

Trusted Business Advisors

Unparalleled.



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 45 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*.

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 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**
 - ◆ **Full-service bookkeeping**

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 Internal Revenue Service 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 of significant developments to allow any new tax savings opportunities to be considered in business decisions.

Proactive tax planning is the cornerstone of our practice. Our goal is to help clients structure transactions and financial affairs to achieve 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**



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

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**

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 information technology 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**
- ◆ **Technical support**
- ◆ **Set-up of financial accounting systems**
- ◆ **Report development and customization**
- ◆ **Cloud-based applications**
- ◆ **VoIP selection**
- ◆ **Virtualization**
- ◆ **IT consulting**

We specialize in the following accounting programs:

- ◆ **Sage 100 (formerly MAS 90/200)**
- ◆ **Sage 50 (formerly Peachtree)**
- ◆ **QuickBooks**
- ◆ **Restaurant365**

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.

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**
- ◆ **Restaurants**
- ◆ **Financial Services**
- ◆ **Professional Services**
- ◆ **Not-for-Profit**
- ◆ **Women-Owned Businesses**
- ◆ **Seniors**



Dedication



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