

# THE 2020 INSIDE PUBLIC ACCOUNTING TOP 400 ACCOUNTING FIRMS

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**FIRMS**  
2020



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## THE 2020 IPA TOP 100 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
1	1	Deloitte / New York	Joe Ucuzoglu <sup>x</sup>	130	6/19	\$21,913,000,000	DND
2	2	PwC / New York	Tim Ryan	91	6/19	\$17,400,000,000	3.3
3	3	EY / New York	Kelly Grier	104	6/19	\$15,000,000,000	7.1
4	4	KPMG LLP / New York	Lynne Doughtie	102	9/19	\$9,970,000,000	5.4
5	5	RSM US LLP / Chicago	Joe Adams	91	4/20	\$2,706,305,000	10.0
6	6	Grant Thornton LLP / Chicago	Brad Preber <sup>x</sup>	56	12/19	\$1,950,562,000	DND
7	7	BDO USA LLP <sup>1</sup> / Chicago	Wayne Berson	67	4/20	\$1,803,000,000	5.8
8	8	CLA / No Headquarters Identified	Denny Schleper	120	12/19	\$1,145,980,736	9.9
9	9	Crowe LLP / Chicago	James Powers	38	3/20	\$983,286,447	3.3
10	10	CBIZ & MHM <sup>2</sup> / Cleveland / Kansas City, Mo.	Chris Spurio / Andy Burczyk	91 / 27	12/19	\$811,000,000	2.8
11	13	Baker Tilly / Chicago	Alan Whitman	48	5/20	\$789,600,000	4.0
12	12	Moss Adams LLP / Seattle	Chris Schmidt	28	12/19	\$768,000,000	9.5
13	16	Plante Moran / Southfield, Mich.	James E. Proppe	26	6/20	\$731,189,000	6.4
14	14	CohnReznick LLP / New York	Frank Longobardi	26	1/20	\$697,258,732	6.8
15	13	BKD LLP / Springfield, Mo.	Ted Dickman	39	5/20	\$694,882,000	4.0
16	15	Marcum LLP / New York	Jeffrey M. Weiner	31	12/19	\$625,338,201	4.0
17	17	Dixon Hughes Goodman LLP / Charlotte, N.C.	Matt Snow	29	5/20	\$475,000,000	2.0
18	18	EisnerAmper LLP / New York	Charles Weinstein	13	1/20	\$420,100,000	6.4
19	20	Eide Bailly LLP / Fargo, N.D.	David Stende	44	4/20	\$398,920,000	2.6
20	19	Wipfli LLP / Milwaukee	Kurt Gresens	50	5/20	\$393,400,000	2.4
21	24	Armanino LLP / San Ramon, Calif.	Matt Armanino	16	12/19	\$322,200,000	15.4
22	22	Andersen / San Francisco	Mark L. Vorsatz	19	12/19	\$321,700,000	14.6
23	23	Citrin Cooperman & Company LLP / New York	Joel A. Cooperman	18	12/19	\$320,000,000	5.6
24	21	Carr Riggs & Ingram LLC / Enterprise, Ala.	William H. Carr	35	9/19	\$315,636,573	3.5
25	27	The Siegfried Group LLP / Wilmington, Del.	Robert L. Siegfried Jr.	18	12/19	\$276,032,569	26.6

Key: For ranking purposes, net revenue includes revenue from mergers. Percentage change in revenue excludes merger revenue. Revenues for the Big 4 are U.S.-based only. <sup>x</sup>Denotes New Managing Partner. DND = Did Not Disclose. <sup>1</sup>Firm operates on a 6/30 FYE. The revenue figure provided for rankings reflects a 5/20 FYE to meet IPA's survey deadline. <sup>2</sup>CBIZ & MHM have an alternative practice structure.

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26	25	WithumSmith+Brown PC <sup>3</sup> / Princeton, N.J.	William R. Hagaman Jr.	16	6/20	\$254,299,071	11.6
27	26	Cherry Bekaert LLP / Richmond, Va.	Michelle Thompson	14	4/20	\$226,398,621	2.0
28	28	Mazars USA LLP / New York	Victor Wahba	12	8/19	\$218,000,000	6.2
29	29	PKF O'Connor Davies LLP / New York	Kevin J. Keane	11	12/19	\$192,500,000	6.0
30	32	Holthouse Carlin & Van Trigt LLP / Los Angeles	Philip J. Holthouse	13	12/19	\$175,763,362	10.2
31	31	Kearney & Company / Alexandria, Va.	Ed Kearney	4	12/19	\$172,400,000	3.0
32	36	UHY Advisors Inc. <sup>4</sup> / Farmington Hills, Mich.	Steven P. McCarty <sup>x</sup>	20	12/19	\$168,748,000	12.4
33	30	Sikich LLP / Naperville, Ill. <sup>5</sup>	Christopher Geier	15	12/19	\$167,441,182	5.6
34	34	Rehmann LLC / Troy, Mich.	Randall Rupp	22	12/19	\$157,300,000	3.0
35	33	Novogradac & Company LLP / San Francisco	Michael J. Novogradac	28	12/19	\$156,013,987	5.8
36	35	Weaver / Houston	John J. Mackel	12	5/20	\$150,499,595	1.7
37	37	Marks Paneth LLP / New York	Harry Moehringer	9	12/19	\$141,404,000	3.9
38	39	MBAF / Miami	Antonio L. Argiz	10	12/19	\$141,200,000	6.6
39	38	Warren Averett / Birmingham, Ala.	Mary Elliott	16	12/19	\$140,496,486	5.0
40	42	Friedman LLP / New York	Fred Berk / Harriet Greenberg	9	12/19	\$134,089,583	15.0
41	51	Prager Metis International / New York	Glenn Friedman / David Neste	16	12/19	\$133,922,477	3.0
42	40	Elliott Davis LLC <sup>6</sup> / Greenville, S.C.	Rick Davis	8	4/20	\$132,549,912	6.0
43	44	LBMC PC / Brentwood, Tenn.	Jeff Drummonds	4	5/20	\$129,350,282	9.4
44	43	RubinBrown LLP / St. Louis	John F. Herber Jr.	7	5/20	\$128,600,000	6.1
45	45	Whitley Penn LLP / Fort Worth, Texas	Larry G. Autrey	6	12/19	\$128,492,517	13.6
46	52	Squar Milner LLP / Irvine, Calif.	Stephen P. Milner	9	12/19	\$126,445,646	13.2
47	41	Berdon LLP / New York	Mark G. Bosswick / Stuart B. Kotler	2	12/19	\$125,000,000	2.0
48	50	BPM LLP / San Francisco	Jim Wallace	12	10/19	\$120,857,199	16.6
49	47	Cohen & Company / Cleveland	Randall Myeroff	12	1/20	\$120,184,000	13.4
50	49	Frank Rimerman + Co. LLP / Palo Alto, Calif.	Brian Kreischer	4	12/19	\$116,759,075	14.9

Key: <sup>3</sup>Firm operates on a 6/30 FYE. The revenue figure provided for rankings reflects a 5/20 FYE to meet IPA's survey deadline. <sup>4</sup>UHY Advisors Inc. and UHY LLP are affiliated through an alternative practice structure. <sup>x</sup>Denotes New Managing Partner. <sup>5</sup>Firm restated revenue from 2018. <sup>6</sup>Firm operates on a 6/30 FYE. The revenue figure provided for rankings reflects a 4/20 FYE to meet IPA's survey deadline.

