

# GRASSI

ARCHITECTURE & ENGINEERING PRACTICE



**G**rassi & Co., CPAs & Success Consultants has a great deal of experience working with Architecture & Engineering firms. Professional service firms need the best guidance and advice from their advisors. Grassi & Co. helps clients overcome financial challenges, by ensuring high quality, efficient services. Whether it is preparing a set of financial statements, or assisting with the growth of the company, Grassi & Co. is there to support the Architecture & Engineering industry.

## Audits, Reviews, and Compilations

Audits, reviews and compilations are the key to truly understanding the dynamics of any organization. We take great pride in developing this understanding during the course of each engagement and more importantly, leveraging this knowledge by developing strategic, operational, and financial recommendations that bring value to your organization. In addition, we understand that "time is money," therefore each engagement is carefully planned and coordinated so that we minimize the time and the disruption to your day-to-day operations. Our expertise allows us to assist with the calculation of the company's overhead rate in accordance with Federal Acquisition Regulations (FAR). Additionally, we have the ability to perform audits of the company's overhead rate as required by various agencies.

## Internal Control Analysis/Operational Reviews

Internal controls are the systems your organization has in place to guard against theft or waste. Quality systems and procedures are necessary to provide reliable accounting information and to promote operational efficiency. There are many components crucial in the design of a program that prevents employee sabotage, misappropriation of investments, cash theft, and incorrect reporting of financial information. When we provide an analysis of your controls, we evaluate your entire accounting process and make recommendations on strategies that minimize theft or waste. We look at profit by division compared to the industry.

Operational reviews help to increase the efficiency of your organization. It is a multi-step process that includes: interviews with key employees; an analysis of the organization's financial performance; an examination of internal cycles; a review of all financial and accounting controls; a review of information security;



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**Robert J. Brewer, CPA, CCIFF, Partner-in-Charge, Grassi Architecture & Engineering Practice**

Robert J. Brewer is a partner at Grassi & Co. Rob began his career in 1987 and has extensive experience in tax planning, accounting, estate planning, succession planning, and mergers and acquisitions. Rob's insight, wisdom and creativity allow him to provide expert business advice to a broad range of industries, including architecture and engineering, construction, not-for-profit, education, professional services, manufacturing, distribution, printing and transportation.

Rob has written numerous articles on cash flow management, budgeting, and workplace fraud. He recently developed and led a construction finance and accounting class at New York City College of Technology. He is an active member of the American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA). He also serves as treasurer of the New York City Chapter of the Construction Financial Management Association (CFMA) and on the board of the Long Island Business Development Council. In addition, Rob leads the continuing professional education program at Grassi & Co., which keeps the firm abreast of changes in law, policies and procedures. Rob still finds time to support his community by serving on the board for the Child Center of New York, a children's health and welfare organization.

Listed internationally in Who's Who of Professionals, Rob is a certified public accountant and is distinguished as one of the first in the country to earn the CCIFF (Certified Construction Industry Financial Professional) designation from the Institute of Certified Construction Financial Professionals (ICCFP). Rob holds a Bachelor of Science degree in Accounting from Hofstra University.



and an examination of the communications systems. After the operational review is complete, we provide documentation with all observations and recommendations. Additionally, these procedures allow us to analyze fundraising income and expenses to determine that contributions are used effectively.

### Fraud Detection and Prevention

Our fraud specialists are trained to use traditional accounting practices and sophisticated analytical skills to detect and uncover internal and external fraud such as employee theft, commercial bribery, and kickback schemes. We also work with you to protect your organization by assessing internal controls, tracing possible avenues of theft, and by helping you design and implement effective policies and procedures that deter fraud and abuse.

### Forensic Investigations

Our professionals have training in accounting, finance, and information technology, which enables us to offer creative solutions to your most complex business problems. We know how to obtain the relevant facts by interviewing personnel and examining business records. Our services are always provided in a professional and discreet manner.

### Mergers & Acquisitions

Properly structuring the purchase or sale of a business is a very critical step in the process of buying or selling a business. Our team of experienced advisors help you determine the sale price, select the appropriate sales strategy, identify prospective buyers/sellers, negotiate the terms and structure of the transaction, and conduct the necessary due diligence to ensure that you make the decisions that are in your best interest financially. We also assist you with all due diligence related to any potential acquisitions to determine the appropriate purchase price.

### Tax Preparation

Companies face a wide array of financial questions as they work to ensure their long-range financial security. Our team works with clients to design a comprehensive plan that helps them reach their financial objectives. Grassi analyzes the current status of your investments, tax, insurance, retirement, and succession plans. We dissect each component and make recommendations for improvement. We are well informed of the credits and deductions that you are eligible for in the Architecture & Engineering industry. The elements that comprise a sound financial plan are interwoven, so our team monitors your plan regularly and assists in making the necessary modifications that reflect your changing needs, goals, and priorities.



**Stephen J. Mannhaupt, CPA, Partner,**  
Grassi Architecture & Engineering Practice

Stephen J. Mannhaupt, CPA, is a Partner at Grassi & Co., CPAs. He specializes in public accounting, forensic accounting, auditing, and management consulting for clients in the not-for-profit, architecture and engineering, professional service, construction, and real estate industries. Since beginning his career in 1990, Steve has provided expert guidance to clients in specialized areas such as internal control assessment, fraud prevention and investigation, FAR auditing and corporate operational efficiency, in addition to traditional accounting, tax, and audit support.

Steve has been a part of the Grassi team for more than 15 years. An expert in his field, he has written articles on a variety of accounting topics and has conducted educational seminars for clients, accounting societies, and other professionals in banking, surety and law. Additionally, Steve has worked on consulting engagements involving fraud detection, operational reviews, internal control analysis, and the quantification of lost profits.

To keep abreast of the issues facing our clients, Steve stays active in industry trade associations, including the including the Society of Marketing Professional Services (SMPS), the American Institute of Architects (AIA), the Subcontractors Trade Association (STA), and the Construction Financial Management Association (CFMA). He is a member of the New York State Society of CPAs (NYSSCPA), where he is the Chairman of the construction committee, and of the American Institute of Certified Public Accountants (AICPA). Steve is a graduate of Queens College and has had extensive Continuing Professional Education (CPE) in auditing, accounting and taxation.

