

The bimonthly newsletter of BKR INTERNATIONAL, the premier association of independent accounting and business advisory firms.

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## LETTER FROM THE CHAIR



Happy New Year! I hope you all enjoyed the holiday season and are now ready to forge ahead into 2017 by taking advantage of the many services and benefits available through your membership in BKR. A great way to begin is by making a New Year's resolution to attend either your regional or BKR's annual meeting, as well as to participate in BKR's practice groups and committees. Also, be sure to visit the website at [www.bkr.com](http://www.bkr.com) at least once a week to be sure you are up-to-date on all of our news, services, and benefits.

2016 ended with great success. Our Annual Worldwide Meeting, held in Santiago, Chile, was attended by more than 160 members and companions. The meeting featured renowned Chilean speakers from across the country, and we all were able to enjoy unique social events, such as blending our own wine. Our regions have been active as well: the Asia-Pacific Region is busy transitioning its leadership from **Stephen Roger** to **Grant Allsopp**. Fortunately, both are in our Sydney office, and have been working together for many months to ensure a smooth handover of duties.

The EMEA Region held Tax, and Audit and Accounting Group Meetings, as well as a Future Leaders Alumni Event, all on November 28 and 29 in Amsterdam. EMEA Executive Director **Tim Morris** represented BKR at the EGIAN Members Meeting on December 12 in Brussels, which is attended by the CEOs of all of the networks and associations based in Europe. The Americas Region was just as busy, holding both Session 2 of its Leadership Institute and Level 4 of its Staff Tax Training in Chicago in November. In addition, the region held its popular Managing Partner Roundtables in Orlando, Florida, on December 5, with more than 45 partners in attendance.

Your Worldwide Board is busy planning for an outstanding year ahead. We will be printing our BKR Marketing Brochure and Directory of Members, the information for which is excerpted from our online Member Information page, so be sure you have updated your firm details. Be sure to distribute the brochure and directory to your clients, prospects, and referral sources whenever possible, as they help demonstrate your firm's capabilities and global resources through your BKR membership. We're anticipating forming a new international committee for Global Employment Tax Services, bolstering our International Tax Committee, which has a very active LinkedIn Group, sharing updated tax information and articles from around the world.

Members will have plenty of chances to collaborate and share knowledge in 2017, most notably at our regional and Annual Worldwide Meetings. This year, the Asia-Pacific and EMEA Regions are holding their second joint regional meeting in Singapore from May 5-8, followed by the Americas Regional Meeting in Louisville, Kentucky, from June 3-6. Also, be sure to save the date for our main event of the year, BKR's Annual Worldwide Meeting, to be held in London from October 21-24. And let's not forget EMEA's BIC (Britain, Ireland, and Channel Islands) and Africa subregional meetings in March, as well as Americas' additional installments of the Leadership Institute in January and May. For a list of all 2017 BKR meetings, see page 8.

I wish you a safe, peaceful, and prosperous new year, and a smooth start to the busy season that many of us will soon be entering. I look forward to seeing each of you at our 2017 regional and Annual Worldwide Meetings! **Kind Regards,**

Please feel free to contact me at any time with your ideas and suggestions to make BKR an even more valuable resource to you and your partners.

**Jacqueline Wolfovski**

# BKR EASY RUNNERS CONQUER MACHU PICCHU

by Lien Le (Houston)

The theme of BKR International's 2016 Annual Worldwide Meeting in Santiago, Chile, from November 12-15, was "Scaling New Heights," so that is what we did!

A group of us, represented by firms from Johannesburg (**Graeme Boake** and **Donovan Fraser**), Frankfurt (**Susanne Ude-Lomb**), Montreal (**Nancy Nerone**), and Houston (me, **Lien Le**), met in Lima, Peru, a week before the conference to hike up the summit of Machu Picchu.

After meeting in Lima, we traveled to Cusco, where the elevation is 11,152 feet

(3,399 meters), to become acclimated to the high altitude, then to Machu Picchu, where the elevation is 7,972 feet (2,430 meters). We spent about four hours hiking up to the top of the Machu Picchu summit. One word sums it all up: AMAZING. If not for being a part of BKR International, our friendship would not have been founded on this shared interest of seeing the world and experiencing great adventures.