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51	46	The Bonadio Group / Pittsford, N.Y.	Bruce Zicari <sup>x</sup>	12	4/20	\$113,752,951	7.2
52	53	Aprio LLP / Atlanta	Richard Kopelman	7	12/19	\$110,180,000	10.4
53	48	Anchin Block Anchin LLP / New York	Frank A. Schettino	1	9/19	\$109,000,000	10.9
54	54	Frazier & Deeter LLC / Atlanta	Seth McDaniel	7	12/19	\$108,450,000	13.0
55	56	Hill Barth & King LLC / Canfield, Ohio	Chris Allegretti	17	8/19	\$103,700,000	5.0
56	57	HORNE LLP / Ridgeland, Miss.	Joey D. Havens	13	12/19	\$95,800,000	DND
57	58	Schneider Downs & Co. Inc. <sup>7</sup> / Pittsburgh	Timothy Hammer / Steven Thompson	2	5/20	\$92,026,802	5.2
58	59	blumshapiro / West Hartford, Conn.	Joseph A. Kask	10	12/19	\$90,791,000	7.0
59	64	Doeren Mayhew / Troy, Mich.	Chad M. Anschuetz	7	9/19	\$88,937,051	17.5
60	61	RKL LLP / Lancaster, Pa.	Ed Monborne	6	12/19	\$88,322,530	5.5
61	60	Blue & Co. LLC / Carmel, Ind.	Brad Shaw	10	12/19	\$85,962,069	3.3
62	63	Kaufman Rossin / Miami	Blain L. Heckaman	4	5/20	\$82,900,000	6.6
63	65	BerryDunn / Portland, Maine	John M. Chandler	6	6/19	\$80,072,954	5.0
64	62	Honkamp Krueger & Co. PC / Dubuque, Iowa <sup>8</sup>	Gregory C. Burbach	6	12/19	\$79,208,006	17.0
65	71	MGO LLP / Los Angeles	Kevin J. O'Connell	12	12/19	\$77,262,000	27.1
66	55	Katz Sapper & Miller / Indianapolis <sup>9</sup>	David Resnick	4	12/19	\$77,095,800	4.8
67	68	Clark Schaefer Hackett & Co. / Cincinnati	Kerry Roe	8	12/19	\$71,500,872	2.5
68	69	Grassi & Co. / New York	Louis C. Grassi	5	12/19	\$70,009,610	10.1
69	66	K-Coe Isom LLP / Salina, Kan.	Jeff Wald	23	3/20	\$69,112,969	-4.0
70	73	Berkowitz Pollack Brant / Miami	Joseph Saka	5	12/19	\$67,695,076	12.7
71	75	Schellman & Company LLC / Tampa, Fla.	Chris Schellman	1	12/19	\$66,800,437	14.1
72	70	Bennett Thrasher LLP <sup>10</sup> / Atlanta	Jeffrey Eischeid	1	5/20	\$66,203,929	7.9
73	67	SVA Certified Public Accountants SC <sup>11</sup> / Madison, Wis.	Carl E. Schultz	5	5/18	\$65,818,364	NA
74	NR	BergankKDV LTD / St. Cloud, Minn.	David Hinnenkamp	9	6/19	\$65,195,747	11.0
75	72	SingerLewak / Los Angeles	Jim Pitrat	8	10/19	\$64,739,916	4.3

Key: <sup>x</sup>Denotes New Managing Partner. DND = Did Not Disclose. <sup>7</sup>Firm operates on a 6/30 FYE. Revenue reported for rankings reflect a 5/20 FYE to meet IPA's survey deadline. <sup>8</sup>Sold off HK Financial Services to Blucora. <sup>9</sup>Sold off KSM Consulting, a technology services and data-analytics consultancy, to private equity firm Renovus Capital Partners. <sup>10</sup>Firm operates on a 6/30 FYE. The revenue figure provided for rankings reflects a 5/20 FYE to meet IPA's survey deadline. <sup>11</sup>SVA Certified Public Accountants SC did not respond to requests to provide data. NR = Not Ranked in 2019.

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76	79	Seiler LLP / Redwood City, Calif.	George Marnios	4	12/19	\$61,352,057	8.2
77	78	MCM CPAs & Advisors LLP / Louisville, Ky.	Brad Smith <sup>x</sup>	6	12/19	\$61,041,920	5.5
78	80	SC&H Group Inc. / Sparks, Md.	Ronald M. Causey	3	12/19	\$61,015,653	11.8
79	77	Aronson LLC / Rockville, Md.	Larry A. Davis	1	12/19	\$60,270,000	5.0
80	81	Aldrich CPAs + Advisors LLP / Salem, Ore.	John Lauseng <sup>x</sup>	8	12/19	\$57,280,438	6.3
81	87	Brown Edwards & Company LLP / Roanoke, Va.	Jason A. Hartman	11	5/20	\$56,253,052	3.4
82	76	Postlethwaite & Netterville APAC / Baton Rouge, La.	Daniel A. Gardiner Jr.	9	4/20	\$55,896,822	-2.5
83	82	Mauldin & Jenkins LLC / Atlanta	V. Hanson Borders	8	5/20	\$55,372,343	5.9
84	86	Brown Smith Wallace LLP / St. Louis	Anthony J. Caleca	3	12/19	\$54,776,000	9.6
85	83	Raich Ende Malter & Co. LLP / New York	Ellis Ende	4	12/19	\$54,134,398	5.3
86	84	Lutz / Omaha, Neb.	Mark Duren	4	4/20	\$53,353,640	5.8
87	90	PYA PC / Knoxville, Tenn.	Martin D. Brown <sup>x</sup>	5	12/19	\$53,176,400	7.8
88	85	Rea & Associates Inc. / New Philadelphia, Ohio	Don McIntosh	12	10/19	\$51,958,606	2.5
89	89	Kahn Litwin Renza & Co. Ltd. / Providence, R.I.	Alan H. Litwin	5	12/19	\$51,737,690	5.3
90	91	HoganTaylor LLP / Tulsa, Okla.	Randell B. Nail	5	12/19	\$51,575,564	8.7
91	92	Wolf & Company PC / Boston	Mark A. O'Connell	4	9/19	\$51,496,982	9.8
92	98	Briggs & Veselka Co. LLP / Houston	Sheila A. Enriquez	5	12/19	\$50,905,953	8.0
93	93	Baker Newman Noyes / Portland, Maine	Dayton Benway	5	12/19	\$50,318,475	10.8
94	88	Freed Maxick CPAs PC / Buffalo, N.Y.	Henry Koziol	4	4/20	\$49,654,091	0.0
95	96	PBMares LLP / Newport News, Va.	Alan S. Witt	10	12/19	\$49,201,069	6.1
96	94	Kemper CPA Group LLP / Evansville, Ind.	John A. Rubenacker	26	4/20	\$46,687,057	3.6
97	95	Gursey   Schneider LLP / Los Angeles	Stephan H. Wasserman	6	12/19	\$45,462,013	3.2
98	99	Sax LLP / Clifton, N.J.	Joseph A. Damiano	4	12/19	\$44,100,000	7.4
99	97	Clark Nuber PS / Bellevue, Wash.	Robert A. Wheeler	1	12/19	\$43,717,446	7.0
100	100	Wiss & Company LLP / Florham Park, N.J.	Paul L. Peterson	3	12/19	\$43,705,000	19.5

Key: <sup>x</sup> Denotes New Managing Partner.

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101	102	Somerset CPAs PC / Indianapolis	Patrick J. Early	\$39,487,062	5.6
102	101	Margolin Winer & Evens LLP <sup>1</sup> / Garden City, N.Y.	Craig Savell	\$39,000,000	NA
103	104	Brady Martz & Associates PC / Grand Forks, N.D.	Todd Van Dusen	\$38,844,748	5.3
104	106	Anders CPAs + Advisors / St. Louis	Robert J. Minkler Jr.	\$38,587,621	6.4
105	205	Thomas Howell Ferguson PA / Tallahassee, Fla.	Winston Howell	\$38,115,088	105.0
106	135	DiCicco Gulman & Company LLP / Woburn, Mass.	Laurie J. Austin	\$37,557,494	28.5
107	110	AAFCPAs / Westborough, Mass.	Carla McCall / Dave McManus	\$37,537,180	12.0
108	103	Arnett Carbis Toothman LLP / Charleston, W.Va.	K. James Hunt <sup>x</sup>	\$36,667,371	-1.9
109	105	Kreischer Miller / Horsham, Pa.	Christopher F. Meshginpoosh	\$36,108,487	-0.7
110	108	Boulay PLLP / Minneapolis	Steve Behrns	\$36,000,000	3.0
111	113	Green Hasson & Janks LLP / Los Angeles	Tom Barry	\$35,686,515	11.4
112	107	Yeo & Yeo PC / Saginaw, Mich.	Thomas E. Hollerback	\$35,587,733	3.5
113	112	Cain Watters & Associates LLC / Plano, Texas	Dan Wicker	\$35,327,182	9.6
114	117	Dean Dorton Allen Ford PLLC / Lexington, Ky.	David Bundy	\$34,750,888	1.7
115	118	Janover LLC / Garden City, N.Y.	Mark K. Goodman	\$34,351,000	9.6
116	109	KROST / Pasadena, Calif.	Greg Kniss	\$34,119,235	-7.0
117	116	GBQ Partners LLC / Columbus, Ohio	Darci L. Congrove	\$33,360,414	5.3
118	115	Mize CPAs Inc. / Topeka, Kan.	Committee	\$33,247,113	4.0
119	111	Calibre CPA Group PLLC / Bethesda, Md.	James C. Kokolas	\$32,902,000	-1.6
120	129	Untracht Early LLC / Florham Park, N.J.	Tracey B. Early	\$32,804,491	10.3
121	132	Maxwell Locke & Ritter LLP / Austin, Texas	Kyle Parks	\$32,780,947	11.5
122	126	Hutchinson and Bloodgood LLP / Glendale, Calif.	Richard A. Preciado	\$32,536,628	8.4
123	159	BMSS LLC / Birmingham, Ala.	Don Murphy	\$32,500,000	28.5
124	119	Lurie LLP / Minneapolis	Beth Kieffer Leonard	\$31,700,000	1.0
125	148	Richey May & Co. LLP / Englewood, Colo.	Jason Yetter	\$31,663,202	17.9

Key: <sup>1</sup>Margolin Winer & Evens LLP did not respond to requests to provide updated data. NA = Not Applicable. <sup>x</sup>Denotes new managing partner.

