

Schmidt + Associates

**SELECTING THE BEST
ACCOUNTING FIRM
FOR YOUR NEEDS CAN
MEAN HIGHER PROFITS
FOR YOU!**

*Assisting individuals and companies with increasing wealth, profits,
and cash flow while decreasing taxes and worry.*

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Schmidt + Associates

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Company Mission

The mission of Schmidt & Associates, P.C., is to help our clients and ourselves achieve more than we both thought possible and to have **FUN** doing it!

To fulfill our mission, we focus on helping our clients achieve five essential objectives:

- ↑ **Increase Wealth**
- ↑ **Increase Profits**
- ↑ **Increase Cash Flow**
- ↓ **Decrease Taxes**
- ↓ **Decrease Worry**

We accomplish this through the creation and application of innovative financial assessments and strategies. Through the implementation of these approaches, we have earned a national reputation for providing clients with creative solutions to complex tax and financial problems.

Our success is a direct result of the “personal attention” that our clients receive and the working rapport that we have with business owners and management. The service we render to our clients is tailored to their specific needs and to the business environment in which they operate. Accordingly, it is our number one priority to work closely with our clients in helping them to identify, understand and resolve those factors which affect the viability and growth of their business.

On the next pages we provide an overview of the process we use to assist our clients in achieving their objectives of increased wealth, profits and cash flow while decreasing taxes and worry.

“Schmidt + Associates has provided tax, auditing and financial services to my company, ATAC and its predecessor since its formation in 1994. Since 2000, we’ve taken ATAC through two rounds of private and institutional investment and debt financing totaling over \$13M, and revenue growth rates averaging 50% per year. Harry and his Team’s professionalism and support have been instrumental.

Jeff Parker
CEO
Airborne Tactical Advantage Company, LLC

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Client Objective: Increase Wealth

Wealth has many definitions. To some of our clients it means financial security. To others it is the freedom to live out their dreams. And still to others it means providing a comfortable lifestyle for themselves and their loved ones.

As a wealth building partner, we work with our clients to determine their personal definition of wealth. Together, we develop a plan to achieve their financial goals through an information gathering process. In addition, we assist our clients in implementing this plan and provide timely feedback on progress toward “wealth attainment” and goal achievement.

We feel that helping our clients realize their dreams, desires, and peace of mind is one of the most powerful aspects of the services we provide and certainly one of the most satisfying.

“Business owners who have worked with Schmidt + Associates in anticipation of a sale are prepared and better equipped to survive due diligence and the M&A process in general. The result is higher purchase prices and more favorable terms.

Schmidt & Associates understands what sophisticated acquirers are looking for in financial controls and reporting systems. I wish all of my clients had the benefit of working with Harry and his staff. A company with good financial reporting systems is perceived as less risky to acquirers. “

Darin Good
Executive Vice President
IBG Business Services Incorporated

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Client Objective: Increase Profits

For business owners, one of the building blocks to wealth is maximizing profits. Our innovative profitability assessment program uncovers problem areas allowing us to make viable recommendations and identify opportunities to increase profitability. In addition, our reporting system provides timely feedback on the results achieved from implementation of strategic profitability programs.

“The selection of Schmidt + Associates to provide accounting services to my businesses has been a vitally positive decision to the benefit of my companies and me personally. Schmidt + Associates provides bookkeeping services and certified public accounting for two companies that I control in Denver. Their accounting services are always thorough, accurate, timely and fully consistent with generally accepted accounting principles. Their professionalism is of a standard higher than I have previously received from big four national accounting firms, which I have extensively used in my former 30 -year career as the Chairman of a large law firm in Washington, D.C.”

“What we find most impressive at Schmidt + Associates is their constant focus on the business realities in helping us frame our business strategies and operation. They have taken the initiative to fully understand our businesses and our strategic goals, and have become an essential partner in the shaping our business planning and execution.”

“We have benefitted enormously from the consulting and advisory service provided by the firm founder, Harry J. Schmidt. He is a superb strategist in identifying potential partners, financiers and advisors as we identify and formulate plans for new projects and business objectives. Much of what we have achieved in our businesses here are attributable to Harry’s sage counsel and advice.

Wayne Bishop
President
Preservation Development

Schmidt + Associates

Client Objective: Increase Cash Flow

Cash flow can make or break a business. Increasing cash flow helps many business owners realize substantial growth in profitability while decreasing their worry about meeting payroll, paying vendors and other monthly financial responsibilities.

Our knowledgeable staff has developed a unique system that identifies cash flow problems and provides solutions to correct them. We begin with the review and assessment of one or more of the following business operations:

- ◆ **Procedures**
- ◆ **Systems**
- ◆ **Personnel**
- ◆ **Compliance**
- ◆ **Performance**

When the assessment has been completed, our staff develops a customized financial operations system that provides solutions to maximize cash flow and create overall financial stability.

