

AG OF THE MIDDLE

CPAs & BOOKKEEPERS

Service Provider Directory

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Ecotrust

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INTRODUCTION

If you are running a farming, ranching or fishing business you already know how essential it is to keep good financial records, and you may have already encountered situations where you wish you knew more and wish you knew where to go for help. This directory is intended to help you find a qualified bookkeeper or Certified Public Accountant (CPA) to help you accomplish your business and personal financial goals.

A well-qualified bookkeeper or a CPA can be an invaluable business adviser. A bookkeeper can greatly increase the speed and accuracy with which you record the daily financial activity of your business, and a CPA can provide valuable guidance on strategic issues such as tax planning, planning for credit, and balancing your business and personal financial goals. A CPA can also support you with filing compliance documents, making critical decisions about significant new assets, creating inventory strategies, and understanding and tracking key data or metrics to analyze your business health.

A FEW THINGS TO CONSIDER BEFORE YOU HIRE A BOOKKEEPER OR A CPA



Are they familiar with your industry, and your type of business?

Choosing a person or a firm that has experience with your industry, and your type of business is important to ensure that you are in compliance with applicable tax laws, financial regulations, and ultimately, so they can provide you with the best advice. However, you might find someone who is deeply committed to helping you, communicates well and is willing to learn your industry - that person is probably better for you than someone who knows your industry well but does not communicate well with you.



Get clear about your goals, and shop around!

When selecting your accountant, be sure to do your due diligence— and don't base your choice exclusively on cost. The most important thing is clear, open, consistent communication and clear mutual expectations. A bookkeeper's main job is to record your daily transactions timely and accurately. A CPA's main job is to review your books at year end and prepare your income tax returns. If you want any additional services from either a bookkeeper or a CPA, you need to ask for those services. Most bookkeepers do not provide additional services beyond basic bookkeeping but may be able to help you with a few special reports you need that you prepare in Excel. Some CPAs have very limited practices that focus on simple tax returns and do not cultivate deeper long-term relationships with their clients. This is not the kind of CPA you need! Be sure to make it clear when you interview CPAs that you are looking for someone who will provide long term strategic advice and guidance for business and personal financial goals.



Be sure that your CPA and bookkeeper are on the same page.

Some CPA firms also have bookkeepers on staff. If you choose to do your books in-house, or work with someone outside of the CPA's firm, be sure that all parties involved are on the same page about financial systems and strategy—including what programs they use.

WHAT IS THE DIFFERENCE BETWEEN A BOOKKEEPER, AN ACCOUNTANT, AND A CPA?

A *bookkeeper* maintains records of the financial transactions of your business, in a double-entry accounting system that creates both a balance sheet and an income statement (aka profit and loss). The basic functions of a bookkeeper include recording payments, bank deposits, payroll, and invoices, and reconciling bank accounts and credit card accounts at the end of the month. A bookkeeper may also set your company up on a new bookkeeping system and help you to record the initial activities which create your business. Beware though that the initial entry to establish your business may involve complex issues beyond the knowledge of most bookkeepers and may require some assistance from a CPA. Bookkeepers are not required to have a license to offer their services.

A *Certified Public Accountant (CPA)* is required to be licensed in the states where they practice. In order to obtain the license, they must complete a four-year degree, pass a rigorous multi-day exam, and complete significant work experience under the direct supervision of someone already licensed as a CPA. In order to maintain the license, a CPA must follow the ethical requirements of the profession and complete several days of continuing professional education each year. A CPA is the person best qualified to advise you on the structure of your bookkeeping system, and the correct opening entry to record the cash and other assets you contribute to start your business. A CPA is also the best person to help you correct your bookkeeping if you have already been in business for several years but have not been keeping your books in a standard way and do not have an accurate balance sheet. It is a best practice to have a CPA look at your books at the end of each year, make any needed corrections, and then prepare the income tax returns for the business and the business owners as needed. One of the key roles of a CPA is to take the long view of both the business and the business owners and assist in long term planning towards the long-term goals of the business and the business owners. A CPA can assist with significant business and personal financial decisions such as purchasing land, constructing significant assets, or putting money aside for retirement. Each of those decisions has a significant effect on cash flow and on income taxes owed. A CPA is able to calculate your cash needs after considering how your action will affect the income taxes you owe. Later in the life of a business a CPA can help with structuring the sale of a business and planning for retirement.

