

# GRASSI & CO.

ACCOUNTANTS & SUCCESS CONSULTANTS®



## About Us:

Grassi & Co. is a premier professional services organization specializing in accounting, auditing, tax, technology, and business consulting and has been ranked the 70th largest and one of the 100 Fastest Growing Firms by INSIDE Public Accounting. Grassi & Co. was also ranked the 18th largest Accounting Firm in New York by Crain's New York and the 7th largest by Long Island Business News. IPA has also recognized Grassi & Co. as a "Best of the Best Firms" for 12 years. We have offices in Manhattan, Long Island, Westchester County, NY, and Park Ridge, NJ as well as internationally through our association with Moore Stephens International.

Grassi & Co. offers clients a multidisciplinary range of services, including:

- Audit and Attest
- CFO Advisory and Managed Accounting
- Business Advisory
- Corporate Restructuring and Insolvency
- Forensic, Litigation Support and Valuation
- Healthcare Consulting
- Tax Compliance and Consulting
- International Taxation and Structuring
- State and Local Taxation and Structuring
- Trust and Estates, Planning and Administration
- Succession Planning
- Technology Consulting
- Franchise Services
- Human Resources Consulting
- Organizational Assessments
- Lean Consulting
- Family Wealth Strategies

These services are offered by a diverse group of specialists specifically trained to focus on the challenges unique to the industries in which our clients operate. These industries include:

- Architecture and Engineering
- Construction
- Family Office/High Net Worth
- Financial Services
- Healthcare
- Manufacturing & Distribution
- Not-for-Profit
- Real Estate
- Retail
- Technology
- Transportation & Shipping
- Franchising
- Automotive
- Sports and Entertainment

Our dedicated team works closely with clients to find strategic solutions to business challenges in order to help companies maximize their potential.

### International Accounting Practice

Grassi & Co. recognizes that in today's global market, international opportunities can be the key to growth for many clients; that's why we have established an Italian Desk in collaboration with Siniscalco Partners in Rome.