“For fifteen years Schmidt + Associates has served me and my business with tax, attestation and consulting services. The firm’s personnel are experienced, good communicators and efficient in providing professional services. The firm does not provide “yes” consulting, they offer unbiased advice based on their experiences, listening ability and fearlessness in offering recommendations that may be different than what I may think I want. Harry’s relationships with banks have rewarded us with cost effective bank financing with minimal compliance and covenant issues.”

Bill Stoops
President
Rocky Mountain Desk Corporation

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Client Objective: Decrease Worry

We have found that the best way to alleviate financial worry is by being prepared. Therefore, we arm our clients with the most innovative and effective strategies needed to reduce financial worries and begin increasing wealth.

By conducting a thorough needs assessment, we can develop a customized plan that contains the following:

- ◆ **Potential problem areas and strategies for addressing them**
- ◆ **Financial goal achievement timetable**
- ◆ **Program implementation strategy**
- ◆ **Reporting system for tracking progress and results**

We feel one of the greatest benefits clients can derive from our services is peace of mind. Therefore, our focus is toward helping clients reduce worry and attain peace of mind through the comprehensive strategies outlined.

"Schmidt + Associates tax and auditing expertise and experience is equal to any of the top CPA firms in the Denver area. The firm's technical skills and business judgment go well beyond the ordinary requirements of their profession. I can confidently recommend Harry and his team for any assignment where business acumen, high level corporate experiences and financial prowess in business negotiations are involved."

Traci Lounsbury
Principal
Workplace Elements, LLC

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Company Overview

Since 1988, **Schmidt + Associates, P.C.**, has focused on helping clients achieve their financial goals. To meet diverse client needs, the firm has developed a unique practice which specializes in tax planning and compliance, accounting and auditing, financial consulting, controllership and CFO services, and write-up and bookkeeping services.

Following is a list depicting our areas of strength:

Areas of Strength

- **Client satisfaction**
- **Company stability and financial strength**
- **Experienced and specialized professional staff**
- **National client base of individuals as well as companies in diverse industries including financial and professional services, technology, manufacturing, retail and wholesale distribution, mortgage banking, construction, publishing, not-for-profit and health care.**
- **Listen and respond to needs and expectations of clients**
- **Assist clients in meeting business objectives**
- **Provide services on a timely basis**

At **Schmidt + Associates, P.C.**, we believe that communication is the key to providing great customer service and client satisfaction. Therefore, we follow an extensive customer service process to ensure that we understand the needs of our clients and fulfill their expectations.

In addition, we are constantly striving to find ways to make our client's job easier. We believe this starts with selecting **Schmidt + Associates, P.C.** With our comprehensive assessment profiles, skilled and creative staff, our attention to detail and quick response time, selecting **Schmidt + Associates** is the best choice you can make when it comes to providing for your tax, accounting and financial service needs.

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Personnel Qualifications

Our sincere interest in providing high quality, responsive service and our ability to do so are demonstrated by the engagement team we will provide to you. The following key individuals will be assigned to the team responsible for meeting your requirements.

- **Harry J. Schmidt, CPA** serves as the firm's managing partner and is director of the firm's management consulting department. Harry has more than 30 years of business consulting and public accounting experience, including ten years with "Big-4" accounting firms and twenty plus years as an owner or co-owner of a local firm. Harry has diversified experience with emphasis in financial consulting, strategic planning, auditing, tax planning and compliance. Harry's industry expertise includes manufacturing, distribution, construction, technology, professional service firms, and land development.

Harry is a graduate of the University of Nebraska, at Kearney. He is a member of the American Institute of Certified Public Accountants and the Colorado Society of CPAs. Harry has served on the Board of Directors of the South Metro Denver Chamber of Commerce and is the past chairman of its Business Growth Center.

- **Dan Rice, CPA** serves as the firm's director of taxation. He has over 20 years of tax experience, including 7 years with a "Big 4" accounting firm. Dan has substantial experience in tax and estate planning for individuals and small businesses. Dan's specific expertise includes real estate, professional service firms, and business acquisitions and dispositions.

Dan is a graduate of Oklahoma State University, and has a masters degree in taxation from Oklahoma State University as well. He is a member of the American Institute of Certified Public Accountants and Colorado Society of CPAs.

- **Deborah Putney, CPA** is a supervisor in the consulting, audit and tax department. Debbie has over 20 years of experience in public and corporate accounting, primarily in the telecommunications, oil and gas, and savings and loan industries.

Debbie supervises the firm's outsourcing of controllership and accounting functions. She is a member of the American Institute of Certified Public Accountants and the Colorado Society of CPAs.

- **Sheri Marz, CPA** is a supervisor in the attestation services department. Sheri has 14 years of experience in public and corporate accounting, primarily in audits, reviews, and compilations of small businesses. She specializes in QuickBooks Pro consulting and has experience in tax for individuals and businesses.