Accountant is a general term. It may refer to a bookkeeper with advanced training, or someone who trained to become a CPA but did not meet all of the requirements for licensing. Often it refers to someone who is employed within the accounting department of a larger company where several people are needed to perform all of the necessary accounting functions.

COSTS FOR SERVICES. WHAT SHOULD I EXPECT?

A bookkeeper may charge anywhere from \$60-\$120 dollars an hour or may offer you a fixed monthly fee for recording monthly transactions and performing the basic required monthly reconciliations (of all bank accounts and credit cards). Some bookkeepers bundle the monthly cost of bookkeeping software such as Quickbooks or Wave with their monthly charge. This is usually a good deal for you as the software companies charge professional bookkeepers reduced monthly rates to encourage them to encourage you to use a particular software.

At a larger CPA firm, the work is delegated among various staff, each of whom charge a different rate. Your work may start out with a bookkeeper employed by the firm and work its way up to someone who is training to become a CPA, and then finally go to the partner CPA for final review and analysis. The rates charged typically range from \$80-\$250/hour. If your books are in good shape and your business is simple you might expect to have a tax return prepared for somewhere in the range of \$500-\$800. If your books are not in good shape you may pay for many hours of additional work in the first year in order to get your books cleaned up and standardized. As your business grows you should plan to consult with your CPA each year in the fall to do tax planning. This service should cost somewhere around \$300-\$500 depending on the complexity of your business and if things have changed significantly from the prior year. This is also a time to run scenarios to see how much you would owe in taxes if you did different things in the last few months of the year.

HOW TO USE THE DIRECTORY

We have compiled the following directory of CPAs, accountants and bookkeeping firms that work across the Alaska, Washington, Oregon and Northern California region that have experience working in the agriculture and fishing industries.

Some of the listed firms were recommended by Ecotrust's Ag. of the Middle (AOTM) accelerator participants and partners (look for the AOTM recommended icon!), while others were found through online research. Before reaching out to a potential service provider, be sure to check their website to understand more about their firm and services. At the time of this publication all service providers were actively offering their services, but we realize that things can change. It is our intention to update this directory on a yearly basis to provide you with current information.

DIRECTORY LEGEND

Service Areas:



Alaska



Washington



Oregon



California

Producers Served & Providers Recommended by AOTM participants or partners:



Farmers & Ranchers




Fishers & Seafood



AOTM Recommended

DIRECTORY

PROVIDER	INFORMATION
<p>Aiken & Sanders, Inc., PS</p> <p><i>Small firm that is committed to providing close, personal attention to clients. They take pride in giving their clients assurance that the personal assistance received comes from years of advanced training, technical experience and financial acumen. They offer tax preparation and planning for all types of businesses and individuals, auditing services to for profit and nonprofit entities, IRS and state audit representation, business taxes and payroll services, QuickBooks® setup, support and training, business startup services, monthly bookkeeping, and Financial statements with compilation and review services.</i></p> <p>Service Area:</p> 	<p>Website: www.aiken-sanders.com Contact: Catherine B. Wandell Phone: (360) 533-3370 Email: cathy@aiken-sanders.com Based in: Aberdeen, WA</p> <p>Clientele experience: Non-profits</p>
<p>Alaska Business Development Center</p> <p><i>ABDC is a nonprofit corporation that provides business consulting and tax related services to rural Alaska residents who do not have access to professional services due to their income, language barriers or isolated geographic location. The Volunteer Tax and Loan Program (VTLP), ABDC's largest program, is a unique program established in 1995 to help noncompliant commercial fisherman satisfy their IRS filing requirements. ABDC's Low Income Taxpayer Clinic provides assistance to qualifying taxpayers in controversy with the IRS. Assistance is provided year-round, is free of charge to qualifying taxpayers, and may range from consultation to representation. A consultation includes brief advice given to a taxpayer on a specific issue which may be the result of a taxpayer receiving a notice from the IRS.</i></p> <p>Service Area:</p> 	<p>Website: www.abdc.org Phone: (907) 562-0335 Email: info@abdc.org Based in: Anchorage, AK</p> <p>Clientele experience: Rural, underserved, low-income communities</p> <p>Producers Served:</p> 

Alaska Tax Service

Alaska Tax Service specializes in personal, small business, partnership and corporate, as well as works closely with Bush communities and fishing industries. The firm offers tax preparation services with specialty in electronic filing; they also offer business consulting.

