

A SUPPLEMENT TO
accountingTODAY

2017 TOP 100 FIRMS PLUS: ACCOUNTING'S REGIONAL LEADERS

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2017 TOP 100 FIRMS DATABANK								
Overview								
	Top 7 firms	% chg.	Firms over \$100 mn	% chg.	Firms under \$100 mn	% chg.	Total Top 100 Firms	% chg.
Revenue (in \$mn)	\$58,096.06	8.58	\$9,520.00	10.52	\$3,571.40	7.91	\$71,187.46	8.80
Partners	13,408	6.57	4,799	5.75	1,957	5.67	20,164	6.29
Professionals	138,800	11.13	34,688	9.67	14,368	8.04	187,856	10.62
Total employees	235,987	9.54	47,537	9.39	19,628	7.19	303,152	9.36
Fee split	Rev. share (in \$mn)	% of rev.	Rev. share (in \$mn)	% of rev.	Rev. share (in \$mn)	% of rev.	Rev. share (in \$mn)	% of rev.
Audit & Attest	\$20,369.01	35.06	\$3,867.49	40.62	\$1,234.28	34.56	25,470.78	35.78
Tax	\$14,289.43	24.60	\$3,234.57	33.98	\$1,251.69	35.05	18,775.69	26.27
MAS (consulting)	\$21,570.48	37.13	\$1,906.59	20.03	\$604.22	16.92	24,081.29	33.83

Notes: Some figures may not correspond exactly due to rounding.

Leaders in A&A			Leaders in Tax			Leaders in MAS		
Ranked by revenue			Ranked by revenue			Ranked by revenue		
Top 7 firms	Rev. share (\$ mn)	Fee split	Top 7 firms	Rev. share (\$ mn)	Fee split	Top 7 firms	Rev. share (\$ mn)	Fee split
PwC	6,413.88	43	PwC	3,729.00	25	Deloitte	8,408.64	48
Deloitte	5,080.22	29	Ernst & Young	3,538.00	29	PwC	4,773.12	32
Ernst & Young	4,026.00	33	Deloitte	3,153.24	18	Ernst & Young	3,660.00	30
KPMG	2,849.22	33	KPMG	2,331.18	27	KPMG	3,454.00	40
RSM US	711.56	39	RSM US	672.28	36	Grant Thornton	609.28	36
BDO USA	645.00	50	Grant Thornton	440.03	26	RSM US	446.14	24
Grant Thornton	643.13	38	BDO USA	425.70	33	BDO USA	219.30	17
Firms over \$100 mn			Firms over \$100 mn			Firms over \$100 mn		
CohnReznick	333.72	54	CliftonLarsonAllen	241.60	32	Crowe Horwath	362.76	46
CliftonLarsonAllen	271.80	36	CBIZ & MHM	231.35	35	Plante Moran	173.43	36
CBIZ & MHM	264.40	40	Crowe Horwath	197.15	25	CBIZ & MHM	165.25	25
BKD	258.05	48	Moss Adams	194.99	37	Dixon Hughes Goodman	137.90	35
Moss Adams	231.88	44	CohnReznick	179.22	29	Baker Tilly Virchow Krause	125.35	24
Firms under \$100 mn			Firms under \$100 mn			Firms under \$100 mn		
BlumShapiro	45.14	59	Frank, Rimerman + Co.	50.57	61	FGMK	47.04	49
Friedman	44.10	45	Friedman	44.10	45	Horne	34.93	44
EKS&H	40.84	41	BPM	41.00	50	Blue & Co.	34.88	45
RubinBrown	37.01	43	Whitley Penn	40.73	49	PYA	31.22	75
Whitley Penn	34.08	41	Squar Milner	40.60	56	SC&H Group	29.54	62

Pacesetters in growth			Overall Top 100 Firms			Overall Top 100 Firms		
Ranked by % chg.			Revenue (\$mn)			Revenue (\$mn)		
Firms over \$100 mn.	Revenue (\$mn)	% chg.						
Withum	147.78	28.81	Withum	147.78	28.81	Holthouse Carlin & Van Trigt	128.32	15.97
Sikich	146.40	26.53	Sikich	146.40	26.53	Eide Bailly	259.40	15.49
Carr, Riggs & Ingram	235.79	20.83	Cohen & Co.	60.10	26.15	Rea & Associates	40.60	15.05
MBAF	112.30	19.47	BDO USA	1,290.00	22.86	Whitley Penn	83.12	14.74
Armanino	195.00	18.72	Carr, Riggs & Ingram	235.79	20.83	Marks Paneth	128.00	14.29
			Prager Metis International	60.77	19.67	Cherry Bekaert	164.20	14.19
			MBAF	112.30	19.47	Bennett Thrasher	41.35	14.13
			Armanino	195.00	18.72	Hein & Associates	61.00	13.62
			Citrin Cooperman & Co.	230.00	17.95	RSM US	1,845.62	12.75
			Grassi & Co.	57.50	17.35	Mountjoy Chilton Medley	48.70	12.50
			Doeren Mayhew	72.56	17.20	Dixon Hughes Goodman	394.00	12.25
			Squar Milner	72.50	16.94	EisnerAmper	318.80	12.06
			Friedman	98.00	16.67	KLR	44.30	11.87
			Honkamp Krueger & Co.	68.10	16.61	Baker Newman & Noyes	42.60	11.81
			CliftonLarsonAllen	755.00	16.15			
			Kearney & Co.	126.70	16.13			

Notes: * Firm estimate or projection. All Big Four revenue figures are gross, not net. For more details, see pages 16-19.