Sheri is a graduate of Colorado State University and has a masters degree in accounting from the University of Colorado at Denver. She is a member of the AICPA and Colorado Society of CPA's.

- **Lisa Tussing** is the firm's bookkeeping and payroll expert. She has an Associates Degree in Accounting and over 10 years experience in public and private accounting. She has expertise in a variety of accounting software programs.
- **Collin Schmidt** serves as a staff accountant, where he assists in bookkeeping, audits, and taxation. Before joining, Collin completed an internship with Wagner Wealth Management, an investment management and financial planning firm in the Denver area, and an internship with Merrill Lynch. Collin graduated from Miami University (OH) where he received a bachelor's degree in finance and an entrepreneurship minor.

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Summary of Services

SUMMARY OF SERVICES PROVIDED

Tax Consulting and Preparation Services

- Tax planning for individuals, corporations, partnerships, limited liability companies, estates and trusts.
- Tax return preparation and review.
- Assistance with IRS examinations and conflicts, including representation and negotiations to resolve disputes.
- Tax-related valuations.

Accounting and Audit Services

- Audits - Private and public companies.
- Reviews.
- Compilations.
- Projections and forecasts, including business plan preparation.
- Operational reviews.

Financial Services

- Strategic financial services, including financial feasibility studies, evaluation of alternative investments, analyses of alternatives for financing growth, and determination of optimal capital structure.
- Financial forecasts and projections.
- Funding assistance, including preparation of business plans, financing negotiations and communications with lenders and investors, and workouts.
- Acquisition, merger, and divestiture services.
- Business valuations and due diligence procedures.
- Transaction structuring to achieve optimal financial and tax benefits.

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Summary of Services (continued)

Controllership & CFO Services

- Design of financial statements and internal management reporting systems.
- Reviews of monthly financial statements with business owners.
- Providing outsourcing accounting functions
- Budgeting, cash flow, internal control, and financial statement analysis with recommendations.

Write-up and Bookkeeping Services

- Monthly, quarterly or semi-annual financial statement preparation.
- Receipt and disbursement coding and posting.
- Receivables, billing and collections.
- Payables, recording and paying.
- Payroll preparation, including direct deposit, quarterly and annual payroll report preparation.
- Personal property and sales tax preparation.

Personal Financial and Estate Planning

- Formal plans.
- Partial plans.
- Budgeting.
- Debt reductions.
- Investment advice, risk evaluation.
- Converting non-deductible interest to deductible interest.
- College and retirement planning and funding.
- Asset ownership planning for estate purposes.
- Trust planning and administration.

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Tax Consulting & Compliance Services

Practice Overview

Since 1988, **Schmidt + Associates** has built a reputation for its keen ability to identify and create opportunities for clients which result in substantial tax benefits.

The firm takes an active, innovative approach to all areas of tax planning, helping clients to anticipate and adjust to changes in tax laws and to work within the framework of the laws to gain optimal financial and tax benefits. As a rule, the same members of the professional staff work on an ongoing basis with each client to develop the knowledge and rapport essential to providing the best service.

Tax Consulting Services

- Assisting individuals and closely-held businesses to structure their finances and financial transactions to minimize tax liabilities and enhance economic returns.
- Analyzing corporate, partnership, limited liability company, and trust structures and recommending tax-effective approaches which also make good economic sense.
- Providing creative individual tax and estate planning to minimize both current taxes and effect the greatest transfer of wealth within families.
- Significantly reducing the risk to clients of their overpaying taxes through the use of highly-skilled and experienced tax specialists who thoroughly understand federal and state tax laws to plan, prepare and review tax returns.
- Identifying opportunities during tax return preparation and ongoing year-round planning which yield continuing savings to clients.
- Direct contact with the IRS to expedite and resolve administrative and technical issues on behalf of clients.
- Representation and negotiations with the IRS to lessen the impact of examinations and resolve disputes.
- Providing insight and strategies for dealing with IRS policies, practices and procedures with regard to refunds, rulings and audit matters.
- Preparing valuations for income, estate and gift tax matters.
- Business tax return preparation and planning.
- Personal tax return preparation and planning.
- Trust return preparation and planning.
- Estate return preparation and planning.
- Asset protection planning.
- Retirement plan return preparation and planning.
- Non-profit organization return preparation

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Accounting & Auditing Services

Practice Overview

The professionals at **Schmidt + Associates** have over 25 years of experience in performing auditing services for their clients. The firm utilizes this substantial experience to carefully plan its auditing engagements, which results in cost-effective services. Our professional staff use experienced judgment, materiality assessments as well as client resources to timely and efficiently complete engagements.