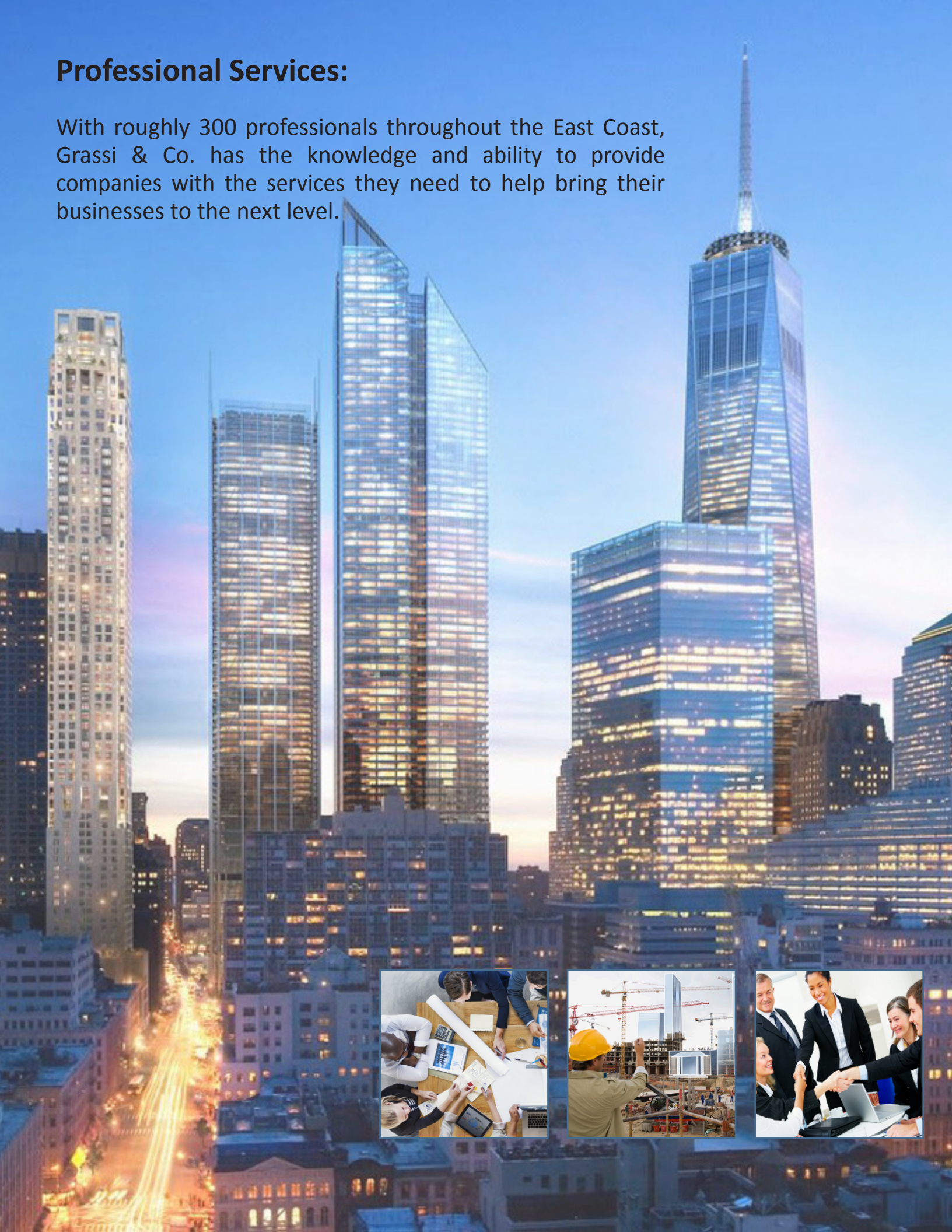
Our Italian Desk is made up of a group of accountants, led by Rocco Totino, with different specialties within audit, tax and corporate international areas, and who have knowledge of the Italian language, idiosyncrasies and culture.

The Italian Desk professionals of Grassi & Co. have a close and lasting relationship with Italy that is established through existing connections between our Firms and strategic partners in Italy.



## Professional Services:

With roughly 300 professionals throughout the East Coast, Grassi & Co. has the knowledge and ability to provide companies with the services they need to help bring their businesses to the next level.



### **Audit and Attest Services:**

Companies require a credible service provider to meet their audit and assurance needs. Grassi & Co.'s risk-based approach effectively delivers a financial statement audit and other assurance services that comply with changing regulations and professional standards.

Our audit professionals have extensive experience providing a variety of services, including:

- Financial Statement audits in accordance with PCAOB standards
- Financial Statement Audits, Reviews and Compilations in accordance with AICPA standards
- International Financial Reporting
- Reporting on Initial Public Offerings (IPOs)
- Reporting on Controls at a Service Organization - SSAE 16
- Employee Benefit Plan Audits
- Sarbanes-Oxley (SOX) Compliance reporting

Our ability to deliver high quality audit and assurance services is based on our team's robust knowledge of business processes, accounting policies, internal controls, and financial reporting issues specific to our clients. Grassi & Co. has been successfully peer reviewed by the American Institute of Certified Public Accountants and is registered with and inspected by the Public Company Accounting Oversight Board (PCAOB).

### **Tax Compliance and Consulting Services:**

It's more important today than ever before for companies to stay abreast of fast-changing tax, legal and regulatory requirements and the tax professionals of Grassi & Co. track the latest in tax-related developments impacting your business.

Our professionals provide a variety of tax compliance and consulting services, including:

- State and Local Tax (SALT) Services
- International Taxation
- Income Tax Planning and Projections
- Tax Credits and Incentives
- Tax Controversy and Compliance
- Preparation and Filing of Tax Returns
- Estate Administration
- Preparation of Estate and Gift Tax Return
- M&A Advisory and Transaction Structuring
- Bankruptcy & Insolvency
- Financial Administration
- Tax Provision Services

### **Accounting Management Services:**

Grassi & Co.'s Accounting Management Team has extensive experience serving all industries, and our unique, individualized approach gives shareholders, owners, management and other decision-makers the strategic advice required to navigate through the complexities of today's market.

