

ACCESSIBLE

Our practice philosophy embraces not only a comprehensive range of accounting and business advisory services, but also a commitment to providing them in the most professional manner possible. At every stage of an engagement, Lumsden McCormick is committed to personal service. Close personal contact with those we serve is the best way to add value to our service, and the only way to ensure that a service is matched with an organization's needs, and delivered in a way that meets those needs.

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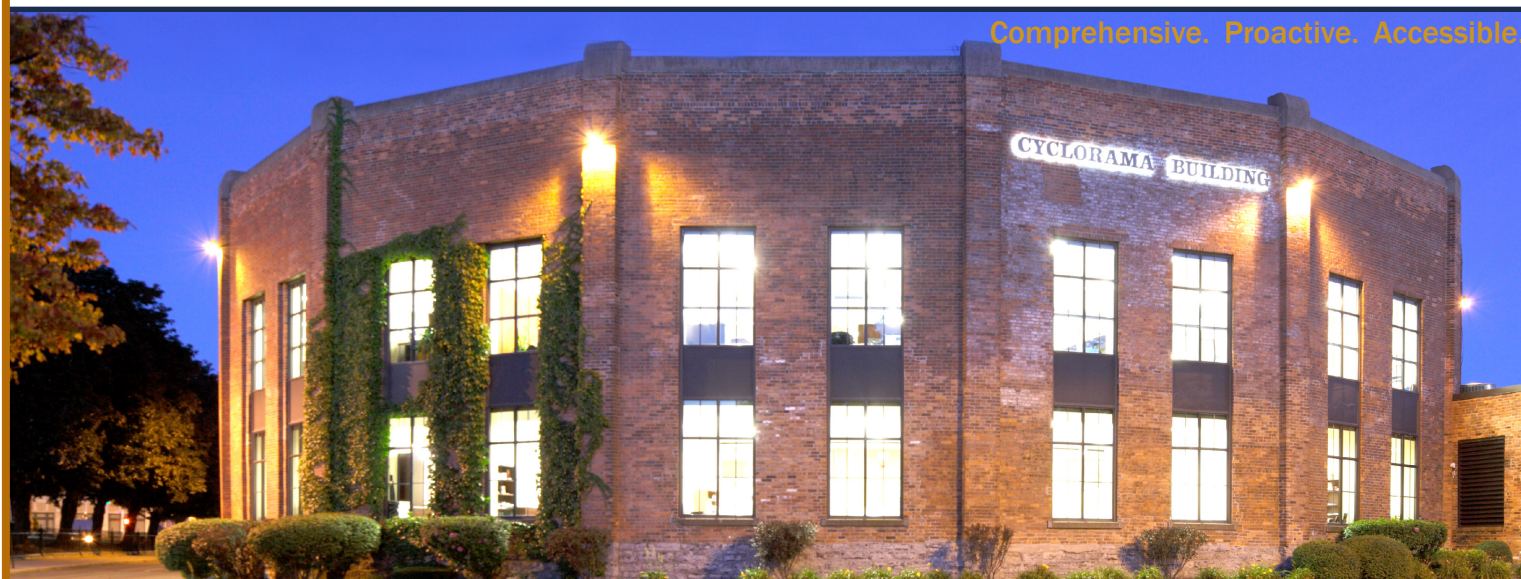
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Comprehensive. Proactive. Accessible.

AT A GLANCE

FOUNDED 1952

OWNERSHIP 15 Partners

TOTAL STAFF 100

PEER REVIEW REPORT 2015 Passed
(highest distinction available)

SERVICES Auditing and Accounting •
Personal, Corporate and International
Taxation • Financial Statement Services
• Estate Tax Planning • Operations
and Performance Audits • Information
Systems Consulting • Law Firm and
Litigation Services • U.S. Canadian Tax

INDUSTRIES SERVED Manufacturing •
Wholesale Trade • Retailing • Construction
• Automotive • Transportation • Real
Estate • Insurance • Professional Services
• Hospitality • Health Care Organizations
• Hospitals • Nursing Homes •
Financial Institutions • Governmental
Agencies • Municipalities • School
Districts • Nonprofit Organizations
• Colleges and Universities

PROFESSIONAL AFFILIATIONS

American Institute of Certified Public
Accountants (AICPA)
• Center for Public Company Audit Firms
• Employee Benefit Plan Audit Quality
Center (EBPAQC)
• Government Audit Quality Center (GAQC)
BDO Alliance USA
New York State Society of Certified Public
Accountants (NYSSCPA)
• Governmental Accounting and Auditing
Committee
• Health Care Committee
• Not-For-Profit Organizations Committee
• Technology Assurance Committee
Registered with Public Company Accounting
Oversight Board (PCAOB)

PROFESSIONAL CERTIFICATIONS

Certified Public Accountant (CPA)
Accredited in Business Valuations (ABV)
ACCREDITED INVESTMENT FIDUCIARY® (AIF®)
Accredited Senior Appraiser (ASA)
Certified Fraud Examiner (CFE)
Certified in Financial Forensics (CFF)
CERTIFIED FINANCIAL PLANNER (CFP®)
Certified Government Financial Manager (CGFM)
Certified Healthcare Financial Professional (CHFP)
Certified Information Technology Professional (CITP)
Certified Internal Auditor (CIA)
Certified Professional Management Advisor (CMA)
Certified Valuation Analyst (CVA)
Fellow Healthcare Financial Management Association
(FHFMA)
Notary Public, New York
Personal Financial Specialist (PFS)
Quickbooks Online Certified Pro-Advisors
Registered Representative, FINRA Series 7 and Series
66 licenses

