



## Construction Services Group

Alpern Rosenthal boasts one of the largest and most comprehensive construction industry accounting practices in Western Pennsylvania, serving a variety of general, specialty, and heavy highway contractors that conduct business regionally, nationally, and internationally.

The professionals in the Construction Services Group (CSG) receive specialized training in construction accounting, tax, and business issues throughout the year to keep abreast of the latest trends and regulations. Our team offers clear, practical solutions based on in-depth knowledge and experience in the construction field – with the goal of helping clients achieve their objectives.

### ► **Bonding and Banking Relationships**

The CSG will help you build strong bonding and banking relationships. If your company has never had a bonding and/or banking relationship, you can count on our professionals' relationships within the surety industry and financial institutions to help you establish one.

#### *Bonding and Banking Services Include:*

- Establishing surety bonding and banking relationships
- Maximizing existing bonding and banking relationships
- Structuring a plan to maximize capacity
- Preparing financial information required by bonding companies and banks
- Evaluating borrowing needs

### ► **Accounting and Auditing**

Accurate financial statements help to determine the size of your bonding line, meet government requirements, obtain financing, or pre-qualify for the next important project.

#### *Accounting and Auditing Services Include:*

- Audits, reviews and compilations of financial statements
- Preparation of state pre-qualification reports
- Operational reviews
- Study and evaluation of accounting and internal control systems
- Benchmarking analysis
- Internal audits
- Reporting requirements under IFRS

### ► **Tax Planning and Compliance**

Ongoing changes in tax laws dictate that a contractor's tax situation is going to be monitored throughout the year. Our professionals continuously seek new and innovative tax applications and monitor tax legislation to develop strategies for minimizing tax liabilities and maximizing related cash flow from operations.



#### *Tax Planning and Compliance Services Include:*

- Corporate/personal tax return preparation, including state and local filing requirements
- Corporate/owners' tax planning
- Planning for long-term contract tax regulations
- Review of multi-state tax filing regulations
- Succession and estate planning
- Retirement planning
- Reorganization
- International tax consulting



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## ▶ Contract Administration

Managing your projects efficiently is critical to success in the construction industry. Our team places special importance on helping you establish the systems and procedures you need to properly monitor your work in progress.

### *Contract Administration Services Include:*

- Documenting and billing of change orders
- Evaluating/verifying construction claims
- Improving cash management on projects
- Studying and evaluating project management processes and systems
- Calculating equipment usage rates
- Buying versus leasing decisions

## ▶ Construction Claims

Our team provides financial analysis and forensic accounting services to assist in the mediation, arbitration, and litigation of construction disputes. We have represented contractors, owners, and design professionals in a variety of construction claim disputes.

### *Construction Claims Services Include:*

- Initial claim analysis and assistance with potential settlement discussions
- Quantification of claims for increased costs and other damages related to delay, disruption, and acceleration
- Analysis of home office overhead and other indirect cost claims
- Expert witness testimony

## ▶ Business Consulting

Alpern Rosenthal also offers you experienced business advisors – professionals who provide sound advice regarding organizational structure, management goals, strategic planning, and all the factors that affect your bottom line.

### *Business Consulting Services Include:*

- Analysis of operations for efficiency and profitability
- Financial projections and business plans
- Budget development
- Executive compensation and fringe benefits
- Right-sizing and overhead analysis
- Mergers and acquisitions
- Personnel evaluation and searches
- Incentive and deferred compensation plans
- Computer system software and technology

## ▶ Information and Education

We provide numerous services to keep our clients well-informed on construction and business matters throughout the year, including:

- The Construction Industry Advisor (quarterly newsletter)
- Educational seminars addressing timely issues
- Proactive tax updates
- Continuous planning

## ▶ Professional Alliances

### *Construction Industry CPAs/Consultants Association (CICPAC)*

Alpern Rosenthal is a member of CICPAC, a national organization headquartered in Chicago. This organization is comprised of CPA firms that have significant practices in the construction industry, and is represented by one firm in each city. In order to be admitted to the CICPAC as a member, the firm must meet certain criteria regarding their services to contractors. CICPAC membership enhances and expands the expertise and services we provide by allowing us to tap into a national network of experts.

### *FMI Corporate Alliance*

The Construction Services Group enjoys a strategic relationship with FMI Corporation – formerly Falls Management Institute – which is the nation's largest provider of management consulting and training services to the construction industry. This relationship allows the Construction Services Group to have additional resources in providing services to our clients. This relationship also provides our Construction Services Group access to information regarding national trends with respect to the construction industry results, its methods and economic climate.

### *Additional Professional Memberships Include:*

- Master Builders Association of Western Pennsylvania
- Constructors Association of Western Pennsylvania
- Associated General Contractors
- Associated Builders and Contractors
- American Subcontractors Association
- Construction Financial Management Association
- Building Owners and Managers Association
- National Association of Women in Construction