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126	122	Johnson Lambert LLP / Vienna, Va.	John Prescott	\$31,657,708	4.2
127	134	Smith & Howard PC / Atlanta	Sean C. Taylor	\$31,445,000	7.5
128	120	REDW LLC / Albuquerque, N.M.	Steven Cogan	\$31,250,272	2.0
129	133	Keiter / Glen Allen, Va.	Gary Wallace	\$31,166,709	6.3
130	128	Jackson Thornton / Montgomery, Ala.	Ned F. Sheffield	\$31,130,173	5.1
131	136	White Nelson Diehl Evans LLP / Irvine, Calif.	Paul Treinen	\$31,119,762	8.0
132	121	Frost PLLC / Little Rock, Ark.	Doug Richardson	\$31,109,493	1.8
133	131	Ostrow Reisin Berk & Abrams Ltd. / Chicago	Mark A. Thomson	\$30,885,407	8.4
134	130	Kerber Eck & Braeckel LLP / Springfield, Ill.	Marc Carter	\$30,819,261	3.4
135	137	BeachFleischman PC / Tucson, Ariz.	Marc D. Fleischman	\$30,441,330	6.7
136	147	Alexander Thompson Arnold PLLC / Jackson, Tenn.	John Whybrew	\$30,308,000	7.4
137	140	ACM LLP / Denver	Stacey (Hekkert) Duke	\$30,038,749	9.0
138	138	LaPorte A Professional Accounting Corporation / Metairie, La.	William T. Mason III	\$29,936,973	7.7
139	127	Cotton & Company LLP / Alexandria, Va.	Steven Koons <sup>x</sup>	\$29,676,270	-1.0
140	158	Shea Labagh Dobberstein CPAs and Advisors / San Francisco	James R. Dobberstein	\$29,528,777	9.4
141	146	Moore Colson CPAs and Advisors / Atlanta	Bert Mills	\$28,768,765	8.1
142	160	Daszkal Bolton LLP / Boca Raton, Fla.	Michael Daszkal / Timothy Devlin	\$28,727,652	15.0
143	141	Porte Brown LLC / Elk Grove Village, Ill.	Bruce G. Jones	\$28,621,608	5.4
144	143	Henry+Horne LLP / Tempe, Ariz.	Chuck Goodmiller / Chuck Inderieden	\$28,591,204	6.5
145	150	Pannell Kerr Forster of Texas PC / Houston	Sonia Freeman	\$28,491,201	8.7
146	139	Windham Brannon PC / Atlanta	Heidi L. LaMarca	\$28,441,673	3.0
147	151	Mueller & Co. LLP / Elgin, Ill.	David J. Nissen	\$28,358,840	9.0
148	154	Tanner LLC / Salt Lake City	Jeffrey G. Bickel	\$28,197,180	10.2
149	149	MarksNelson LLC / Kansas City, Mo.	Josh Beck <sup>x</sup>	\$28,114,377	7.0
150	144	Hertzbach & Company PA / Owings Mills, Md.	Joel Chazen	\$28,000,000	1.5

Key: <sup>x</sup>Denotes new managing partner.

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151	161	YHB   CPAs & Consultants <sup>2</sup> / Winchester, Va.	C. Scott Moulden	\$27,925,213	3.7
152	208	Haynie & Company / Salt Lake City	David R. Peterson	\$27,866,558	15.3
153	152	Gelman Rosenberg & Freedman / Bethesda, Md.	Jacqueline Cardello	\$27,809,359	7.8
154	157	GreerWalker LLP / Charlotte, N.C.	John M. Norman <sup>x</sup>	\$27,658,602	8.4
155	142	Gettry Marcus CPA PC / Woodbury, N.Y.	Steven L. Marcus	\$27,523,975	1.8
156	166	Tidwell Group LLC / Birmingham, Ala.	J. Barry Tidwell	\$27,284,488	11.7
157	162	Berntson Porter & Company PLLC / Bellevue, Wash.	Mary Actor <sup>x</sup>	\$26,386,515	7.9
158	155	Whittlesey PC / Hartford, Conn.	Drew Andrews	\$26,225,846	3.0
159	175	WilkinGuttenplan / East Brunswick, N.J.	Edward Guttenplan	\$26,122,658	15.0
160	153	Perelson Weiner LLP / New York	Ronald G. Weiner	\$25,995,608	1.1
161	168	Squire & Company PC / Orem, Utah	Jonyce Bullock	\$25,959,943	11.0
162	191	Mueller Prost CPAs + Business Advisors / St. Louis	Doug Mueller	\$25,809,000	17.0
163	165	Adams Brown Beran & Ball Chtd. / Great Bend, Kan.	Brian C. Staats	\$25,689,932	6.0
164	187	Maner Costerisan PC / Lansing, Mich.	Jeffrey C. Stevens	\$25,533,753	5.5
165	164	Geffen Mesher / Portland, Ore.	Michael A. Rompa	\$25,429,195	4.8
166	198	Boeckermann Grafstrom & Mayer / Bloomington, Minn.	Cory Parnell	\$25,121,418	11.7
167	163	Anderson ZurMuehlen & Co. PC / Helena, Mont.	Don Laine	\$25,057,019	2.5
168	173	Abdo Eick & Meyers LLP / Edina, Minn.	Steven R. McDonald	\$24,244,442	5.3
169	169	Capin Crouse LLP / Indianapolis	Francis K. Brown	\$24,127,264	2.1
170	172	Gross Mendelsohn & Associates PA / Baltimore	David Goldner	\$23,705,173	2.1
171	174	James Moore & Co. PL / Gainesville, Fla.	Suzanne Forbes <sup>x</sup>	\$23,492,750	5.4
172	167	Gray Gray & Gray LLP / Canton, Mass.	James A. DeLeo	\$23,455,629	-2.9
173	171	VonLehman & Company Inc. / Fort Wright, Ky.	Brian Malthouse	\$23,126,993	-1.0
174	177	Caler Donten Levine Cohen Porter & Veil PA / West Palm Beach, Fla.	Louis M. Cohen	\$22,917,500	4.8
175	186	Barnes Dennig & Co. Ltd. / Cincinnati	Jason P. Rammes	\$22,875,672	4.2

Key: <sup>2</sup>Changed name from Yount Hyde & Barbour PC. <sup>x</sup>Denotes new managing partner.

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## THE 2020 IPA TOP 200 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
176	180	Brady Ware & Company / Dayton, Ohio	Brian P. Carr / James E. Kaiser	\$22,678,330	4.4
177	178	Abbott Stringham & Lynch / San Jose, Calif.	Carol S. Wagner <sup>x</sup>	\$22,160,811	7.0
178	179	Maloney+Novotny LLC / Cleveland	Jonathan P. Ruple	\$21,943,335	0.7
179	182	Dembo Jones PC / North Bethesda, Md.	James K. Green <sup>x</sup>	\$21,933,158	2.1
180	170	Redwitz Inc. / Irvine, Calif.	Robert (Randy) Redwitz	\$21,906,290	4.5
181	181	Buchbinder Tunick & Company LLP / New York	Committee	\$21,735,000	0.7
182	190	SEK CPAs & Advisors <sup>3</sup> / Hagerstown, Md.	John R. Schnitzer	\$21,717,608	6.2
183	246	Global Tax Network US LLC / Maple Grove, Minn.	David S. Kolb	\$21,640,296	13.0
184	203	Delap LLP / Lake Oswego, Ore.	Earl Pierce <sup>x</sup>	\$21,500,000	12.5
185	211	Duffy Kruspodin LLP / Woodland Hills, Calif.	Thomas Duffy	\$21,466,814	1.2
186	184	Edelstein & Company LLP / Boston	Scott B. Kaplowitch	\$21,382,883	2.0
187	183	Gumbiner Savett Inc. / Santa Monica, Calif.	Rick Parent	\$21,200,000	0.0
188	189	Johnson Miller & Co. CPAs PC / Midland, Texas	Steven T. Jeffcoat	\$21,058,432	2.0
189	196	Hughes Pittman & Gupton LLP / Raleigh, N.C.	Heather Dean / Mark Livingston / Kent Pittman	\$20,834,127	6.8
190	192	OUM & Co. LLP / San Francisco	Chris S. Millias	\$20,761,000	4.5
191	207	Wegner CPAs LLP / Madison, Wis.	Glenn Miller	\$20,742,603	9.9
192	204	Hancock Askew & Co. LLP / Savannah, Ga.	Michael T. McCarthy	\$20,500,000	0.0
193	218	Bernard Robinson & Company LLP / Greensboro, N.C.	A. Wade Pack	\$20,411,587	14.0
194	197	Saltmarsh Cleaveland & Gund / Pensacola, Fla.	Lee Bell	\$20,381,915	2.7
195	194	Moore Stephens Tiller LLC / Atlanta	Gregory W. Hayes	\$20,269,590	2.0
196	185	Lane Gorman Trubitt LLC / Dallas	Lee Ann Collins	\$20,263,900	-3.4
197	224	Lauterbach & Amen LLP / Naperville, Ill.	Ron Amen	\$20,116,631	18.2
198	249	Calvetti Ferguson / Houston	Jason Ferguson	\$20,076,100	17.9
199	200	Bober Markey Fedorovich / Akron, Ohio	Richard C. Fedorovich	\$20,043,649	4.4
200	225	Hawkins Ash CPAs LLP / La Crosse, Wis.	Abe Leis	\$20,006,690	17.6

Key: <sup>3</sup>Changed name from Smith Elliott Kearns & Company LLC. <sup>x</sup>Denotes new managing partner.

