

# Trusted Business Advisors

*Unparalleled.*



**CPAs & Business Advisors**



# Industry Experience

**G**eneral contractors and subcontractors work in an environment that requires effective cost management, responsive and consistent service, and excellent project management skills. **HMWC CPAs & Business Advisors** has been working with contractors since 1968. We help our contractor clients achieve and exceed their business goals by identifying growth and profitability opportunities.

Our clients include general contractors and subcontractors involved in commercial and residential real estate construction. Our professionals are actively involved in professional associations in the industry. We work with the broad spectrum of related trades within the industry, including:

- Demolition
- Grading
- Concrete
- Plumbing/heating/air-conditioning
- Electricians
- Carpenters
- Drywall
- Painting
- Masonry
- Roofing
- Specialty trades

**“We have entrusted HMWC CPAs & Business Advisors with our planning, reporting and taxation needs for over 25 years. Their expertise in all aspects of our field has been instrumental to our continued growth.”**

**Gary Mason, CEO/President  
Coastal Pacific Construction Inc.**

## Practice Leaders

**O**ur *Construction Practice* leaders include partners Glenn Carniello, Rachel Rico and Nicolas (Nic) Waldenmayer, all of whom are Certified Construction Industry Financial Professionals (CCIFP). CCIFP is an accredited construction industry certification, given only to professionals who truly know the business of construction and whom are dedicated to upholding the highest industry standards.

**Glenn Carniello’s** specialties include working with management to enhance profitability, maximize bank and surety credit and insurance programs, accounting software assessment, succession planning, and business assurance services.

**Rachel Rico’s** expertise includes business assurance services as well as advising clients in mergers and acquisitions, tax planning, cash flow management, bid rate analysis and overhead analysis.

**Nic Waldenmayer** specializes in innovative tax planning, strategic business consulting, tax credit and incentive maximization, and other practical tax compliance solutions.



Glenn Carniello, CPA, CCIFP



Rachel Rico, CPA, CCIFP



Nicolas K. Waldenmayer, CPA, CCIFP, MBA, MBT

# Services for Construction

## **Audit & Accounting**

- Audits, reviews and compilations of financial statements
- Bookkeeping and general ledger assistance
- Financial statement analysis

## **Tax Planning, Compliance & Consulting**

- Corporate, partnership and individual tax returns
- Federal, multi-state and local tax planning and compliance
- Tax credit and incentives
- Accounting methods consulting
- Entity and transaction structuring
- Representation in tax audits and other tax disputes
- Merger and acquisition strategies

## **Financial Management**

- Job costing and set-up
- Contract cost allocations and profitability analysis
- Overhead rate analysis
- Operating budgets – preparation, analysis and tracking
- Cash flow analysis and projections
- Construction software support services
- Financing analysis and debt restructuring
- Surety and bank credit maximization

## **Consulting Services**

- Pension and employee benefit plan planning and analysis
- Human resources (hiring accounting personnel, personnel manuals)
- Fraud investigation and forensics accounting
- Employee Stock Ownership Plan consulting
- Captive Insurance Company consulting

## **Personal Consulting**

- Personal financial planning
- Succession planning and exit strategies
- Trust and estate planning
- Valuation and appraisal services

We understand construction accounting and financial management and tailor our accounting, tax and consulting services to fit your specific needs.



**CPAs & Business Advisors**

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