

Trusted Business Advisors

Unparalleled.



CPAs & Business Advisors

The mission of **HMWC CPAs & Business Advisors**

is to *“Provide our clients with a level of service and quality that is unparalleled in the industry.”*

“For over 40 years, HMWC CPAs & Business Advisors has been serving the needs of myself and my companies with outstanding results.”

— *George Argyros*
Chairman, Arnel & Affiliates

Service - Experience - Expertise



CPAs & Business Advisors

Since 1968, **HMWC CPAs & Business Advisors** has specialized in serving the financial and tax needs of privately-held businesses and their owners throughout Southern California.

Our mission is to *“Provide our clients with a level of service and quality that is unparalleled in the industry.”*

The depth and breadth of our experience make us a valuable member of your management team. At **HMWC CPAs & Business Advisors**, we are more than accountants, we are *trusted business advisors*.

Cost-Effective

Accurate financial information is crucial to effective decision-making. At **HMWC CPAs & Business Advisors** we pride ourselves in producing accurate and helpful financial records at a reasonable cost. As members of the California Society of Certified Public Accountants and American Institute of Certified Public Accountants, we keep fully abreast of all reporting requirement changes and standards in the profession, furthering our ability to offer valuable insights to our clients. We are proud to note that our firm voluntarily participates in the CSCPA's "Peer Review Program" of our accounting and auditing practice, and have received an unqualified opinion, which is the highest level of review. Our services include:

Auditing and Related Services:

Our Audit services are aimed at enhancing the consistency and credibility of financial information that is utilized by investors, lenders and management. **HMWC CPAs & Business Advisors** offers more than just a compliance service — we seek to provide valuable recommendations for improving accounting control systems and profitability. Our services comply with industry guidelines and regulatory pronouncements.

- ◆ Audited financial statements
- ◆ Reviews and compilations of financial statements

Other Assurance Services:

- ◆ Management letters
- ◆ Interim financial information
- ◆ Proforma financial information
- ◆ Evaluation and design of internal accounting systems

Operational Accounting Services:

- ◆ **Troubleshooting Assistance** - Our para-professionals work with you at your place of business to assist in solving recordkeeping problems and help keep you on track.
- ◆ **Recordkeeping Services** - We help you to effectively manage your businesses through our assistance in handling recordkeeping and preparing necessary forms.
 - ◆ Payroll/labor records
 - ◆ Bank reconciliations
 - ◆ Accounts payable and accounts receivable
 - ◆ Payroll and sales tax returns
 - ◆ Monthly financial statements and general ledger

At **HMWC CPAs & Business Advisors**, we employ advanced tax planning techniques to help you to reduce your tax burdens to the minimum amount allowed by law. Our firm provides a full range of tax services for corporations, partnerships, not-for-profit entities and individuals, as well as trusts and estates:

- ◆ Tax minimization strategies
- ◆ Federal, State, multi-state and international tax planning and compliance
- ◆ Planning and structuring for complex business/personal transactions
- ◆ Employment, property, sales, use and excise taxes
- ◆ Cost segregation studies
- ◆ Tax planning for pension, benefit and incentive compensation plans
- ◆ Stock option planning
- ◆ Investment, research and enterprise zone tax credits
- ◆ Consulting for business formations, liquidations and dispositions, mergers and acquisitions, and reorganizations
- ◆ Assistance with tax-free exchanges of property
- ◆ Tax controversies and representation before IRS and Franchise Tax Board

Tax laws can be very complex. Our professionals keep current on tax rulings, accounting pronouncements, court opinions, and local, state and federal government bills that may impact your tax position. As new tax laws are enacted, we inform you immediately of significant developments to allow any new tax savings opportunities to be considered in daily business decisions.

Proactive tax planning is the cornerstone of our practice. We are highly effective in helping clients to structure transactions and financial affairs for a more favorable tax position.

As members of Integra International[®], a world-wide alliance of CPA firms, we offer tax services to assist your business wherever it operates.