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**In 2020, 67 members of the BDO Alliance USA have been named to the IPA Top 400. Congratulations to all!**

**For more information, contact:**

**Michael Horwitz** | mhorwitz@bdo.com | 617-422-7594

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## THE 2020 IPA TOP 300 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
201	221	ee pb / Houston	Steven L. Parkhill	\$19,986,804	16.3
202	206	Allen Gibbs & Houlik LC / Wichita, Kan.	Paul S. Allen	\$19,872,654	6.0
203	202	Maillie LLP / Mont Clare, Pa.	Robert L. Caruso	\$19,687,866	3.0
204	201	HW&Co. / Cleveland	Brandon R. Miller	\$19,627,037	2.3
205	193	Saville Dodgen & Company PLLC / Dallas	Clint Pugh	\$19,349,499	2.3
206	216	KerberRose SC / Shawano, Wis.	Michael Ruby	\$19,162,393	7.6
207	226	Topel Forman LLC / Chicago	John J. Riley	\$19,023,364	12.6
208	217	Roth & Company LLP / Brooklyn, N.Y.	Abraham Roth / Zacharia Waxler	\$19,003,575	8.9
209	188	Gerson Preston Klein Lips Eisenberg & Gelber PA / Miami	Steven F. Klein	\$19,000,000	DND
210	223	TJS Deemer Dana LLP / Savannah, Ga.	Ken Wood <sup>x</sup>	\$18,997,795	-1.3
211	236	Bader Martin PS / Seattle	David A. Stiefel	\$18,874,000	17.0
212	210	Seim Johnson LLP / Omaha, Neb.	Jerry O'Doherty	\$18,871,697	4.8
213	230	Mengel Metzger Barr & Co. LLP / Rochester, N.Y.	Mark J. Kovalski	\$18,710,681	11.8
214	215	Smith Schafer & Associates Ltd. / Rochester, Minn.	Steve Erchul	\$18,610,374	4.2
215	242	Thomas Judy & Tucker PA / Raleigh, N.C.	Chris P. Judy	\$18,483,032	17.9
216	195	Smolin Lupin & Co. PA / Fairfield, N.J.	Theodore J. Dudek	\$18,414,186	-6.0
217	209	Hood & Strong LLP / San Francisco	Susan N. Malone	\$18,300,000	1.1
218	222	Apple Growth Partners / Akron, Ohio	Charles F. Mullen	\$18,281,589	7.0
219	232	Kerkering Barberio & Co. / Sarasota, Fla.	Robert J. Lane	\$18,221,170	10.8
220	245	Councilor Buchanan & Mitchell PC / Bethesda, Md.	Peter B. Reilly	\$18,174,084	17.9
221	212	Jaynes Reitmeier Boyd & Therrell PC / Waco, Texas	G. Michael Reitmeier	\$18,134,936	0.9
222	220	Lindquist LLP / San Ramon, Calif.	Joseph M. Thiermann	\$17,991,527	7.2
223	259	H&CO LLP / Coral Gables, Fla.	Armando Hernandez	\$17,537,302	19.5
224	231	Walter & Shuffain PC / Boston	Jonathan O. Yorks	\$17,536,931	5.0
225	252	LSL / Brea, Calif.	Rich Kikuchi	\$17,476,856	13.0

Key: DND = Did Not Disclose. <sup>x</sup>Denotes new managing partner.

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## THE 2020 IPA TOP 300 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
226	241	Boyer & Ritter LLC / Camp Hill, Pa.	Robert J. Murphy	\$17,438,734	10.8
227	228	KatzAbosch / Timonium, Md.	Mark Cissell	\$17,390,736	2.7
228	233	BST & Co. CPAs LLP / Albany, N.Y.	Ronald L. Guzior	\$17,301,393	6.1
229	NR	Trout CPA / Lancaster, Pa.	Todd Harrington	\$17,299,625	4.7
230	219	Frazer LLP / Brea, Calif.	Dean Yamagata	\$17,270,000	0.2
231	257	Brown Schultz Sheridan & Fritz / Camp Hill, Pa.	Kenneth B. Wolfe	\$17,094,319	3.8
232	229	RINA Accountants & Advisors / Walnut Creek, Calif.	Tom Neff	\$17,069,937	2.0
233	234	Concannon Miller & Co. PC / Bethlehem, Pa.	Ted Witman	\$16,901,523	4.4
234	250	Melanson Heath / Nashua, N.H.	Scott Toothaker	\$16,861,045	7.8
235	254	Williams-Keepers LLC / Columbia, Mo.	Jeffrey T. Echelmeier	\$16,445,170	8.5
236	238	Bowman & Company LLP / Voorhees, N.J.	Michael D. Cesaro	\$16,425,000	1.8
237	243	Pease & Associates CPAs / Cleveland	Kuno S. Bell*	\$16,355,049	4.2
238	213	RRBB Accountants & Advisors / Somerset, N.J.	David N. Roth	\$16,351,000	-8.7
239	237	KPM CPAs & Advisors / Springfield, Mo.	Randall G. Moots	\$16,349,556	1.8
240	255	Stambaugh Ness / York, Pa.	Steven L. Hake	\$16,238,147	7.4
241	256	KWC CPAs / Alexandria, Va.	Stephen G. Travis	\$16,115,000	7.3
242	244	Olsen Thielen & Co. Ltd. / Roseville, Minn.	Patrick Powers	\$16,037,094	0.1
243	227	Kassouf & Co. PC / Birmingham, Ala.	Gerard Kassouf	\$16,007,485	-5.5
244	235	Gorfine Schiller & Gardyn PA / Owings Mills, Md.	Simpson Gardyn	\$15,942,672	-2.5
245	239	Glenn Burdette Inc. / San Luis Obispo, Calif.	Daniel J. O'Hare	\$15,881,748	NA
246	248	Beene Garter LLP / Grand Rapids, Mich.	Thomas P. Rosenbach	\$15,825,904	3.0
247	262	RBT CPAs LLP / Newburgh, N.Y.	Michael A. Turturro	\$15,762,709	6.7
248	240	Clearview Group / Owings Mills, Md.	Brian Davis	\$15,747,645	0.0
249	295	William Vaughan Company / Maumee, Ohio	Aaron Swiggum	\$15,688,340	5.5
250	258	Henry & Peters PC / Tyler, Texas	Jana Broussard	\$15,672,435	7.2

Key: NR = Not Ranked in 2019. \*Denotes new managing partner. NA = Not Applicable.

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## THE 2020 IPA TOP 300 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
251	261	Bland & Associates PC / Omaha, Neb.	Jeremy Vokt	\$15,541,426	9.1
252	270	Petrinovich Pugh & Company LLP / San Jose, Calif.	Edward Davis / David Doolin / John Kawamoto <sup>x</sup>	\$15,449,630	13.4
253	247	Jones & Roth PC / Eugene, Ore.	Robin Matthews / Jeremy Prickel	\$15,431,610	0.2
254	273	Mowery & Schoenfeld LLC / Lincolnshire, Ill.	Jeffery L. Mowery	\$15,337,064	12.0
255	NR	Lavine Lofgren Morris & Engelberg LLP / La Jolla, Calif.	Larry Campbell	\$15,065,301	9.3
256	251	Haskell & White LLP / Irvine, Calif.	Wayne R. Pinnell	\$14,960,710	-2.3
257	266	Teal Becker & Chiaramonte CPAs PC / Albany, N.Y.	Pasquale Scisci <sup>x</sup>	\$14,898,036	6.9
258	268	Gollob Morgan Peddy PC / Tyler, Texas	Shane Rohrbach	\$14,656,805	5.8
259	253	Wall Einhorn & Chernitzer PC / Norfolk, Va.	Angela Kerns <sup>x</sup>	\$14,553,652	-4.1
260	265	Robinson Grimes & Company PC / Columbus, Ga.	Jack J. Pease IV <sup>x</sup>	\$14,246,946	3.2
261	280	Bowman & Company LLP / Stockton, Calif.	Daniel E. Phelps	\$14,219,030	11.1
262	269	Clayton & McKerver PC / Southfield, Mich.	Robert Dutkiewicz	\$14,150,842	3.8
263	276	Dalby Wendland & Co. PC / Grand Junction, Colo.	Christopher West <sup>x</sup>	\$14,140,733	9.2
264	NR	Ham Langston & Brezina LLP / Houston	Robert P. Brezina	\$14,100,000	15.0
264	260	Junkermier Clark Campanella Stevens PC / Great Falls, Mont.	John E. Stevens	\$14,100,000	-1.5
266	264	Draffin & Tucker LLP / Albany, Ga.	Jeffrey S. Wright	\$13,921,697	0.8
267	279	Blackburn Childers & Steagall PLC / Johnson City, Tenn.	Andy Hatfield <sup>x</sup>	\$13,892,267	-0.6
268	267	Pisenti & Brinker LLP / Santa Rosa, Calif.	James R. Perez	\$13,851,699	0.9
269	NR	CCK Strategies PLLC / Tulsa, Okla.	Terry Cumbey	\$13,851,507	6.1
270	271	DMJ & Co. PLLC / Greensboro, N.C.	Michael R. Gillis	\$13,807,304	3.2
271	288	Krugger Lawton & Co. LLC / South Bend, Ind.	Barry K. Hall	\$13,755,416	15.3
272	278	Hantzmon Wiebel LLP / Charlottesville, Va.	Jennifer S. Lehman	\$13,560,556	5.5
273	281	Rosen Sapperstein & Friedlander LLC / Towson, Md.	Howard J. Rosen	\$13,452,167	6.2
274	NR	CDH PC / Itasca, Ill.	Wendy Kelly	\$13,407,129	1.5
275	285	Belfint Lyons & Shuman PA / Wilmington, Del.	Michael T. French	\$13,344,166	4.1