After our adventures in Peru, we made our way to Santiago, Chile, where the BKR Easy Runners group (which now includes a walking group), completed a 10K run on November

12. This was another successful and fun event for all participants. We were introduced to new friends with the common interest of running and walking.

We are now looking ahead to next year's conference and planning another great running event. Thanks to **Briggs & Veselka Co.** (Houston) for sponsoring the BKR Easy Runners running shirts, BKR International for providing running medals, and **Schiff-Martini & Cie. GbR Wirtschaftsprüfer, Steuerberater** (Frankfurt) for awarding prizes to the running and walking teams.



**BKR Easy Runners reach the summit of Machu Picchu...**



**..and prepare for their 10K in Santiago.**

## BKR MEMBERS MAKE TOP ANNUAL LISTS

BKR International Member Firms **Johanson & Yau Accountancy Corporation** (San Jose) and **Cornwell Jackson** (Dallas) were featured in the *Accounting Today* article, "Meet the 2016 Best Small Firms to Work For." Read the piece at

<http://www.accountingtoday.com/gallery/photos/meet-the-2016-best-small-firms-to-work-for-79764-1.html>.

BKR Member Firms **Snyder Cohn, PC** (Washington, D.C.) and **Bland & Associates, P.C.** (Omaha) were featured in

the *Accounting Today* article, "Meet the 2016 Best Midsized and Large Firms to Work For." Read the article at <http://www.accountingtoday.com/gallery/photos/meet-the-2016-best-midsized-and-large-firms-to-work-for-79787-1.html>.

# MEMBER PROFILE: HOWE, RILEY & HOWE, PLLC (MANCHESTER, NEW HAMPSHIRE, USA)

**Howe, Riley & Howe, PLLC (HRH)**, founded in 1950, employs over 50 people and is the largest New Hampshire-headquartered accounting firm, with offices in both Manchester and Portsmouth. The firm has grown over the years based on the depth of its client relationships, and through the fulfillment of its promise to serve clients with high standards of quality, timeliness, and communication.

In the early years, the firm focused on providing corporate, partnership, and individual tax services. Today, it provides a broad range of services in several industries to clients throughout New England and the United States. The firm's service offerings include:

- Audit, review, and compilation services;
- Tax return planning and compliance services for all entity types;
- Business and personal financial consulting;
- Business transition and succession planning; and
- Outsource accounting services.

The outsource accounting services have been expanded and are now branded as "EnCompass." This service is offered primarily to businesses, estates, and trusts. HRH provides remote back-office support services in bookkeeping, payroll, budgeting, and financial reporting.

The firm has team members with expert-

## REMINDER!

Submissions for the March/April 2017 issue of the BKR International Worldwide Bulletin are due by Monday, February 6, 2017.



**HRH staff with representatives from a local charity. The firm donated gifts for the holidays to several charitable organizations.**

ise in various industries, including: distribution, construction and real estate, employee benefit plans, trusts and estates, manufacturing, non-profits, professional services, and technology.

HRH's local roots have helped it develop a culture that is family-friendly and community-oriented. It has won the *New Hampshire Business Review's* Best of Business Award in accounting every year since 2011.

Along with the services and industry experience provided by HRH, the firm is actively involved in the communities surrounding its offices. In 2015-2016, HRH employees donated more than 750 hours and \$4,500 to local non-profit organizations. A few examples of employee involvement in the community include volunteering to paint rooms for local non-profit organizations, participating in turkey drives and food drives for needy families for the holidays, and clothing drives and stuff-a-backpack drives for young students. In addition, HRH employees donate their time to serve on the boards of many local community organizations.

Employees of the firm enjoy various benefits, including flexible schedules and activities organized by other team members. Each

month, employees organize an activity during or after work for the firm. Past events include bingo, hiking, summer outings and cook-outs, a pancake breakfast, and holiday trivia and decorating contests. Continuing professional education is offered throughout the year in a variety of subjects to stay current with accounting and taxation issues.

Howe, Riley & Howe strives to provide exceptional service to its clients while also serving the community and providing opportunities of professional growth for its team.