PROFESSIONAL ASSOCIATION MEMBERSHIP

American Society of Appraisers (ASA)
Association for Accounting Marketing (AAM)
Association of Certified Fraud Examiners (ACFE)
Association of Government Accountants (AGA)
Buffalo Niagara Manufacturing Alliance (BNMA)
Certified Financial Planner Board of Standards, Inc.
(CFP)
Construction Financial Management Association (CFMA)
Certified Public Accounting Firm Management
Association (CPAFMA)
Estate Analysts of Western New York
Financial Planning Counselors of Western New York
Government Finance Officers' Association (GFOA)
Healthcare Financial Management Association (HFMA)
Independent Oil & Gas Association of New York (IOA)
Institute of Internal Auditors (IIA)
International Foundation of Employee Benefit Plans
Manufacturers Association of the Southern Tier (MAST)
National Association of Certified Valuation Analysts
(CVA)
National Association of College and University Business
Officers (NACBO)
New York State Association of School Business Officials
(NYS ASBO)
New York State Government Finance Officers'
Association (NYS GFOA)
Small Enterprise Alliance of Western New York

Lumsden
McCormick

CERTIFIED PUBLIC ACCOUNTANTS

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AROUND LUMSDEN McCORMICK

Lumsden McCormick is a New York State partnership founded in 1952. With over ninety employees, we are one of the region’s largest locally owned certified public accounting firms.

Our primary service areas include publicly and privately-held businesses, individuals, nonprofit organizations, and governmental entities. The foundation of our Firm has always been the high quality services we render to our clients.

In addition to traditional accounting, auditing, and tax services, our practice consists of nontraditional value-added services. These include business advice, strategic planning, operations reviews, cost accounting, financing, sales and mergers, business valuation, litigation support, and forensic auditing services. We also have a computer consulting division that provides implementation and training for accounting software packages designed for use by nonprofit organizations.

Because of the specialized interests and needs of our clients, our Firm has a proactive approach to service. We always deliver quality, professional service, but believe that is not enough. Our partners, principals and managers work with our clients as advisors to become integral to their management team. Not only do we provide timely, responsive accounting and tax services, but we also identify strengths, opportunities and problem sources. You will benefit from our expertise and years of service to a variety of organizations. Your goals are similar to our goals; your success is a measure of our success.

Lumsden McCormick professionals understand the constraints as well as the opportunities existing in today’s competitive business environment. This understanding allows us to provide experienced and objective assistance when making important business decisions. We have expertise in many service activities:

- International taxation
 - Strategic planning
 - Operations reviews
 - Cost control, accounting
 - Mergers and acquisitions
 - Business valuations
 - Accounting policies
 - Banking relationships
 - Financing assistance
 - New business opportunities
 - Computer needs analysis
 - Business expansion studies
 - Corporate compliance
 - Stockholder buy-sell agreements
 - ESOP compliance
- Succession, estate planning
 - Cost segregation studies
 - R&D tax credits
 - Empire Zones and other benefits
 - Accounting standards implementation
 - HUD reporting
 - Accounts receivable, billing solutions
 - Reimbursement and regulatory issues
 - Budgets and forecasts
 - Employee, executive compensation
 - Internal control systems review
 - IRS audit representation
 - Investment policies
 - Cash management consulting
 - Management information systems

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COMPREHENSIVE

BDO ALLIANCE USA

We are an independent member of the BDO Alliance, a nationwide association of independently owned local and regional CPA firms and businesses. As an independent member of the Alliance, Lumsden McCormick can expand the services offered to clients by drawing on the resources of BDO, one of the nation’s leading professional services firms. As a Member Firm of BDO International, BDO serves multi-national clients by leveraging a global network of resources comprised of thousands of offices in over 150 countries. Membership in these and other organizations provides a foundation for Lumsden McCormick to maintain the highest level of quality and a multitude of resources that we offer our clients.



LICENSE TO PRACTICE IN NEW YORK STATE

All of our qualified professionals are licensed by the New York State Department of Education as Certified Public Accountants and are members of the American Institute of Certified Public Accountants and the New York State Society of Certified Public Accountants. Each professional staff member must have a college undergraduate degree with a concentration in accounting and meet the qualifications necessary to sit for the Uniform Certified Public Accountancy Exam. All partners and professionals are required to complete at least 40 hours of continuing professional education each year and most exceed this minimum approved through the NYSSCPA and the Foundation for Accounting Education (FAE).

PEER REVIEW

Lumsden McCormick is a member of the Center for Public Company Audit Firms of the AICPA. Membership requires us to maintain strict adherence to professional quality control standards and submit to a peer review of our control policies and procedures to demonstrate that adherence. We “passed” our 2015 peer review, receiving the highest designation available from the AICPA’s National Peer Review Committee.

DESK AND FIELD REVIEWS

Our work has been subject to normal and routine Federal and State desk reviews conducted by the Single Audit Clearinghouse and the New York State Department of Education over the past three years. There have been no findings or recommendations. None of our work has been subjected to field reviews by state regulatory bodies or professional organizations, and the Firm has not been subjected to any disciplinary action.

PROACTIVE



Communication with our clients is continuous and regular; we keep our clients informed of current developments that may affect their personal finances or business. In affiliation with the BDO Alliance USA, we distribute business and tax newsletters through *Numbers First*, which provides pertinent and timely accounting regulation and financial information in addition to Firm announcements, invitations and educational information every three weeks in your inbox.

You can find all of these materials, including archives of past eNewsletters, timely tax-guides and more on our website at:

www.LumsdenCPA.com/resources



What CPA means to us.