Key: <sup>x</sup>Denotes new managing partner(s) committee members. NR = Not Ranked in 2019.

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## THE 2020 IPA TOP 300 FIRMS

'20	'19	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
276	272	Holtzman Partners LLP / Austin, Texas	Chris Perkins	\$13,338,291	1.1
277	282	Barnes Wendling CPAs Inc. / Cleveland	Jeffrey D. Neuman	\$13,172,900	4.3
278	263	Harper & Pearson Company PC / Houston	Richard Lynch	\$13,126,089	-2.7
279	274	Kernutt Stokes LLP / Eugene, Ore.	Steven Ritchie	\$13,050,824	3.0
280	298	JamisonMoneyFarmer PC / Tuscaloosa, Ala.	Scott A. Goldsmith	\$12,981,298	13.3
281	283	HLB Gross Collins PC / Atlanta	Michael Bohling	\$12,842,056	4.0
282	289	Goldin Peiser & Peiser LLP / Dallas	Allan Peiser	\$12,830,481	7.6
283	300	CST Group CPAs PC / Reston, Va.	Joseph J. Romagnoli	\$12,747,366	-0.4
284	284	RotenbergMeril / Saddle Brook, N.J.	Neal Rotenberg	\$12,718,871	4.0
285	299	Fust Charles Chambers LLP / Syracuse, N.Y.	Angela M. Franco	\$12,653,235	11.1
286	292	Berman Hopkins / Melbourne, Fla.	Phillip Hayes	\$12,212,668	4.5
287	286	KMH LLP / Honolulu	Peter Hanashiro	\$12,130,052	NA
288	287	Samet & Company PC / Chestnut Hill, Mass.	Jay A. Kessler	\$12,033,000	0.0
289	290	Miller Grossbard Advisors LLP / Houston	Russell J. Miller	\$11,968,477	1.4
290	336	Antares Group Inc. / Conyers, Ga.	Emmitt W. White	\$11,851,022	27.6
291	297	McGowen Hurst Clark & Smith PC / West Des Moines, Iowa	Daniel A. Schwarz	\$11,788,902	3.4
292	291	Akin Doherty Klein & Feuge PC / San Antonio	Tom Akin	\$11,750,000	NA
293	293	Suttle & Stalnaker PLLC / Charleston, W.Va.	Robert Newton	\$11,656,759	NA
294	277	Piercy Bowler Taylor & Kern CPAs / Las Vegas	Thomas Donohue	\$11,647,438	-10.0
295	319	Bauknight Pietras & Stormer PA / Columbia, S.C.	Russell L. Bauknight	\$11,638,715	17.5
296	306	Cassady Schiller CPAs & Advisors / Cincinnati	Mike Clark	\$11,629,947	8.0
297	309	Frankel Zacharia LLC / Omaha, Neb.	Scott Sorenson	\$11,624,767	11.2
298	310	Cooper Norman CPAs & Business Advisors / Idaho Falls, Idaho	Clint Tavenner	\$11,616,918	11.8
299	314	E Cohen & Company CPAs / Rockville, Md.	Eric Cohen	\$11,607,687	13.0
300	294	Templeton & Company LLP / West Palm Beach, Fla.	Steven A. Templeton	\$11,580,000	0.2

Key: NA = Not Applicable.

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## THE 2020 IPA TOP 400 FIRMS

'20	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
301	TDT CPAs and Advisors PC / Centerville, Iowa	Jerry Kirkpatrick / Courtney De Ronde <sup>x</sup>	\$11,532,612	2.3
302	JTaylor / Fort Worth, Texas	Michael Malloy	\$11,505,232	14.0
303	Anglin Reichmann Armstrong PC / Huntsville, Ala.	Gary Anglin	\$11,423,343	16.3
304	Larson & Company PC / Salt Lake City	Greg Denning	\$11,412,246	10.0
305	CG Tax Audit & Advisory <sup>1</sup> / Tinton Falls, N.J.	Donald A. Cowan	\$11,394,101	1.0
306	Stockman Kast Ryan + Company / Colorado Springs, Colo.	Trinity Bradley-Anderson	\$11,388,597	5.3
307	Bregante + Co. LLP / San Francisco	David H. Crouch	\$11,349,996	5.1
308	MaloneBailey LLP / Houston	George Qin / Steven Vertucci	\$11,301,300	-12.9
309	Kushner LaGraize LLC / Metairie, La.	Ernest Gelpi	\$11,274,672	-0.4
310	Coulter & Justus PC / Knoxville, Tenn.	Mike Parton	\$11,194,711	3.8
311	HBE LLP / Lincoln, Neb.	Scott Becker	\$11,168,555	1.0
312	Mahoney Ulbrich Christiansen Russ PA / Saint Paul, Minn.	Roz Allyson	\$11,164,676	9.8
313	Sol Schwartz & Associates PC / San Antonio	Jeff Albrecht	\$10,876,283	DND
314	Realize CPA LLP / San Francisco	Tracy Hom	\$10,778,875	12.0
315	McKonly & Asbury LLP / Camp Hill, Pa.	Kurt M. Trimarchi	\$10,776,984	1.0
316	Brixey & Meyer Inc. / Miamisburg, Ohio	Douglas L. Meyer	\$10,745,878	6.8
317	Martini Akpovi Partners LLP / Encino, Calif.	Christopher L. Passmore	\$10,677,175	6.9
318	MBE CPAs LLP / Baraboo, Wis.	Timothy B. Moy	\$10,673,345	9.1
319	MSPC Certified Public Accountants and Advisors PC / Cranford, N.J.	Jon Gagliardi <sup>x</sup>	\$10,663,000	-2.8
320	Keefe McCullough / Fort Lauderdale, Fla.	Bill Benson	\$10,524,870	2.3
321	Thompson Greenspon / Fairfax, Va.	Charles F. Helme III	\$10,387,689	7.0
322	Williams & Company PC / Sioux City, Iowa	David D. Radke	\$10,299,974	5.0
323	Reynolds + Rowella LLP / Ridgefield, Conn.	Scott Crane <sup>x</sup>	\$10,290,072	2.8
324	Gilbert CPAs / Sacramento, Calif.	David E. Ljung	\$10,270,036	5.1
325	Toole Katz & Roemersma LLP / Arlington, Va.	Kelly P. Toole	\$10,253,108	6.8

Key: <sup>x</sup>Denotes new managing partner. <sup>1</sup>Changed named from Cowan Guteski & Co. PA. DND = Did Not Disclose.