## BKR IN THE PRESS

BKR International's "10 Ways to Lose a Client," was published in *Accounting Today* at <http://www.accountingtoday.com/gallery/photos/10-ways-to-lose-a-client-79645-1.html>.

BKR was also featured in the *Accounting Today* article, "The 12 Whys of Audit," at <http://www.accountingtoday.com/list/the-12-whys-of-audit>.

# NICHE NEWS

## Assurance Services

### Chair – Sara Kelley (San Jose)

The Assurance Services Practice Group held a telemeeting on October 26. Topics discussed included revenue recognition, new lease standards, audit efficiency, and potential topics for future telemeetings. The next telemeeting is scheduled for January 25.

## Business Valuation

### Chair – Baria Jaroudi (Houston)

The Business Valuation Practice Group Teleseminar was held on December 7. Chair **Baria Jaroudi** gave a presentation on “Valuing Voting v. Non-Voting Shares of Stock.” The presentation and accompanying documents can be downloaded at <http://bkr.com/bkr-meeting-detail.php?506>. Participants received one hour of CPE credit. The next teleseminar will be held on March 22.

## Forensic Accounting/Litigation Support

### Chair – Marnie Silver (Toronto)

The group’s teleseminar was held on November 28. **Josh Epstein** (Toronto) presented “Best Practices in Ponzi and Pyramid Schemes Investigations/Litigation.” Chair **Marnie Silver** then briefly discussed “hot topics” from the recent AICPA Forensic and Valuation Services Conference in Nashville.

Participants received one hour of CPE credit. The group’s next teleseminar will be held on February 27.

## International Tax (Americas Region)

### Chair – Ken Laks (Long Island)

The Americas Region International Tax Committee held its last telemeeting on December 12. The chairman gave highlights of the International Tax Workshop held in Santiago on November 14, where several members from the Americas Region gave presentations. Other topics on the call included recent changes to the U.S. tax filing deadlines, the new K-1 rules, as well as discussion on potential tax changes under president-elect Trump. The group will hold its next telemeeting on May 8.

## Technology (Internal)

### Chair – Bob Daugherty (Louisville)

The Technology (Internal) Practice Group held a telemeeting on November 2. Topics discussed included alternatives to CCH’s ProSystem Engagement, disk encryption software, CCH Axxess, ProSystem fx Tax, CRM software, technology conferences, group discounts, and e-signatures. The next telemeeting is scheduled for February 6.

## About BKR's Specialized Services Practice Groups/Committees:

Firms that offer (or are developing) specialty services have formed groups to share resources and expertise.

Groups hold quarterly telemeetings and/or annual meetings, and develop seminars, brochures, and more.

For more information, including meeting summaries, supporting documents, and contact information, visit [www.BKR.com](http://www.BKR.com) > Member Services > Practice Groups/Committees.

## WORLDWIDE BULLETIN

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### SUBMISSIONS

BKR welcomes news and articles from member firms, committees, and task forces, which can be submitted via e-mail, fax, or mail to BKR’s Executive Office.

# MEMBER NEWS AND NOTES

## Baltimore, Maryland, USA

**Gross, Mendelsohn & Associates, P.A.** was named a 2016 Baltimore Sun Top Workplace award recipient. This is the fifth consecutive year that the firm has earned the honor. Baltimore's Top Workplace awards are based on anonymous employee feedback received from a survey. The survey judges several aspects of workplace culture in areas such as training, work/life balance, management style, values and leadership, and pay and benefits.

The firm is pleased to announce that **Richard Wolf**, CPA, CGMA, CFE, has earned the Certified Valuation Analyst (CVA) designation. Richard is a principal in the firm's Forensic & Litigation Support Group, and provides forensic accounting and fraud investigation services to clients throughout the Mid-Atlantic region. He is



**Richard Wolf**

a graduate of Emory University, Goizueta Business School, and has more than 19 years of public accounting experience. For more information, visit <http://www.gmacpa.com/people/richard-l-wolf>.