INTEGRA  **INTERNATIONAL**[®]

Estate Planning:

Safeguarding and accumulating wealth for your family's long-term financial security is an easier task with the help of a financial advisor. We have the understanding and technical services to handle the complex issues surrounding the creation and preservation of wealth and the orderly transfer of assets to the beneficiaries. Our estate and trust services are tailored to meet your specific needs, which may include:

- ◆ Techniques to maximize the transfer of your estate (i.e., substantially reduce the taxable value)
- ◆ Use of various tools, such as lifetime gifting programs, living trusts, family limited partnerships, qualified personal residence trusts, and charitable remainder trusts
- ◆ Preparation of federal estate tax returns, estate and trust income tax returns, and gift tax returns
- ◆ Business succession planning
- ◆ Executor/trustee assistance

Financial Planning:

All individuals need to adequately address current personal financial issues, as well as prepare for their future. We are skilled in helping clients with:

- ◆ Financial goal setting and budgeting
- ◆ Cash flow and income tax planning
- ◆ Retirement planning
- ◆ Debt restructuring
- ◆ Insurance/risk management
- ◆ Investment strategies and portfolio allocation
- ◆ Financing children's education
- ◆ Maximizing personal tax planning opportunities



Safeguarding and accumulating wealth for your family's long-term financial security is an easier task with the help of a financial advisor.

Trusted Advice

Pension Consulting:

Few employers can successfully compete in attracting a qualified labor force without maintaining a comprehensive employee benefits program. As tax consultants and business advisors, **HMWC CPAs & Business Advisors** works with our clients and their third party administrator to custom design plans to meet each company's specific needs. Consulting services include:

- ◆ *Retirement Plans:* Defined benefit plans, profit sharing plans, 401(k) savings plans, and money purchase pension plans
- ◆ *Fringe Benefits:* Cafeteria plans and health reimbursement arrangements
- ◆ *Pension Plan Design*



Every business needs to have properly-designed benefits programs and personnel policies and procedures. HMWC provides invaluable expertise in these efforts, helping your business to effectively attract and manage employees.

Teamwork

Human Resources Consulting:

The stronger the team of employees, the stronger the business. At **HMWC CPAs & Business Advisors**, our Human Resources Consulting services include:

- ◆ Design and administration of personnel policies and procedures
- ◆ Preparation of employee handbooks
- ◆ Recruitment of permanent and temporary accounting personnel, as well as executive search services
- ◆ General consulting on a variety of human resources issues

Effective use of computer systems is vital for financial analysis and management decision-making. **HMWC CPAs & Business Advisors'** consultants will analyze your company in order to choose software with appropriate accounting system capabilities, and a hardware system that can rapidly generate the critical management information you need. We can assist you with:

- ◆ Hardware selection and installation
- ◆ Software selection, installation and on-site training
- ◆ Continuing technical support
- ◆ Set-up of financial accounting systems
- ◆ Report development and customization
- ◆ Internet and intranet applications
- ◆ Computer telephony
- ◆ Databases
- ◆ Operations Management

We specialize in the following accounting programs:

- ◆ MAS 90 / 200
- ◆ Peachtree
- ◆ Quickbooks

Business Advisory Services

In today's complex business environment, you need more than an accountant who just "runs the numbers." You need a true business advisor — someone to develop ideas to help meet your present and future goals, as well as solve existing problems. We have advised literally hundreds of companies to design programs for future growth and to help resolve and prevent problems. Our services include:

- ◆ Income statement and balance sheet projections
- ◆ Working capital/cash flow management
- ◆ Product pricing and profitability
- ◆ Review of proposed capital expenditures
- ◆ Asset productivity enhancement
- ◆ Inventory costing and control systems
- ◆ Lease/purchase analysis
- ◆ Assistance with banking relationships
- ◆ Revenue enhancement strategies
- ◆ Review and evaluation of internal financial controls
- ◆ Compensation/benefits programs
- ◆ Retirement plan funding
- ◆ Assistance with debt or equity financing
- ◆ Business plan design/implementation
- ◆ Strategic and tactical planning
- ◆ Benchmarking: comparative analysis relative to peers
- ◆ Reorganization and restructuring

Mergers & Acquisitions:

Whether your business is in the acquisition mode or you as an owner wish to “cash out” by selling, we can help. Our professionals can assist and guide you through each step of the process, including:

- ◆ Acquisition strategy
- ◆ Identification of merger and acquisition partners
- ◆ Business valuations
- ◆ Structuring the transaction
- ◆ Negotiating the deal
- ◆ Performing the necessary due diligence



Corporate Finance:

Whether your goal is to raise funds for business expansion or to provide a market for ownership’s shareholdings by broadening equity participation, **HMWC CPAs & Business Advisors** can help with alternative routes. These might include:

- ◆ Venture capital
- ◆ Private placements
- ◆ Joint ventures
- ◆ Public offerings

Business Valuations:

As a business owner, your company, which has taken years of hard work to establish, may represent the majority of your personal net worth. Knowing the true value of your company before you make significant decisions regarding its future can literally save you and/or your heirs thousands of dollars. **HMWC CPAs & Business Advisors** prepares valuations on companies for a variety of reasons, including buy-sell negotiations, succession and estate planning, marital dissolution planning, and for estate and gift tax purposes. Business valuations are also used in conjunction with qualified and non-qualified Employee Stock Option Plans, as well as estate freezes, stock redemption plans and litigation support.

HMWC CPAs & Business Advisors' *Forensic Accounting, Business Valuation and Litigation Support* practice is dedicated to delivering the highest quality services with integrity at reasonable fees. Our real-world experience in Auditing, Taxation, Due Diligence, Internal Controls, and M&A transactions sets us apart from the typical population of professional experts. We believe that effective communication and timely delivery of services are keys to working with the legal community and businesses.

Litigation Consulting and Expert Testimony

HMWC CPAs & Business Advisors evaluate the economic and financial issues in a wide array of litigation matters. We have substantial expertise in computing lost profits and economic damages, evaluating reports of opposing experts, assisting counsel at depositions, and testimony.

Forensic Accounting

With thousands of clients served since the founding of **HMWC CPAs & Business Advisors** in 1968, we have a background of experience that is highly valuable in forensic accounting matters. Our forensic accountants investigate and assess misappropriation of funds, accounting re-statements, as well advise on preventative measures to protect our clients.

Business Valuations - Why select a CPA firm for your valuation needs?

Business valuations are built on financial statements frequently prepared by CPAs. A business appraiser frequently needs to:

- *Assess the underlying condition of the accounting records*
- *Understand the accounting systems used by the subject business*
- *Consider the accounting methods applied by management*

Also, the best business appraisers apply real world experience gained by working on actual transactions, advising clients during good and bad economic conditions, and handling post-closing issues after a transaction is executed.

Our experience in these areas sets us apart from business appraisers that only apply theoretical models. Having an experienced CPA firm prepare your valuation can be a critical edge in supporting your valuation whether it's presented to shareholders, partners, employees, the Internal Revenue Service, or a court of law. We can assist you in all aspects of forensic, valuation, and litigation areas including the following:

- ◆ Breach of Contract
- ◆ Business Interruption
- ◆ Business Valuation
- ◆ Bankruptcy, Liquidation & Reorganization
- ◆ Civil/Criminal Fraud
- ◆ Contract Disputes
- ◆ Copyright, Patent & Trademark Infringement
- ◆ Embezzlement & Fraud
- ◆ Insurance Claims
- ◆ Insurance Fraud
- ◆ Inventory Losses
- ◆ Intangible Assets
- ◆ Marriage Dissolution
- ◆ Post Acquisition Accounting & Closing Issues
- ◆ Product Liability
- ◆ Royalty Auditing
- ◆ Shareholder/Partnership Disputes & Dissolutions
- ◆ Trade Secrets
- ◆ Unfair Business Practices
- ◆ Estate, Gift and Probate
- ◆ Financial Restatements
- ◆ Loss of Earnings
- ◆ Mergers and Acquisitions
- ◆ Stock Options & Warrants

H MWC CPAs & Business Advisors has developed expertise over many decades in serving the needs of businesses in several key industries. Our experience gives us the insight to provide creative solutions to your ever-changing needs and challenges. We help you to identify opportunities, as well as overcome challenges in your day-to-day operations.

- ◆ Healthcare
- ◆ Real Estate
- ◆ Contractors
- ◆ Emerging Businesses
- ◆ Manufacturing & Distribution
- ◆ Financial Services
- ◆ Professional Services



Dedication

The mission of **HMWC CPAs & Business Advisors**

is to *“Provide our clients with a level of service and quality that is unparalleled in the industry.”*

“For over 40 years, HMWC CPAs & Business Advisors has been serving the needs of myself and my companies with outstanding results.”

— *George Argyros*
Chairman, Arnel & Affiliates



CPAs & Business Advisors

17501 East 17th Street, Suite 100

Tustin, CA 92780-7924

Phone (714) 505-9000

Fax (714) 505-9200

www.hmwccpa.com