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## THE 2020 IPA TOP 400 FIRMS

'20	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
326	N&K CPAs Inc. / Honolulu	Blake Isobe	\$10,210,539	-1.4
327	Greenstein Rogoff Olsen & Co. LLP / Fremont, Calif.	Alan Olsen	\$10,159,896	18.1
328	Baldwin CPAs PLLC / Richmond, Ky.	G. Alan Long	\$10,100,000	1.3
329	HKG LLP / Pasadena, Calif.	Curtis Natham	\$10,018,000	5.0
330	Packer Thomas / Canfield, Ohio	Richard A. Schafer	\$9,987,507	-5.4
331	Dulin Ward & DeWald Inc. / Fort Wayne, Ind.	Jeff A. Taner	\$9,853,002	3.0
332	Smith Dukes & Buckalew LLP / Mobile, Ala.	Timothy B. Smith	\$9,845,671	4.3
333	Corrigan Krause CPAs / Westlake, Ohio	Thomas L. Harrison	\$9,705,936	NA
334	415 Group Inc. / Canton, Ohio	Frank J. Monaco	\$9,655,682	9.0
335	Meyers Brothers Kalicka PC / Holyoke, Mass.	James W. Barrett	\$9,540,725	NA
336	Wallace Plese + Dreher LLP / Chandler, Ariz.	Mark Dreher	\$9,385,623	-0.2
337	Nathan Wechsler & Company PA / Concord, N.H.	Oreste "Rusty" J. Mosca III	\$9,245,000	NA
338	Albin Randall & Bennett / Portland, Maine	Cheri Walker	\$9,227,817	8.3
339	Stephano Slack LLC / Wayne, Pa.	Blake Chapman	\$9,220,951	2.5
340	Gramkow Carnevale Seifert & Co. LLC / Oradell, N.J.	Ted Carnevale	\$9,192,218	-3.6
341	JLK Rosenberger LLP / Irvine, Calif.	Michael French	\$9,172,162	0.3
342	Grimbleby Coleman CPAs Inc. / Modesto, Calif.	Clive T. Grimbleby	\$9,156,488	4.0
343	Williams Benator & Libby LLP / Atlanta	Bruce V. Benator	\$9,110,614	8.2
344	Crosslin PLLC / Nashville, Tenn.	John Crosslin / Justin Crosslin	\$9,094,923	NA
345	Tyler Simms & St. Sauveur CPAs PC / Lebanon, N.H.	Ernest R. Tyler	\$9,015,788	1.7
346	Spoor Bunch Franz / St. Petersburg, Fla.	Richard B. Franz III	\$8,899,642	14.2
347	Mitchell Wiggins & Company LLP / Richmond, Va.	E. Jeffreys Love	\$8,897,282	8.9
348	MahoneySabol / Glastonbury, Conn.	James Mahoney	\$8,885,000	1.8
349	Dennis Gartland & Niergarth / Traverse City, Mich.	Shelly Bedford	\$8,868,598	6.4
350	Baden Gage & Schroeder LLC / Fort Wayne, Ind.	Christine K. Hootman	\$8,836,139	5.9

Key: NA = Not Applicable.

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## THE 2020 IPA TOP 400 FIRMS

'20	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
351	Beers Hamerman Cohen & Burger PC / New Haven, Conn.	Dennis Cole	\$8,757,650	3.6
352	Moss Krusick & Associates LLC / Winter Park, Fla.	Ed Moss	\$8,682,386	6.0
353	Abitos PLLC / Coral Gables, Fla.	Raimundo Lopez-Lima Levi	\$8,516,648	1.7
354	LWBJ / West Des Moines, Iowa	Paul Juffer	\$8,445,951	10.0
355	Wilkins Miller LLC / Mobile, Ala.	W. Allen Carroll Jr.	\$8,366,544	-0.8
356	Abrams Little-Gill Loberfeld PC / Chestnut Hill, Mass.	Ronald L. Loberfeld	\$8,347,451	1.5
357	Christopher Smith Leonard Bristow & Stanell PA / Bradenton, Fla.	Robert Stanell Jr. <sup>x</sup>	\$8,289,981	-0.2
358	Brickley DeLong PC / Muskegon, Mich.	Donald E. Swick	\$8,034,146	2.3
359	PAAST PL / Coral Gables, Fla.	Carlos Perez-Abreu	\$7,933,581	0.5
360	Turner Warren Hwang & Conrad / Burbank, Calif.	Kian Moshirzadeh	\$7,915,757	12.0
361	Ridout Barrett & Co. PC / San Antonio	Melanie Geist <sup>x</sup>	\$7,897,599	-1.1
362	TPP Certified Public Accountants LLC / Overland Park, Kan.	Robert W. Parker	\$7,747,748	7.2
363	Brock Schechter & Polakoff LLP / Buffalo, N.Y.	Thomas P. Grogan	\$7,680,280	9.0
364	Sobul Primes & Schenkel CPAs APC / Los Angeles	Rick Schenkel	\$7,661,491	10.0
365	Casey Peterson LTD / Rapid City, S.D.	Mark Lyons	\$7,626,310	18.3
366	Wheeler Accountants LLP / San Jose, Calif.	Matt Wheeler	\$7,586,260	10.5
367	Williams Overman Pierce LLP / Raleigh, N.C.	Michael Womble	\$7,341,084	-8.0
368	Huberty / Fond de Lac, Wis.	Nathan Volkomener	\$7,200,000	12.0
368	Restivo Monacelli LLP / Providence, R.I.	Edmund A. Restivo Jr.	\$7,200,000	NA
370	Fasten Halberstam LLP / New York	Moti Halberstam	\$7,110,892	47.7
371	Mellott & Mellott PLL / Cincinnati	Donald L. Mellott Jr.	\$7,109,001	10.8
372	Serotta Maddocks Evans CPAs / Augusta, Ga.	Rick Evans	\$7,098,242	8.9
373	Johnson Price Sprinkle PA / Asheville, N.C.	Benjamin C. Hamrick	\$7,066,000	2.3
374	LSWG <sup>2</sup> / Frederick, Md.	Kevin Hessler	\$7,002,550	-0.5
375	Aldridge Borden & Company / Montgomery, Ala.	Dane Floyd	\$6,972,229	9.7

Key: <sup>x</sup>Denotes new managing partner. NA = Not Applicable. <sup>2</sup>Changed named from Linton Shafer Warfield & Garrett PA.

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## THE 2020 IPA TOP 400 FIRMS

'20	FIRM / HEADQUARTERS	MP / CEO	NET REVENUE	% CHG.
376	Croskey Lanni PC / Rochester, Mich.	David M. Croskey	\$6,927,636	NA
377	Flaherty Salmin LLP / Rochester, N.Y.	Tim Flaherty	\$6,803,053	6.0
378	KMA SC / Madison, Wis.	Jason Kadow	\$6,752,000	2.4
379	Stanfield + O'Dell PC / Tulsa, Okla.	Daniel Skerbitz	\$6,714,243	5.0
380	Brinker Simpson & Co. LLC / Springfield, Pa.	Robert Simpson	\$6,700,000	NA
381	Thomas Head & Greisen APC / Anchorage	Debra Mason	\$6,693,818	17.6
382	PKF PC / Boston	Nick Nickles	\$6,691,500	11.0
383	Markham Norton Mosteller Wright & Company PA / Fort Myers, Fla.	Committee	\$6,678,863	6.7
384	Machen McChesney CPAs / Auburn, Ala.	Marty Williams	\$6,670,501	2.5
385	R&A CPAs / Tucson, Ariz.	Thomas K. Furrier	\$6,660,441	8.9
386	Broussard Poche' LLP / Lafayette, La.	Scott J. Broussard	\$6,559,004	4.1
387	Aycock & Company / Houston	Matthew Aycock	\$6,516,674	19.0
388	Desroches Partners / Houston	Jon Czerwinski <sup>x</sup>	\$6,467,907	-2.4
389	Atkinson & Co. Ltd. / Albuquerque	Henry C. South	\$6,407,751	-4.3
390	Alloy Silverstein / Cherry Hill, N.J.	Reynold P. Cicalese	\$6,402,539	-1.4
391	Beasley Mitchell & Co. LLP / Las Cruces, N.M.	Christopher Salcido <sup>x</sup>	\$6,307,094	1.1
392	Baratz & Associates PA / Marlton, N.J.	Ray Giunta	\$6,292,282	8.2
393	Hagen Kurth Perman & Co. PS / Seattle	James Ramborger <sup>x</sup>	\$6,270,506	4.1
394	Bland Garvey PC / Richardson, Texas	John C. Garvey Jr.	\$6,191,914	-6.1
395	Grossman St. Amour CPAs PLLC / Syracuse, N.Y.	Gary A. Grossman	\$6,165,554	5.0
396	GT Reilly & Company / Milton, Mass.	David J. Keyo Jr.	\$6,122,000	6.0
397	Wessel & Company / Johnstown, Pa.	Joel C. Valentine	\$6,105,083	4.7
398	C&D CPAs & Advisors / Solvang, Calif.	Tammy Vogsland	\$6,093,237	3.7
399	RJI International CPAs / Irvine, Calif.	Manuel Ramirez	\$6,084,447	25.5
400	Dugan & Lopatka CPAs / Warrenton, Ill.	Peter Zich <sup>x</sup>	\$6,045,528	2.2

Key: NA = Not Applicable. <sup>x</sup>Denotes new managing partner.

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# INSIDE Public Accounting

The competitive advantage for accounting firm leaders since 1987

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## WELCOME TO INSIDE PUBLIC ACCOUNTING

### About Us

The Platt Group / INSIDE Public Accounting (IPA) provides firm leaders with innovative concepts to improve their firms.

The Platt Group publishes two award-winning publications: the subscription-based INSIDE Public Accounting newsletter and the annual IPA Benchmarking Report. These publications, along with other benchmarking tools, assist leaders in making their firms more efficient, profitable, innovative, forward-looking and attractive to a new generation of professionals.