## Chicago, Illinois, USA

**Ostrow Reisin Berk & Abrams, Ltd. Certified Public Accountants (ORBA)** has been awarded a 2016 Top Workplaces honor by the *Chicago Tribune*. The Top Workplaces lists are based solely on the results of an employee feedback survey administered by WorkplaceDynamics, LLC, a leading research firm that specializes in organizational health and workplace improvement. Several aspects of workplace culture were measured, including alignment, execution, and connection, just to name a few. This is the seventh year in a row that ORBA has received a Top Workplaces distinction by the *Chicago Tribune*.

## Houston, Texas, USA

**Briggs & Veselka Co.** has launched a new website. Check it out at <http://bvccpa.com>.

BVCA, a subsidiary of the firm, has hired industry veteran **Sid Shaver** as a senior managing director in charge of the practice. A 25-year veteran of investment banking, Sid holds CPA, Certified Merger & Acquisition Advisor (CM&AA), and FINRA Series 7, 24, 66, 79 designations. Sid's practice will focus on buy and sell-side transactions for a number of industries, including energy services, petrochemical, technology, transportation, logistics, consumer goods, environmental, food, and beverage industries.



**Sid Shaver**

## Karachi, India

**Ali Latif**, from **Muniff Ziauddin & Co. Chartered Accountants**, was featured in the *Business Recorder* article, "SECP Highlights Importance of Corporatization, Compliance." Read the full article at <http://www.brecorder.com/market-data/stocks-a-bonds/0/105295>.

## Lima, Peru

**Juan Santivañez** of **Santivañez Guarniz y Asociados Sociedad Civil (Audit Firm)** (Lima) recently visited the offices of **Jovane & Jovane** (Panama City). The members conducted a series a meetings regarding audit quality control, as well as exchanged information about audit and accounting best practices in their respective countries, Peru and Panama.



**Juan Santivañez and José Jované (Panama City)**

## Long Island, New York, USA

**Albrecht, Viggiano, Zureck & Co., P.C. (AVZ)** has announced that, after 43 years of dedicated service, **Robert McGrath** retired on November 30. For many years, Bob worked within the government sector of the firm's practice. He formed countless enduring friendships with his clients and was always committed to the highest level of service. AVZ would like to thank Bob for his dedication, hard work, loyalty, and all the laughs enjoyed together along the way.



**Robert McGrath**

## London, United Kingdom

Check out the joint report on International Mobility, sponsored by **Blick Rothenberg** and BKR International, at <http://bkr.com/cmsAdmin/uploads/taxation-of-internationally-mobile-executives-summary-report.pdf>.

## Los Angeles, California, USA

**Gumbiner Savett Inc.** has launched a new website. For complete details, visit <http://www.prweb.com/releases/2016/10/prweb13790287.htm>.

**Michael Savoy**, CPA, CGMA, and shareholder in the firm, has been elected vice-president of the California Board of Accountancy (CBA) for



**Michael Savoy**

2017. Michael was reappointed to the CBA in November 2014 by Governor Edmund G. Brown, Jr., a position in which he previously served since 2010. Prior to his election as vice-president, he held the office of secretary/treasurer from 2015-2016 and 2011-2012, vice-president from 2012-2013, and

*Continued on page 6*

# MEMBER NEWS AND NOTES

(Continued)

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president from 2013-2014.

## Manchester, United Kingdom

**Cassons** are delighted to announce that **Helen Cowley** has become a partner in the firm beginning November 1. Helen joined Cassons in 2012, bringing great strength through her technical tax expertise. Since joining the firm, she has also demonstrated significant international tax skills and knowledge. A versatile tax consultant, Helen is a very active member of BKR International's EMEA Tax Committee. In addition, Helen possesses strong management skills and has great enthusiasm for business development.



**Helen Cowley**

## Mt. Arlington, New Jersey, USA

On October 10, **Nisivoccia LLP** employees who dressed in jeans donated to not-for-profit client, Morris Habitat for Humanity. On October 22, Nisivoccia LLP participated in its seventh Morris Habitat for Humanity build.

On October 18, Nisivoccia LLP's director of Human Resources, **Steve Van Houten**, attended William Paterson University's Fall Career & Internship Fair with **Matt Cullen**, CPA and senior accountant at Nisivoccia LLP.

On October 19, **Brian Ko**, CPA, and

**Nate Evans**, both accountants at Nisivoccia LLP, attended the 2nd Annual Randolph High School Career Day. They presented three 30-minute sessions to 60 different freshmen and juniors about why they should join the accounting profession.