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THE 2017 accountingTODAY TOP 100 FIRMS

RANK	17	16	Firm	Headquarters	Chief executive	Year end	REVENUE		Offices	Partners	% chg.	PERSONNEL		Total emps.	% chg.	FEE SPLIT (in percent)			
							\$ mn.	% chg.				Professionals	% chg.			A&A	Tax	MAS	Other
26	32		Withum	Princeton, N.J.	William Hagaman	June	147.78	28.81	12	51	27.50	576	48.45	781	49.05	41	43	4	12
27	31		Sikich	Naperville, Ill.	Christopher Geier	Dec	146.40	26.53	21	54	5.88	623	15.37	791	21.32	26	16	55	3
28	26		FKF O'Connor Davies	New York City	Kevin Keane	Dec	138.50	9.92	9	110	1.85	560	31.46	788	24.88	58	28	12	2
29	35		Holthouse Carlin & Van Trigt	W. Los Angeles, Calif.	Philip Holthouse	Dec	128.32	15.97	11	48	26.32	372	16.98	502	17.29	18	75	0	7
30	34		Marks Paneth	New York City	Harry Moehringer	Dec	128.00	14.29	6	91	21.33	453	17.97	659	18.95	39	49	3	9
31	36		Kearney & Co.	Alexandria, Va.	Ed Kearney	Dec	126.70	16.13	2	17	30.77	558	12.50	606	10.99	75	0	25	0
32	33		UHY Advisors ⁹	Chicago	Anthony Frabotta	Dec	126.50	11.26	16	66	10.00	459	30.40	649	24.09	31	49	20	0
33	29		Elliott Davis Decosimo	Greenville, S.C.	Richard Davis	June	125.00	6.84	9	93	NC	522	-4.40	763	-3.54	42	44	14	0
34	27		Warren Averett	Birmingham, Ala.	James Cunningham	Dec	124.40	0.89	14	156	20.93	548	7.03	927	3.46	37	37	5	21
35	28		Novogradac & Co.	San Francisco	Michael Novogradac	Dec	123.96	5.89	25	49	11.36	416	12.43	543	10.14	57	29	3	11
36	30		Rehmann	Saginaw, Mich.	Randy Rupp	Dec	115.00	-0.86	18	62	3.33	560	1.08	829	1.72	33	36	13	18
37	42		MBAF	Miami	Antonio Argiz	June	112.30	19.47	10	28	16.67	446	13.49	554	13.76	36	44	13	7
38	37		Berdon	New York City	Mark Bosswick and Stu Kotler	Dec	111.80	7.50	2	37	-7.50	324	5.88	430	5.13	35	40	25	0
39	39		The Bonadio Group*	Pittsford, N.Y.	Thomas Bonadio	April	106.59	11.17	10	78	6.85	460	4.55	623	4.53	44	28	12	16
40	41		Weaver	Fort Worth, Texas	John Mackel	May	104.30	9.67	9	38	NC	404	7.16	539	6.73	34	41	16	9
41	38		Anchin, Block & Anchin	New York City	Frank Schettino	Dec	103.00	5.10	1	54	NC	242	8.52	371	1.92	44	43	13	0
42	40		EKS&H	Denver	Robert Hottman	Sept	99.60	4.73	3	41	5.13	438	12.89	591	12.57	41	40	19	0
43	44		Friedman	New York City	Bruce Madnick	Dec	98.00	16.67	8	73	2.82	308	8.07	460	8.75	45	45	10	0
44	43		FGMK	Chicago	Mario Donato	Dec	96.00	5.49	2	67	3.08	332	6.41	422	6.03	17	34	49	0
45	45		LBMC	Brentwood, Tenn.	Jeff Drummonds	Dec	86.59	5.19	3	45	-2.17	381	2.97	489	-7.39	23	26	23	28
46	47		RubinBrown	St. Louis	John Herber	May	86.07	9.60	5	26	-3.70	531	27.64	620	22.05	43	42	15	0
47	54		Whitley Penn	Fort Worth, Texas	Larry Autrey	Dec	83.12	14.74	5	45	4.65	347	48.29	434	39.55	41	49	0	10
48	50		Frank, Rimerman + Co.	Palo Alto, Calif.	Brian Kreischer	Dec	82.90	10.68	4	27	12.50	354	13.46	389	14.41	29	61	10	0
49	48		BPM	San Francisco	Jim Wallace	Dec	82.00	4.73	6	35	-16.67	317	7.82	431	2.13	37	50	12	1
50	49		Schenck	Appleton, Wis.	Greg Barber	Sept	80.51	3.20	10	60	-1.64	370	3.93	551	3.77	36	37	20	7

Key and notes: Last year's rankings have been revised based on 2015 revenue provided by firms. Some firms' rankings will therefore differ from those reported last year.
^{*} Firm estimate NC No change NA Not available or not applicable NR Not ranked
⁹ UHY Advisors and UHY LLP are affiliated through an alternative practice structure.