INSIDE Public Accounting is dedicated to helping firm leaders, and their firms, achieve their ultimate potential. Whether we are researching the latest trends, benchmarking the leading firms, or working with leaders to share and garner knowledge, we are always looking for ways to help.

Kelly Platt and Mike Platt

Principals

The Platt Group / INSIDE Public Accounting  
[editor@plattgroupllc.com](mailto:editor@plattgroupllc.com)

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*"I have subscribed to INSIDE Public Accounting for more than 15 years. They are one of the best sources for breaking industry news, articles, practice management analysis and best practices within the profession. All firm leaders should consider IPA as a trusted advisor in the industry."*

*– Jamie Ellis  
CEO, Katz Sapper & Miller*

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# THE IPA FIRM CULTURE ASSESSMENT

**THE NEXT LAUNCH IS  
NOVEMBER 2, 2020**

IPA has partnered with CultureIQ, corporate culture experts, to offer a tool to determine the real behaviors, beliefs, interactions and attitudes that drive how everything at your firm gets done, from internal communication to client service.

Leaders want to understand firm culture, but without hard data it can be a mystery. Find out if employees are fulfilled and rewarded by their work. The war for talent requires the right strategy. The best staff are attracted to firms that are serious about excellence in firm culture. Improving culture can yield better business results. Very few growing, successful firms can get there without loyal, engaged staff.

**There is no cost or  
commitment to submit  
an application.**



The assessment measures 12 core areas of culture: Agility; Alignment; Collaboration; Customer Centricity; Empowerment; Engagement; Growth Development; Innovation; Quality; Recognition Rewards; Trust Integrity; and Work-life Balance. Included with the assessment is your firm's Employee Net Promoter Score (eNPS).

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*"The IPA Excellence in Firm Culture Assessment gave us a solid diagnostic tool to understand exactly where we were and the insight we needed to maintain our culture. With so many external forces affecting us, our industry and our clients, this assessment helps us keep true to our core – our north star of our culture – as we navigate the coming change." – Kathy Sealman, HR director, Richey May*

## Clients

IPA 100 — Big 4 through firms at \$43.7 million in net revenue

IPA 200 — Firms ranging \$39.5 to \$20 million in net revenue

IPA 300 — Firms ranging \$20 to \$11.6 million in net revenue

IPA 400 — Firms ranging \$11.5 to \$6 million in net revenue

546 IPA Survey Participants

## IPA Partnered Associations

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CPAmerica

DFK International

INPACT Americas

LEA Global

Moore Global

PKF Intl.

PrimeGlobal

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# What Makes INSIDE Public Accounting Unique

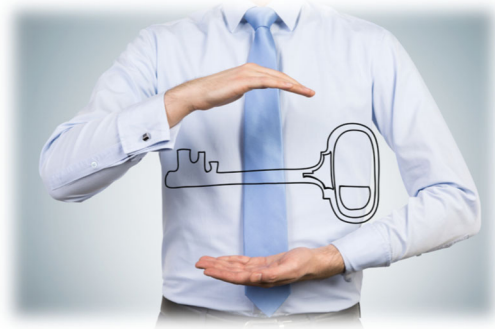
## *“IPA Puts Data In Its Place”*

INSIDE Public Accounting collects and analyzes more financial and operational data than anyone in the public accounting profession. IPA is the independent leader for the profession, and is not tied with a consulting or association division.

Firm leaders have trusted IPA with their firms' financial and operational data for more than 30 years to compile one of the longest-running, most comprehensive benchmarking (MAP) reports within the profession. Annually, hundreds of firms participate in IPA's survey, which benchmarks firms ranging in size from \$1 million to \$1 billion across North America. IPA's annual award-winning National Benchmarking Reports and the monthly newsletter have earned the respect of the top minds in the industry.



## INSIDE Public Accounting's Survey & Analysis of Firms



*Gain your competitive advantage  
and grow your firm with industry  
insight from the independent  
benchmarking leader in the nation.*

The IPA Annual Survey and Analysis of Firms is one of the longest-running and most comprehensive Management of an Accounting Practice (MAP) surveys in the U.S. The survey is open to all firms in North America and launches in January every year. All data collected, including salaries, compensation, income, etc., will be held in strict confidence.

Participants are benchmarked against more than 540 firms and may be ranked among IPA's 100, IPA 200, IPA 300, IPA 400 and the coveted IPA Best of the Best firms.

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*"The financial sector is ever-changing, and our clients rely on us to not only react to its many trends, but also to counsel them on the road ahead. INSIDE Public Accounting offers our team the news they need to stay nimble, and the thoughtful analysis helps us remain at the forefront of this industry. Likewise, IPA's benchmarking reports and surveys have provided MBAF's management the insight to continue operating as efficiently and effectively as possible, while also letting us know where we stand among our competitors."* – Tony Argiz, Chairman and CEO, MBAF

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*"The INSIDE Public Accounting Benchmarking Report is eagerly anticipated each year. We rely on the knowledge of the industry this report provides to measure our progress. We plan the next year considering what we learn from the report. Thank you for always listening to the profession and adapting to the changing world we operate in."* – Larry Autrey, MP, Whitley Penn

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# INSIDE Public Accounting's National Benchmarking Report

The result of the IPA Annual Survey and Analysis of Firms is the annual IPA National Benchmarking Report, which is one of the longest-running, most complete, independent sets of economic and management statistics available about the profession.

The national report includes aggregated data on more than 300 data points analyzed and broken out by revenue bands and geographical locations.

Firms that fully participate in the annual IPA Annual Survey and Analysis of Firms receive a complimentary Executive Summary of the findings.

## VIEW THE EXECUTIVE SUMMARY OF THE NATIONAL BENCHMARKING REPORT

*Includes Table of  
Contents, Analysis and  
Selected Data Tables*



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*"We have used the IPA Financial & Operational Report Card as a management tool to track our trends and compare ourselves against our peers. Sometimes seeing the weaknesses in your comparatives shakes people up. Like a child who doesn't listen to his/her parents, but takes advice from someone else, our team gets fed up listening to the MP tell them firm stats are below average. Four years of tracking and comparing through IPA's report card has resulted in improvements compared with peers. We recognize that we must look outward to compare with others, not just with ourselves. In addition, seeing good comparative numbers is quite motivating." – Michael Newton, MP, FL  
Fuller Landau*

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## Association Partnerships

IPA is pleased to partner with some of the leading international associations to offer services, tools and resources not found elsewhere. Partner association members receive full access to the benchmarking report. If your association is interested in partnering with IPA, please contact [survey@plattgroupllc.com](mailto:survey@plattgroupllc.com).

# **INSIDE Public Accounting's Internal Operational Benchmarking Reports**

The Internal Operational Reports dive deeper into the inner workings of firms across the nation. Uncover trends, compensation data, benefits offered, key process and policies, along with the newest technology / software that firms are utilizing to take them into the future.

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**GOVERNANCE / INTERNAL ADMINISTRATIVE STAFF DATA / PARTNERSHIP ISSUES / FIRMWIDE METRICS / PROFITABILITY / CLIENTS / WORKFLOW / ACCOUNTS RECEIVABLES / CHARGE HOUR BUDGETS / HOURS WORKED / BUSINESS DEVELOPMENT INCENTIVES**

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# INSIDE Public Accounting's Financial and Operational Report Card