**Harlene Stevens**, CPA and manager at Nisivoccia LLP, was quoted in the November 2016 issue of The Coding Institute's Practice Management Alert. Stevens shared her input about how to soothe patient nerves in the waiting area of a physician's office with colors.

**Kathi Mantell**, CPA, RMA, PSA, and governmental entities partner at Nisivoccia LLP, presented, "Management and Oversight of Student Activities Funds" to the Morris County Association of School Business Officials, as well as the Passaic County Association of School Business Officials. The first presentation took place on September 29 for the Morris County Association of School Business Officials (ASBO). **Bud Jones**, CPA, RMA, PSA, and **Marcia Geltman**, CPA, both partners at Nisivoccia LLP, assisted in the presentation. The second presentation took place on October 20 for the Passaic County ASBO.

Marcia Geltman teamed up with **Glenn Schwier**, CPA, JD, also with the firm, to host a seminar for attorneys, entitled, "Real Estate: Taxes and Strategies," on September 21-22 at the firm's offices in Mount Arlington, New Jersey.

On October 21, Bud Jones hosted his quarterly CMFO Roundtable to discuss "Budget

Preparation and Year End Preparation Issues."

## New York, New York, USA

**Anchin, Block & Anchin LLP** is pleased to announce the addition of **Ray Baggeri** (partner), **John Ingrassia** (partner), **Lydia Vercelli** (director), and **Gil Avnit** (senior manager).

Ray Baggeri, CPA, joins Anchin as a partner in the commercial audit practice. With more than 16 years of experience, his focus extends to a variety of industries, including consumer



**Ray Baggeri**

products, wholesale, manufacturing, and distribution with a specialty in retail and apparel. Ray has expertise in managing complex financial statement audits, and assisting

clients, not only with accounting and reporting issues, but also with achieving their strategic and operational goals. John Ingrassia, CPA, joins Anchin as a tax partner with a specialty in corporate tax. John has more than 25 years of experience, including 14 years at Big Four firms, primarily serving middle market and

closely held businesses with a broad range of services, including compliance, consulting, and tax planning for both businesses and the individual owners of businesses. His expertise lies in tax consulting, mergers & acquisitions tax planning, tax structuring, and tax due diligence. He has significant experience serving clients in the consumer products, manufacturing and distribution, and food and beverage services.



**John Ingrassia**

Lydia Vercelli, CPA, joins Anchin as a tax director in Anchin's Private Client Group. A primary focus throughout her 16 year career has been serving high net worth individuals and helping them navigate the many complex tax and financial issues that they face. Her expertise lies in providing tax services, detailed

*Continued on page 7*

## ARE YOU ON BKR'S E-UPDATE LISTS?

The Executive Office sends out a short update to all firms in the U.S. and Canada each week, and to the rest of the world each month, outlining current services, benefits, meetings, and telemeetings, all of which are important aspects of your membership. To receive either of these updates, log in to Member Services, click on Edit User Profile in the left menu, and select either "E-Update" or "Worldwide E-Update."

# MEMBER NEWS AND NOTES

(Continued)

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reporting, and asset structuring and implementation to high net worth clients. She has significant experience with Federal, State, and Local individual, corporate, partnership, foundation, and gift tax strategies.

**Lydia Vercelli**

Gil Avnit, CPA, joins Anchin as a senior manager in the commercial audit practice. He has more than 16 years of experience serving media, technology, real estate, retail, and manufacturing clients. His experience assisting clients in these industries with planning and overcoming challenges, paired with his devotion to keeping abreast of changes that may affect them, allow him to deliver the quality service that clients have come to expect from the firm. His knowledge extends to managing audit and attest engagements and providing due diligence analysis for mergers and acquisitions.



**Gil Avnit**

the presentation ended with a cocktail reception, allowing everyone to interact in a friendly and relaxed atmosphere.

## Ottawa, Ontario, Canada

**Welch LLP** has been named one of the recipients of the 2016 Best Ottawa Business Award (The BOBs) by the Ottawa Chamber of Commerce and *Ottawa Business Journal*. Read the full story at <http://www.ottawachamber.ca/news/details/2016-best-ottawa-business-award-recipients>.