Our services include:

- Cash Flow Monitoring
- Bookkeeping and Bill Paying
- Accounts Payable/Receivable
- General Ledger Accounting
- Financial Statement Preparation
- Month-end Closing

### **Business Advisory Services:**

Grassi & Co. provides a suite of Business Advisory Services that provide strategic guidance to help our clients run their businesses more efficiently.

Our Business Advisory Practice is made up of former CFO's, controllers and senior finance executives whose knowledge exceeds standard accounting and auditing practices. Their hands-on experience driving an organization and positively impacting its bottom line is unsurpassed.

Our professionals provide a variety of services, including:

- Initial Public Offering (IPO) Readiness
- Internal Audit Outsourcing
- Cash Flow and Budget Analysis
- Internal Controls Analysis
- Enterprise Risk Management
- Financial Modeling and Business Structuring
- Compliance
- Acquisition Due Diligence
- Management Advisory and Business Optimization
- Strategic Planning
- Lean Advisory Services
- Executive Management
- Business Analysis
- Operational Reviews
- Budgeting, Forecasting and Projections

### Technology Consulting Services:

Grassi Technology Consultants, LLC, a subsidiary of Grassi & Co., offers full service IT consulting specializing in the implementation and support for ERP systems. Providing a high-level of professional service and technical expertise, Grassi Technology Consultants specializes in financial, supply chain management, customer relationship management and human resource ERP modules and provides the following IT consulting services:

- Assessments
- Project Management
- Business Process Improvement and Leading Practice Recommendations
- Sarbanes Oxley Compliance
- Regulatory Compliance (HIPAA)
- System Design and Configuration
- Testing and Quality Assurance
- Production Support and Process Scheduling
- Project and Full Time Staffing
- Functional and Technical Expertise

### Healthcare Transformation Consulting Services:

In the current accountable-care healthcare environment, medical providers and healthcare organizations are transitioning from a transactional fee-for-service business model, to a value-based payment model. This paradigm shift requires high quality outcomes with controlled utilization and costs. During this transition, healthcare providers and organizations are taking on increased levels of risk. Grassi & Co.'s Healthcare Transformation Consulting practice begins each engagement with an initial meeting to understand your company's specific situation and needs, and then designs an individualized proposal on how we can assist you in achieving the desired goal.

### Services include:

- Transformation of structures and processes to succeed under value-based payment models, such as ACO's, bundled payment models, and expanded managed care programs
- Strategic business development to better match provider and organization services' health needs and health reform initiatives — such as DSRIP
- Technical support for development of innovative care delivery models—such as the integration of primary care and behavioral health
- Development of strategic information systems plan to accommodate data needs under new payment models—including health information system and application selection advisory services

### Franchising Services:

Specializing in the franchise industry, the professionals of Grassi Franchising Services, LLC, a subsidiary of Grassi & Co., have an unparalleled depth of knowledge of the franchise industry. We service various franchises and offer all-inclusive services including:

- Monthly Financial Statement Compilation
- Financial Reporting to Franchisor - Grassi Franchising Services maintains compliance with the franchisor ensuring that required financial reporting is complete
- Sales Tax
- Personal Property Tax
- Business Income Tax
- Projection- Fourth quarter projections will be prepared to determine if any taxes will be due by April 15th and ensure all deductions are maximized and effectively reduce your tax obligation to the lowest amount permissible under current IRS regulations
- Personal Income Tax- We can prepare your personal income tax return as an additional service at a reduced fee. We will discuss this fee with you in advance based on the complexity of your return, taking into account various factors such as rental property income, self-employment income, stock trading activity, etc.