Service Area:



Website: <https://alaskatax.net/>
Phone: (907) 276-3012
Email: office@alaskatax.net
Based in: Anchorage, AK

Producers Served:



Aldrich Advisors

This CPA firm has expertise in the agribusiness industry and shares best practices for accounting procedures, tax strategies, investment opportunities, staffing needs and more. They provide accounting, audit, tax and consulting services. Also have expertise with cooperative models.

Service Area:



Website: <https://aldrichadvisors.com/>
Contacts: Dave Buck; Curtis Sawyer
Phone: (877) 620-4489
Email: info@aldrichadvisors.com
Based in: Anchorage, Portland, Salem and various California sites.

Producers Served:



Altman, Rogers, & Co., CPAs

This full-service accounting and tax firm offers a full range of auditing, tax and business consulting, and accounting and payroll services. They also have specific expertise in providing audit and other professional services to Community Development Quota groups, which include audits and other professional services for fishing vessels, catcher processors, land-based fish processing plants and other fishing related operations.

Service Area:



Website: <https://altrogco.com>
Phone: Anchorage: (907) 274-2992
Juneau: (907) 586-3993
Soldotna: (907) 262-7478
Email: contact@altrogco.com
Based in: Anchorage, Juneau, Soldotna

Producers Served:



Blackthorn Bookkeeping

This one-person operation is run by Kelle Boyer. "Before I became a bookkeeper, I was a farmer. I turned to bookkeeping because I wanted to cultivate a valuable skill while learning how to navigate the challenge that all small businesses face: making the financials work so they can support themselves. Hablo poco español y me gusta practicar conversando". They offer bookkeeping and consulting services to farms and small businesses ranging from consultation to full-charge (comprehensive) services.

Service Area: [Willamette Valley](#)



Website: www.blackthornbookkeeping.net
Contact: Kellee Boyer
Phone: (503) 880-4463
Email: kellee@blackthornbookkeeping.net
Based in: Willamette Valley, Oregon

Producers Served:



Brandon Polhemus, CPA

A small firm in business since 2006 specializing in serving small to medium size businesses, they offer business planning, growth, development, bookkeeping and taxation support, and other services.

Service Area:



Website: www.polhemuscpa.com
Contact: Brandon Polhemus
Phone: (209) 505-0820; (866) 525-9570
Email: blpcpa@aol.com
Based in: Escalon, CA

Producers Served:



Carbahal & Company

A full-service accounting firm located in Davis, California. They have the ability to provide you with year-round planning. They can serve as your business and financial guide for taxes, building personal wealth through sound tax and financial planning, recordkeeping and report filing requirements, using financial reports to make sound business decisions, and estate planning.

Service Area:



Website: www.carbahal.com
Phone: (530) 758-8111
Email: info@carbahalcpa.com
Based in: Davis, CA

Producers Served:



Elgee Rehfeld, LLC

Delivering assurance, tax strategies, accounting solutions, financial reporting, and specialized solutions needed by clients to successfully manage their business and everyday lives. Through listening and interpreting, they provide clients objective insight to develop a thriving environment. They design growth plans combined with a tax strategy to leverage any potential tax benefits that exist and minimize tax liability. Their clients are privately held and family-run businesses, non-profit organizations, tribal entities, government agencies, and individuals.

Service Area:



Website: www.elgeerehfeld.com

Phone: (907) 789-3178

Email: info@erakcpa.com

Based in: Juneau, AK

Clientele experience: Family-run businesses, Tribes, non-profit Organizations

Geffen Mesher

Founded in 1933, this is a full service firm providing planning and risk analysis, accounting and consultation services, tax planning, compilations, reviews, audits, and more to privately held businesses, families and investors primarily in the Northwest.

Service Area:



Website: <https://gmco.com/>

Phone: (503) 221-0141

Based in: Portland, OR

Producers Served:



Hagen Kurth Perman, CPAs

Supporting the fishing industry over the past 40 years. They work with the fishing industry to help access the Capital Construction Fund. (CCF) program administered by NOAA. This includes supporting clients to set up CCF accounts, request approval for withdrawals, complete annual reports and plan for the best way to use the program. Some other Services provided to the industry include, Internal Control Review, Agreed Upon Procedures, Tax Compliance and Planning, State, Local and Multistate Tax Assistance, Succession Planning, Estate Planning, Litigation Support, and more. Industries served included non-profits, manufacturing and distribution, commercial fishing, and others.