## Paris, France

On November 24, in Paris, **Exponens Conseil & Expertise** held its first Accounting Day, bringing together the firm's 115 employees and partners. **Thierry Legrand**, partner in charge of the Accounting Department, and **Lucille Roos-Weil**, project manager, presented the advances and challenges of Exponens to participants through themes that characterize the group's accounting practice. Punctuated by testimonials from collaborators and partners,



**Above and below: Exponens Conseil & Expertise held its first Accounting Day on November 24.**



the presentation ended with a cocktail reception, allowing everyone to interact in a friendly and relaxed atmosphere.

## Philadelphia Region, Pennsylvania, USA

**St. Clair CPA Solutions** is pleased to announce a strategic alliance with EAC Valuations, LLC, a trusted, full-service appraisal firm that, since 1971, has completed more than 13,000 defensible valuation reports and appraisals for businesses across America and around the world. Serving clients ranging from privately held manufacturing and services companies to multi-national Fortune 100 corporations, EAC's highly qualified, certified, and experienced appraisers provide quality reports that meet IRS, FASB, IFRS, USPAP, and FIRREA requirements for a variety of appraisal needs.

St. Clair CPA Solutions sponsored "The Art

& Science of Business Valuation," a free educational program featuring a presentation by Frank Merenda of EAC Valuations, LLC, at the Greater Philadelphia Chamber of Commerce on November 15.

## San Jose, California, USA

**Johanson & Yau Accountancy Corporation** was featured in the article, "Find New, Personal Ways to Say 'Thanks'," in *Accounting Today*. Read the article at <http://www.accountingtoday.com/20days-20ways/find-new-personal-ways-to-say-thanks-79687-1.html>.

## Singapore, Singapore

**RT LLP** has announced that it is the proud recipient of the 2016 Singapore Prestige Brand Award. For more details, visit <http://www.rt-ca.com/images/pdf/news/st.pdf>.

# 2017 MEETING/TELEMEETING SCHEDULE

January 9	Webinar on Top Online Apps of 2016*
January 10	Human Resources Practice Group Telemeeting*
January 11	Marketing Practice Group Telemeeting*
January 11-13	Leadership Institute - Session 3 Embassy Suites Houston, Texas, USA
January 16	U.S. Tax Practice Group Telemeeting*
January 18	Future Leaders Practice Group Telemeeting*
January 23	Business Development/Marketing Practice Group Teleseminar*
January 24	Firm Administrators Practice Group Telemeeting*
January 25	Assurance Services Practice Group Telemeeting*
January 26	Real Estate and Construction Practice Group Telemeeting*
February 6	Technology (Internal) Practice Group Telemeeting*
February 7	High Net Worth Families/Estate Planning Practice Group Telemeeting*
February 27	Forensic Accounting/Litigation Support Practice Group Telemeeting*
March 6	BIC Subregional Meeting Offices of Blick Rothenberg London, United Kingdom
March 22	Business Valuation Practice Group Teleseminar*
April 27	Real Estate and Construction Practice Group Telemeeting*
May 3-5	Leadership Institute - Session 4 Hilton Metropolitan New York, New York, USA
May 6-8	<b>JOINT ASIA-PACIFIC/EMEA REGIONAL MEETING</b> Mandarin Orchard Hotel Singapore, Singapore
May 8	International Tax (Americas) Committee Telemeeting*
June 3 June 3-6	Governmental/Not-for-Profit Accounting and Auditing Practice Group Meeting <b>AMERICAS REGIONAL MEETING</b> The Brown Hotel Louisville, Kentucky, USA
June 12	Marketing Practice Group Meeting and Dinner MGM Grand Las Vegas, Nevada, USA
July 27	Real Estate and Construction Practice Group Telemeeting*
October 21-24	<b>ANNUAL WORLDWIDE MEETING</b> InterContinental London Park Lane London, United Kingdom
November 16	Real Estate and Construction Practice Group Telemeeting*
December 4	Managing Partner Roundtable Meetings Las Vegas, Nevada, USA

\* Held at 2:00 p.m. Eastern Time except where noted.