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Expanding the Regional Leaders

The criteria for membership in the Top 100 Firms list is fairly straightforward: If an accounting firm meets a certain threshold of net revenue (this year it happens to be \$37.7 million), then it makes the list.

With our Regional Leaders, however, there are a few more variables to consider — and that led to a significant expansion of the rosters this year.

First off, the main point of the Regional Leaders is to highlight the large group of strong firms that exist beyond the Top 100, whose names may not be nationally known but that are thriving in different

regions of the country. With that in mind, in the early years of the list we aimed to name at least 15 firms in each of our 10 geographical regions. Filling those slots is no longer an issue — and in many regions we're able to go well beyond 15 list-worthy firms (both the Mid-Atlantic Region and the West, for instance, include more than 30 firms).

Nowadays, we pick the Regional Leaders based on two main criteria: We aim to include at least 15 firms, all of which achieve a level of revenue that sets them in the top tier of their region. In many areas (though not all), we've set that level this

year (somewhat arbitrarily) at \$10 million, which has allowed us to include more top firms than ever — such as Florida's Vestal & Wiler, New York's Teal, Becker & Chiaramonte, Illinois' CDH, and many more.

In a few parts of the country (the Mountain Region, for instance, and New England), the landscape is such that a slightly lower threshold is in order to make sure we're including the leading firms; in those cases, we may dip below the \$10 million level to include the region's best.

With all that in mind, we're happy to present this year's expanded list of accounting's Regional Leaders! *AT*

THE 2017 REGIONAL LEADERS

Top Firms: Gulf Coast

Alabama, Florida, Louisiana and Mississippi

Total revenue: \$936.92 million. Average firm growth: 12.03%

The roster of leading firms around the Gulf Coast expanded significantly this year, adding four new firms, even as two leaders from earlier years' lists, Goldstein Schechter Koch and the LBA Group, were snapped up in mergers.



Firm	Headquarters	Rev. \$ mn.	% chg.	Offices		Professionals	Total emps.	Fee split			
				Partners	Other			A&A	Tax	MAS	Other
Carr, Riggs & Ingram	Enterprise, Ala.	235.79	20.83	26	165	927	1,329	48	40	11	0
Warren Averett	Birmingham, Ala.	124.40	0.89	14	156	548	927	37	37	5	21
MBAF	Miami	112.30	19.47	10	28	446	554	36	44	13	7
Horne	Ridgeland, Miss.	79.39	-1.08	14	20	422	549	33	10	44	13
Kaufman Rossin Group	Miami	75.00	1.49	5	46	275	403	28	30	8	34
Berkowitz Pollack Brant	Miami	60.00	8.30	3	17	149	214	16	43	5	36
Postlethwaite & Netterville	Baton Rouge, La.	57.60	8.35	8	27	299	367	41	19	30	10
Jackson Thornton & Co.	Montgomery, Ala.	28.59	3.14	6	21	135	182	43	31	3	23
LaPorte	Metairie, La.	26.49	13.50	5	15	125	174	54	39	7	0
Daszkal Bolton	Boca Raton, Fla.	20.20	4.39	3	11	98	137	26	68	3	3
Heard, McElroy & Vestal	Shreveport, La.	19.30	12.21	2	17	72	115	40	42	14	4
Barfield, Murphy, Shank & Smith	Birmingham, Ala.	18.31	15.52	5	23	103	153	37	35	8	20
Gerson Preston Klein Lips Eisenberg & Gelber	Miami	18.30	28.06	2	6	50	71	NA	NA	NA	NA
Saltmarsh, Cleaveland & Gund	Pensacola, Fla.	16.50	5.63	4	15	102	134	37	28	5	30
Kushner LaGraze	Metairie, La.	12.88	25.29	1	9	41	61	12	57	5	26
Thomas Howell Ferguson	Tallahassee, Fla.	11.02	13.49	2	8	47	75	54	40	6	0
Kabat, Schertzer, De La Torre, Taraboulos	Miami	10.85	35.12	3	8	72	91	35	50	8	7
Vestal & Wiler	Orlando, Fla.	10.00	2.04	1	8	38	52	51	49	0	0

Notes: NA Not available/applicable

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2017 firm highlights

▶ **MBAF:** In February 2016, merged in Palm Beach, Fla.-based Rampell & Rampell. Expanded risk advisory services.
