&H Group / Sparks, Md.	Ronald M. Causey	3	12/12	\$53,902,000	8.7
58	57	Schneider Downs & Co. Inc. / Pittsburgh	Raymond W. Buehler Jr.	2	6/13	\$53,500,000	2.3
59	70	Clark Schaefer Hackett & Co. / Cincinnati	Carl R. Coburn	5	6/13	\$52,196,347	2.9
60	61	SVA Certified Public Accountants SC <sup>9</sup> / Madison, Wis.	Carl E. Schultz	7	5/12	\$51,645,196	1.1
61	73	Nigro Karlin Segal & Feldstein LLP / Los Angeles	Mickey Segal	2	12/12	\$50,496,481	12.4
62	58	Aronson LLC / Rockville, Md.	Jeffery P. Capron	1	12/12	\$49,950,000	-4.0
63	68	Katz Sapper & Miller / Indianapolis	David Resnick	3	12/12	\$49,172,700	5.4
64	60	Rosen Seymour Shapss Martin & Co. LLP <sup>®</sup> / New York	Michael Bernstein	4	12/12	\$49,000,000	-5.2
65	80	Whitley Penn LLP / Fort Worth, Texas	Larry G. Autrey	5	12/12	\$48,992,306	12.3
66	69	Hein & Associates LLP / Denver	Brian Mandell-Rice	4	12/12	\$48,555,758	7.0
67	63	Watkins Meegan LLC / Bethesda, Md.	Michael R. Micholas	4	12/12	\$48,250,000	-3.9
68	67	Blum Shapiro & Company PC / West Hartford, Conn.	Carl R. Johnson	3	12/12	\$47,841,509	1.2
69	72	Postlethwaite & Netterville APAC / Baton Rouge, La.	William E. Balhoff	10	4/13	\$47,069,544	12.5
70	71	Doeren Mayhew / Troy, Mich.	Mark A. Crawford	2	9/12	\$44,300,000	2.3
71	82	Frazier & Deeter LLC / Atlanta	Seth McDaniel	3	12/12	\$44,100,000	8.0
72	76	BerryDunn / Portland, Maine	John M. Chandler	5	6/13	\$43,115,630	9.2
73	81	Cohen & Company / Cleveland	Randall Myeroff	6	1/13	\$40,775,615	9.2
74	78	Squar Milner Peterson Miranda & Williamson LLP / Newport Beach, Calif.	Stephen P. Milner	5	12/12	\$40,206,178	6.0
75	83	Grassi & Co. / New York	Louis C. Grassi	2	4/13	\$39,983,225	8.2

**Key:** <sup>®</sup>Firm provided the same gross and net revenue. <sup>8</sup>Changed named from Ehrhardt Keefe Steiner & Hottman PC.  
<sup>9</sup>Firm reported previous year's data, no financial change from 2012 report.

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'13	'12						
76	84	Alpern Rosenthal / Pittsburgh	Alexander Paul	4	12/12	\$39,250,243	3.6
77	74	Margolin Winer & Evens LLP <sup>®</sup> / Garden City, N.Y.	Teddy Selinger	2	12/12	\$39,000,000	WND
78	77	Mauldin & Jenkins LLC / Atlanta	Donald L. Luker	5	5/13	\$38,836,987	-0.9
79	75	SingerLewak / Los Angeles	Jim Pitrat	6	10/12	\$38,806,369	-2.8
80	79	Freed Maxick CPAs PC / Buffalo, N.Y.	Ronald J. Soluri Sr.	4	4/13	\$38,673,342	2.7
81	86	Honkamp Krueger & Co. PC / Dubuque, Iowa	Gregory C. Burbach	5	12/12	\$37,520,507	6.7
82	91	Raich Ende Malter & Co. LLP / New York	Ellis Ende	4	12/12	\$37,273,091	11.7
83	102	Mountjoy Chilton Medley LLP / Louisville, Ky.	Diane Medley	5	12/12	\$37,237,068	2.0
84	95	Reinsel Kuntz Leshner LLP / Lancaster, Pa.	Edward W. Monborne	5	12/12	\$37,108,571	9.9
85	103	Macias Gini & O'Connell LLP / Sacramento, Calif.	Kevin J. O'Connell	9	12/12	\$36,164,042	10.1
86	89	Joseph Decosimo and Company / Chattanooga, Tenn.	Nick Decosimo	9	12/12	\$35,631,000	4.8
87	92	Raffa PC / Washington, D.C.	Thomas J. Raffa	3	12/12	\$35,596,288	7.8
88	85	Hill Barth & King LLC / Boardman, Ohio	Chris Allegretti	12	8/12	\$35,400,000	-1.8
89	98	AKT LLP CPAs and Business Consultants / Salem, Ore.	Stephen M. Tatone	6	12/12	\$35,208,300	4.3
90	96	Berkowitz Pollack Brant Advisors & Accountants / Miami	Richard A. Berkowitz	3	12/12	\$34,208,980	6.7
91	94	Wiss & Company LLP / Livingston, N.J.	Paul L. Peterson	4	3/13	\$34,175,000	4.0
92	90	Kemper CPA Group LLP / Greenfield, Ind.	Ronald J. Dezelan	22	4/13	\$34,167,204	1.9
93	93	Seiler LLP / Redwood City, Calif.	James DeMartini III	2	12/12	\$34,100,000	3.7
94	101	Gallina LLP / Roseville, Calif.	Lawrence R. Taylor	9	12/12	\$33,968,968	6.7
95	97	Kennedy and Coe LLC / Salina, Kan.	Jeff Wald	8	3/13	\$33,780,149	5.9
96	87	Holtz Rubenstein Reminick LLP <sup>10</sup> / Melville, N.Y.	Barry Garfield	2	9/12	\$33,628,164	-3.0
97	NR	PragerMetis International LLC <sup>11</sup> / New York	Glenn Friedman David Neste	7	12/12	\$32,320,000	5.0
98	99	Vavrinek Trine Day and Co. / Rancho Cucamonga, Calif.	Ronald S. White	7	12/12	\$31,683,224	0.4
99	104	Rea & Associates Inc. / New Philadelphia, Ohio	Lee Beall	11	10/12	\$31,226,029	7.0
100	100	Kahn Litwin Renza & Co. Ltd. / Providence, R.I.	Alan H. Litwin	5	12/12	\$30,863,597	0.0

**Key:** <sup>®</sup>Firm provided the same gross and net revenue. WND: Firm would not disclose growth to IPA. <sup>10</sup> Holtz Rubenstein Reminick merged with Baker Tilly Virchow Krause in 2013. NR: Firm not ranked in 2012. <sup>11</sup>Prager & Fenton LLP and Metis Group LLC combined in 2012 under the name of PragerMetis International LLC.

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