<div>  <p>The competitive advantage for accounting firm leaders since 1987</p> </div> <b>THE 2020 IPA FINANCIAL AND OPERATIONAL REPORT CARD</b>						
PREPARED FOR						
Flintstone Rubble & Company		Ranking Among All Participating Firms	Average All Participating Firms	Ranking Among All \$10 - \$20M Firms	Average All \$10 - \$20M Firms	Average 2015 Top 25 Best of the Best
NET REVENUE						
Your Data			SAMPLE DATA		SAMPLE DATA	SAMPLE DATA
Net Revenue Growth Rate (Organic Only)	4.4%	278 of 507	5.0%	78 of 147	5.5%	16.0%
Net Revenue per Charge Hour	\$175.23	115 of 474	\$146.22	34 of 139	\$165.22	\$207.66
Net Revenue per Equity Partner	\$1,376,826	300 of 500	\$1,666,552	82 of 143	\$1,756,254	\$2,687,561
Net Revenue per Employee	\$160,715	297 of 505	\$182,000	84 of 144	\$185,045	\$248,569
Net Revenue per Square Foot	\$503	280 of 469	\$604	90 of 133	\$654	\$922
OPERATIONS						
			SAMPLE DATA		SAMPLE DATA	SAMPLE DATA
Charge Hours per Professional Staff (Excl. Eq. Ptnrs.)	1,281	366 of 473	1,401	107 of 139	1,452	1,503
Utilization (All Professional Staff Incl. Eq. Ptnrs.)	60.1%	375 of 468	68.3%	117 of 138	66.8%	68.5%
Utilization (All Professional Staff Excl. Eq. Ptnrs.)	63.1%	380 of 468	72.5%	116 of 138	70.0%	72.0%
Charge Hours by Professional Staff Percentage (Excl. Eq. Ptnrs.)	79.9%	376 of 472	86.4%	121 of 138	89.1%	90.5%
Personnel Costs as Percentage of Revenue	44.0%	191 of 476	49.6%	44 of 137	49.5%	43.6%
Professional Staff : Administrative Staff Ratio	4.0	348 of 503	5.6	101 of 143	6.6	7.6
Professional Staff : Equity Partner Ratio	5.4	379 of 501	7.9	115 of 143	9.4	11.5
A/R - Days of Production Locked Up	34.3	76 of 480	66.0	21 of 138	66.5	45.2
WIP - Days of Production Locked Up	22.7	224 of 462	30.2	50 of 130	22.5	20.9
NET INCOME						
			SAMPLE DATA		SAMPLE DATA	SAMPLE DATA
Net Income as Percentage of Revenue	34.8%	118 of 475	31.5%	32 of 137	27.5%	36.5%
Fully Loaded Net Income as Percentage of Revenue	13.2%	259 of 450	13.8%	83 of 129	14.2%	31.6%
Net Income Growth Rate (Organic Only)	-0.9%	326 of 465	7.7%	96 of 135	5.4%	14.6%
Net Income per Charge Hour	\$60.98	114 of 459	\$50.48	37 of 133	\$46.88	\$83.95
Fully Loaded Net Income per Charge Hour	\$20.34	240 of 439	\$23.01	75 of 125	\$24.22	\$70.55
Net Income per Equity Partner	\$342,018	329 of 468	\$464,050	106 of 136	\$492,555	\$1,105,675
COMPENSATION						
			SAMPLE DATA		SAMPLE DATA	SAMPLE DATA
Average Equity Partner Compensation	\$283,657	351 of 469	\$410,556	109 of 135	\$436,598	\$995,856
Average Non-Equity Partner Compensation	\$179,852	250 of 307	\$189,521	60 of 99	\$204,563	\$277,654
Average Professional Staff Compensation	\$78,258	171 of 460	\$73,161	51 of 133	\$77,695	\$92,548
Total response numbers will change due to the fact that not all respondents provided the requested data. A total of 525 firms participated in the 2015 IPA Annual Survey and Analysis of Firms. Averages exclude all Big 4 data.						
<b>KEY =</b> <div> <div>TOP 25% of Responses</div> <div>MIDDLE 50% of Responses</div> <div>BOTTOM 25% of Responses</div> </div>						
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Source: 2015 INSIDE Public Accounting National Benchmarking Report / Copyright ©2015 The Platt Group / INSIDE Public Accounting						

*"GBQ has been avid subscriber to the IPA Financial & Operational Report Card which shows our ranking compared to all firms and firms of our size. We share this to let our associates know which of these metrics GBQ has been successful at compared to our peers, as well as those from which we need improvement. We also track our standing in these measures year by year to track the trend of these metrics compared to our peers. These metrics have been extremely valuable in not only assisting us in managing our business, but also giving our associates an understanding of the trends and benchmarks across the industry."*

*Shaun Powell – GBQ*

Arm yourself and your firm with key metrics to encourage needed changes and next practices. If your firm participated in the 2020 IPA annual survey, then you need to ensure you've ordered the 2020 IPA Financial and Operational Report Card. This one of a kind report provides you with 21 key metrics unique to your firm. You are able to benchmark your firm in key metrics against all IPA participating firms, firms within your revenue size and the 2020 Best of the Best firms. This tool is a must have to share with your partner group and key staff.

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The IPA subscription-based monthly newsletter is chalked full of best practices and in-depth articles on what is happening within the most progressive firms and industry leaders from across the nation. Gain insightful information from firm leaders and industry experts. All IPA articles are written by the IPA staff.

**Samples**



IPA features information on benchmarking trends, practice management and, of course, the latest breaking news. IPA's goal is to inform firm leaders of successful strategies to help their firms succeed. Turn information into action with IPA.

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*"I read INSIDE Public Accounting to ensure that I have a sense of what is taking place in the profession. Its independent voice is refreshing, and helps our firm keep its focus on topics of importance to public accounting firms." – Daryl Petrick, partner, Bowman*

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## The INSIDER E-News Updates

The IPA INSIDER, INSIDE Public Accounting's complimentary electronic e-newsletter, highlights information on firm mergers, partnership issues, benchmarking trends and other key developments in the ever-evolving, fast-paced profession.

Follow news on the top firms across North America, read profiles on thought leaders and stay up-to-date on results from IPA's annual survey.

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### THE IPA INSIDER E-NEWS UPDATE

December 11, 2019



### IN THE NEWS



#### IPA's Culture Assessment Reveals Blind Spots In Accounting Firms

After asking 2,000 firm employees to describe culture at their workplaces, a few generalizations emerged: partners view their culture more positively than most everyone else; respondents expressed low opinions about firm agility; and as firms grew, staff engagement decreased. These were some of the findings from IPA's 2019 annual culture assessment of 21 firms. Results, broken out by gender, years of service, department and job title, were outlined by IPA publisher Kelly Platt in a Nov. webinar.



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#### MORE NEWS...

[Auditors Can Bring Trust, Confidence, Reliability to Currently Unaudited Corporate Reporting](#)

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If your firm receives an IPA accolade, or is featured in an IPA article - **CELEBRATE**.

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### 2018 INSIDE PUBLIC ACCOUNTING 100 FIRMS

'18	'17	FIRM / HEADQUARTERS	MP / CEO	OFFICES	FYE	NET REVENUE	% CHG.
15	15	Plante Moran / Southfield, Mich.	James Proppe	20	6/17	\$520,545,200	8.1
16	16	Marcum LLP / New York	Jeffrey M. Weiner	22	12/17	\$469,533,971	6.0
17	17	Dixon Hughes Goodman LLP / Charlotte, N.C.	Matt Snow	29	5/18	\$430,300,000	6.4
18	18	EisnerAmper LLP / New York	Charles Weinstein	13	1/18	\$360,700,000	0.9
19	19	Wipfli LLP / Milwaukee	Rick Dreher	49	5/18	\$317,900,000	6.3
20	20	Elde Bailly LLP / Fargo, N.D.	David Stende	32	4/18	\$299,193,685	3.8
21	21	Carr Riggs & Ingram LLC / Enterprise, Ala.	William H. Carr	35	9/17	\$286,138,692	9.4
22	23	Andersen Tax / San Francisco	Mark L. Vorsatz	19	12/17	\$247,000,000	12.2
23	22	Citrin Cooperman & Company LLP / New York	Joel A. Cooperman	11	12/17	\$244,000,000	4.0
24	24	Armanino LLP / San Ramon, Calif.	Andy Armanino	10	12/17	\$242,661,000	7.0
25	26	WithumSmith+Brown PC / Princeton, N.J.	William R. Hagaman Jr.	17	6/18	\$207,600,000	9.2

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*– Rob DeMartini,  
Marketing Director,  
Armanino LLP*

**Contact us for details!**



## What People Are Saying

*"I love the profession and completely respect INSIDE Public Accounting for their consistent contribution to make our profession better. I refer firm leaders to the IPA benchmarking report and appreciate the in-depth reviews and analysis of data from firms across our profession." – Sam Allred, Director, Upstream Academy*

*"IPA has been an invaluable resource to me in the management of our firm over the last number of years. I have been educated on current industry trends and best practices through their monthly newsletter, annual benchmarking reports and attendance at their annual PRIME Symposium." – Stephan Wasserman, MP, Gurney | Schneider*

*"Every year we look forward to hearing the latest IPA rankings of CPA firms across the US. The personalized reprints that the IPA team helps us craft each year are a great way for us to share our exciting news from year to year." – Samantha Colladay, Director of Marketing, The Siegfried Group*

*"We look forward to the IPA annual benchmarking report and analyze it in depth. This has become a great barometer for our own growth and success and allows me to help our partners in areas where we need to improve our metrics." – Bill Hagaman, CEO, WithumSmith+Brown*



## Contact Us

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## Who's Behind IPA

**Kelly Platt**, managing partner of INSIDE Public Accounting and an owner in The Platt Group, has worked within the profession since 1994, Kelly has developed a deep understanding of the inner workings of CPA firms and is a co-founder of AccountingWEB.com. Kelly directs all aspects of IPA's monthly IPA newsletter.

**Email:** [kplatt@plattgroupllc.com](mailto:kplatt@plattgroupllc.com)



**Mike Platt**, managing partner of The Platt Group, has been working with firms since 1985 and is in charge of the annual IPA survey and analysis of firms. Mike has assisted large local and regional firms across North America grow and thrive. Mike brings successful ideas, approaches and information to firms across the globe. A sought-after presenter, Mike specializes in benchmarking trends and analysis, and partner retreat facilitation.

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