Auditing Services

- Performing audits, reviews and compilations of historical financial statements.
- Performing examinations, with specific agreed-upon procedures.
- Reporting on internal control systems.
- Reporting on compliance with laws, regulations and contractual agreements.
- Providing performance audits.
- Providing management letter recommendations.
- Performing compilations of projected or forecasted financial information.

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Financial Services

Practice Overview

Schmidt + Associates, is committed to helping clients determine and achieve challenging goals. With an orientation toward and understanding of client needs, the firm's professional staff members know how to mobilize quickly to gain desired results.

Firm management fosters a strategic, forward-looking view of issues which help clients identify and pursue opportunities, not simply react to history. Clients obtain sound advice founded in objective analysis and experience.

Advisory Services

- Strategic positioning and implementation.
- Financial feasibility studies in a wide range of industries and fields.
- Business acquisitions, dissolution's, spin-offs, financing, reorganizations cross-purchase, or buy-sell agreements.
- Evaluating divisional performance and value contribution.
- Computer-based financial modeling to help identify creative, viable structures for complex transactions, and generate sensitivity and "what if" analyses using multiple variables.
- Succession planning for owners, family members and key executives.

Financial Services

- Acquisition, merger and divestiture services, including financial structuring, transfer of ownership, due diligence, planning and screening criteria, initiation and negotiations.
- Analyzing alternatives for financing growth, the cost of capital and optimal capital structure.
- Financial forecasts and projections.
- Funding assistance, including preparation of business plans and loan packages, identification of funding sources, negotiations and communications with lenders and investors, and workouts and resolutions of problems with lenders.
- Assisting with the structure and consummation of complex corporate and partnership equity transactions, including preparation of investor information and private placement documents.
- Debt and equity transactions.
- International advisory and transactions.

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Controllership & CFO Services

Practice Overview

Schmidt + Associates provides clients with accounting and tax services to help owners with the financial operation of their businesses. Today business owners can outsource all or portions of their accounting and finance functions, allowing them to concentrate more fully on running and growing a successful businesses. **Schmidt + Associates** has designed a system for controllership services that is tailored for each client.

Using the resources of our professional staff, **Schmidt + Associates** can serve as the client's Chief Financial Officer, supervising the client's accounting staff.

Outsourcing & Accounting Services

- Serving as the client's Chief Financial Officer supervising the client's accounting staff, reviewing internally prepared monthly financial statements, analyzing financial results for potential difficulties in the business and the accounting system.
- Serving as a temporary Chief Financial Officer for companies in transition. Assisting with the search for a permanent Chief Financial Officer.
- Providing outsourced accounting functions such as accounts payable.
- Working with clients who have a Chief Financial Officer by providing high level strategic planning.
- Reviewing the monthly financial results with the business owners and analyzing areas for improvement.
- Providing assistance with the budgeting, cash management, and other accounting and financing issues.
- Training of accounting personnel.
- Interviewing and hiring accounting personnel.
- Designing financial statements and management reporting systems, including chart of accounts organization and internal control analysis.
- Assisting businesses and individuals with tax planning to minimize tax liabilities and structure transactions.

Schmidt + Associates

Testimonials

“Clients are getting more than a “Bean Counter,” they are benefiting from over 25 years of tax, accounting and financial consulting experience...”

Fourteen years ago we hired Schmidt & Associates as tax planning and business consultants. First and foremost, Harry and his team offer ‘personalized service’ as well as trust, rapport, and extensive experience. The firm displays two unique attributes: Excellent listening skills and a very unselfish approach to doing business with clients -- always looking out for the client’s best interest. I would recommend Schmidt & Associates to individuals and businesses seeking outstanding financial services combined with integrity and caring.

Bill Heringer
Executive Renaissance Forums

With the start-up of our business, Schmidt & Associates was handling all of our bookkeeping. Once the business got under control, they taught me the bookkeeping function. Now I have taken on this responsibility with Schmidt & Associates providing a monthly review. Handling my bookkeeping in this way has saved me money and greatly reduced their fee. What their unselfishness has garnered them in the long-term is my loyalty. Schmidt & Associates really puts the best interests of their clients first.

Bob Tagliani
Primary Colors, Inc.

Harry and team, we appreciate your understanding of small business issues, and your willingness to get involved in the success of our business. When I look back on the thirteen years we have been working together I find that your advice has been invaluable. Your ability to attain the SBA financing for us several years ago has been invaluable in our growth. Each time we meet you bring clarity to tax issues and savings to our bottom line.

Joel Jonker, Manager
Down to Earth Compliance, LLC

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References

Following is a list of just a few of the companies we work with:

William Stoops
Elements
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(303) 799-0400 Fax: (303) 799-8621

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References *(continued)*

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Schmidt + Associates

Thank You

Thank you for the opportunity to present the services offered by
SCHMIDT + ASSOCIATES. If you have any questions,
please feel free to contact us at:

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