### **Corporate Restructuring and Insolvency Services:**

As a reflection of the economic cycle, the spike in corporate restructuring and reorganization has become commonplace as it is proven to be an effective tool in unlocking better performance. At Grassi & Co. our professionals provide practical corporate restructuring and insolvency advice designed to meet specific client needs.

Our team of professionals offers:

- Independent Company Reviews and Valuation Services
- Turnaround Services
- Judicial Management Services
- Forensic Accounting Services
- Exit Strategy Planning Services

### **Forensic Litigation & Valuation Services:**

Applying economic analysis experience and expertise to your valuation, and other controversy needs, is essential for success. For over 30 years, our Forensic & Valuation professionals have served clients in virtually every industry ranging in size from substantial family owned businesses and professional practices to Fortune 100 corporations and international professional service firms.

Our services include:

- Litigation Support
- Investigation and Forensic Accounting
- Valuation Analysis
- Electronic Evidence Support

### **Grassi Performance Institute:**

In order to improve client performance and continue to be a financial resource for our clients, Grassi & Co. has implemented Grassi Performance Institute (GPI). The GPI's Organizational Assessment Tool will diagnose an organization's effectiveness as well as its DNA. This tool will help educate our clients on how coherent an organization is with its strategy through an Assessment. Clients are then armored with enough information to determine what works, fix what's wrong, and continue to bring their company forward.

### **Additional Resources:**

In this global marketplace, it's important to find ways to remain competitive, innovative and profitable while complying with regulations, laws and policies. No individual firm, regardless of its size, will have all of the answers to national and global financial, business and tax issues. That's why Grassi & Co. is an independent firm associated with Moore Stephens North America, the North American region of Moore Stephens International Limited.

An independent firm associated with  
Moore Stephens International Limited

**MOORE STEPHENS**

This global association consists of more than 300 independent accounting and consulting firms with nearly 650 offices in 100 countries. Moore Stephens North America is the 6th largest CPA association in the United States. The breadth and depth of services available to our clients are equivalent to those offered by Big 4 firms. These services are enhanced by a more hands-on, personalized approach to serving client needs. Together, we can work with you to develop a strategy to help you reach your desired goals. Because Moore Stephens North America accounting firms are independent of one another, the accessibility of multiple professional services can be offered in a "one-stop shopping" approach.

The firms of Moore Stephens strive to be the best in their markets. They offer a range of services to help you grow, realize and protect your wealth. Technical services are designed to deliver practical solutions to businesses in a variety of industries. What could be better than getting the advice you need from an industry specialist in the country you desire? How about getting all that from your trusted business advisor? It's very simple, yet highly effective. Grassi & Co. will put you in touch with knowledgeable professionals in your local markets; with accountants who provide the personalized attention you expect and who comply with the quality and service standards demanded by the profession. As a result, you'll benefit from collective Big 4 equivalent intellectual capital that reaches beyond regional or even national borders into the global market.

# AUDIT TAX ACCOUNTING CONSULTING TECHNOLOGY

## Manhattan:

488 Madison Avenue, 21st Floor  
New York, NY 10022  
Phone: (212) 661-6166  
Fax: (212) 755-6748

## Long Island:

50 Jericho Quadrangle  
Jericho, NY 11753  
Phone: (516) 256-3500  
Fax: (516) 256-3510

25 Johnson Avenue  
Ronkonkoma, NY 11779  
Phone: (631) 676-4995  
Fax: (631) 615-2790

## New Jersey:

1 Maynard Drive  
Suite 2203  
Park Ridge, NJ 07656  
Phone: (201) 808-9800  
Fax: (201) 808-9829

## Westchester County:

670 Post Road  
Suite 310  
Scarsdale, NY 10583  
Phone: (914) 472-8455  
Fax: (914) 472-8755

## Italy:

Via E. De Amicis, 53  
20123 Milano-Italy  
Phone: +39.0258118927

Via Carducci, 4 - 00187 Rome, Italy  
Phone: +39 06 42014290



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[www.grassicpas.com](http://www.grassicpas.com)