Service Area: [Puget Sound region](#)



Website: www.hkpseattle.com/commercial-fishing

Contacts: Phil R. Laube; Bryce G. Hatch

Phone: (206) 682-9200

Email: phil.laube@hkpseattle.com
bryce.hatch@hkpseattle.com

Based in: Seattle, WA

Producers Served:



HMW CPAs & Associates, LLC

A full-service accounting firm that provides the following services: tax services, financial statements, QuickBooks services, consulting, bookkeeping and payroll.

Service Area: [Southern Oregon Coast](#)



Website: <https://www.hmwcpcas.com>
Contact: Jason Wartnik
Phone: (541) 269-9338
Email: info@hmwcpcas.com
Based in: North Bend, OR

Producers Served:



Hingston Miller Hingston, PLLC

A three-person team providing bookkeeping, cash flow & budget analysis, financial forecasts, financial statements & planning, business succession planning, estate planning, retirement planning, business consulting, tax preparation & planning, payroll services, and more.

Service Area:



Website: www.pdhfish.com
Contact: Phil Hingston
Phone: (206) 285-2777
Email: phil@pdhfish.com
Based in: Lynnwood, WA

Producers Served:



Howard "Charlie" Sparks, CPA

Accounting Services

Charlie is a professor and program director of the accounting and finances program at University of Alaska Fairbanks. He wrote the "Accounting for your fish business" chapter of Sea Grant's Fishermen's Direct Marketing manual. Besides working with fishermen, he has also worked with Peony growers around Alaska. Alaska is his primary area; however, he is willing to work with anyone in the Northwestern US. Accounting, cash flow, and cost of production are a few areas where he can support businesses.

Service Area:



Phone: (907) 590-4485
Email: howardsparks@hotmail.com
Based in: Fairbanks, AK

Producers Served:



Isler Group, LLC

Locally owned, they concentrate on supporting the specialties of the region. With agri-business and ranching as a focus for clients, areas of expertise include full-service accounting, agri-business, estate planning, taxes and tax planning, retirement planning, and more.

Service Area:



Website: <https://islerkf.com/>
Contact: Patricia Logan, Kimberly Price
Phone: Main line - (541) 882-2575
Email: plogan@isler-kf.com
kprice@isler-kf.com
Based in: Offices in Oregon and Idaho

Producers Served:



Isler Northwest, LLC

A locally owned firm of certified public accountants and business advisors located in Downtown Portland, Oregon. The firm provides financial reporting & services, business advising, estate planning and tax services.

Service Area:



Website: www.islernw.com
Phone: (503) 224-5321
Email: portland@isler.com
Based in: Portland, Oregon

Producers Served:



Jim Elliott, CPA

A verified accounting firm offering accounting and tax preparation services to customers and small business owners located in and around Portland, Oregon.

Service Area: [North Willamette](#)



Phone: (503) 292-2100
Email: jim@jaecpa.com
Based in: Portland, Oregon

Producers Served:



Jones & Roth CPAs & Business Advisors



Serving companies, nonprofits, and individuals from offices in Eugene, Hillsboro, and Bend, they offer accounting & payroll, audit & assurance, cost segregation, estate & trust planning, financial advisory services, retirement plan audits, retirement planning, and tax services. They serve businesses, nonprofits, and individuals.

Service Area:



Website: <https://jr CPA.com/>
Contact: Jim Christian
Phone: (541) 687-2320
Email: jimc@jr CPA.com
Based in: Offices in Eugene, Hillsboro, and Bend

Producers Served:



KJ Steph, CPA



A small one-person, yet full service, accounting firm. Services include small business accounting, cash flow management, bank financing, tax preparation, business valuation, strategic business planning, succession planning, new business formation and internal controls.

Service Area:



Website: <http://www.kjsteph CPA.com/>
Contact: Kendra J. Steph
Phone: (971) 470-8532
Email: Kendra@KJSteph CPA.com
Based in: Sherwood, Oregon

Producers Served:



Knutsen & Falk, LLC

A mother and daughter team, they Provide fishing businesses with accounting, tax preparation and planning services. Their fees vary depending on the needs of the client. Generally, the hourly rate is \$75/hr. for consultations and tax returns are charged by the Form.

Service Area:



Website: www.knutsenandfalk.com
Contact: Ginger Knutsen; Kimberlee Falk
Phone: (206) 365-1612
Email: kim.falk@comcast.net
Based in: Seattle, WA

Producers Served:



Kuenzi & Company, LLC

A full-service public accounting and business consulting firm that provides services to clients located throughout the Pacific Northwest. With experience serving the Ag Industry they provide accounting, bookkeeping, tax, and business consulting support. They serve non-profit organizations, agriculture businesses, and others.

Service Area:



Website: www.kuenzicpas.com
Contact: Terrence Kuenzi
Phone: (503) 399-7306
Email: tkuenzi@kuenzicpas.com
Based in: Salem, OR

Producers Served:



Larson Gross CPAs & Consultants

Serving the Pacific Northwest, they offer a variety of services, such as tax preparation and filing, audit & assurance, estate Planning, business transition planning, accounting Services, budget and cash flow planning, valuation & litigation support, technology Support and more. Industries they service include agriculture, non-profit organizations, and more.

Service Area:



Website: <https://larsongross.com>
Contact: Todd Burgers
Phone: (360) 734-4280,
Email: ToddB@larsongross.com
Based in: Lynden, WA

Producers Served:



Leffel, Otis & Warwick, P.S. CPAs

Leffel, Otis & Warwick, P.S. is an agricultural based accounting practice with four full-time offices, all located in small farming communities. The clientele is primarily comprised of farmers, farmers' cooperatives, and other small businesses found in these small towns. They provide traditional accounting services, such as budgeting, budget forecasting, and bookkeeping support, as well as a variety of tax and family business planning services.

Service Area:



Website: www.leffelotiswarwick.com
Contact: Brian Madison; Ryan Janke
Phone: Davenport full-time office: (509) 725-3251
Email: bmadison@leffelotiswarwick.com;
rjanke@leffelotiswarwick.com
Based in: Multiple offices in Washington.

Producers Served:



Metcalfe Hodges

Providing traditional support services such as accounting, business advisory, estate and trust planning, tax planning and compliance, QuickBooks training and support, management reporting, business assurance, succession planning. They have specialized services for agriculture and commercial fishing businesses, such as multi-state income tax compliance and planning, choice of entity planning, buy/lease agreement strategies, profitability analysis, and more.

Service Area:



Website: www.metcalfehodges.com
Contact: Kira Bravo
Phone: (360) 526-8230
Email: info@metcalfehodges.com
Based in: Bellingham, WA

Producers Served:



Nichols & Mitchell, CPAs, PC

Expertise ranges from basic tax management and accounting services to more in-depth services such as audits, financial statements, and financial planning.

Service Area:



Contact: Bruce Nichols
Phone: (541) 523-6471
Based in: Baker City, OR

Producers Served:



Owen C. Freeman, CPA, PC

A five-person team with expertise that ranges from basic tax management and accounting services to more in-depth services such as audits, financial statements, QuickBooks support, financial planning, Entity Selection and Restructuring, Cash Flow and Budgeting Analysis, and much more.

Service Area:



Website: www.ofreeman.com
Contact: Owen Freeman
Phone: (907) 868-2968
Email: owen@ofreeman.com
Based in: Anchorage, AK

Producers Served:



Parsons & Germer CPAs, LLP

They specialize in working with businesses including preparation of financial statements, tax returns and consulting in areas that help a business to operate efficiently and profitably. They also offer support to businesses in succession planning both within the family structure and with an independent buyer. With over 30 years of experience with various types of businesses, they continue to provide clients with current ideas to improve their business and plan for the future.

Service Area:



Website: <http://pandgcpa.com/>
Contact: Nick Parsons
Phone: (503) 244-8844
Email: nick@pandgcpa.com
Based in: Oswego, Oregon

Producers Served:



Pembroke Asset Advisors, LLC

This firm was founded with the goal of assisting clients in every aspect of their financial lives. They provide investment advisory (Retirement & Investment Services & Accounts), estate planning, tax planning services, personal & small business financial planning, and health & life insurance. Michael Menzies, founder, is also a farm owner of Braeside Farms, LLC. Their pricing is flexible and client dependent. They can charge per hour, per project, by the account, etc. AOTM participants report their rate is \$250/hr and offers a \$100 farmer discount. Most producers that work with them are in the \$50K to \$1M+ revenue per year who are typically small family operators with fewer than 15 employees.

Service Area:



Website: www.pembrokeassetadvisors.com
Contact: Michael S. Menzies Jr.; Arika S. Menzies
Phone: **Main:** (702) 425-9077
Michael: (503) 318-9066
Email: pembrokeassetadvisors@gmail.com;
michael@pembrokeassetadvisors.com
Based in: Nevada

Producers Served:



Rom Francisco, CPA

This small team are specialists in audits, review and compilation of financial statements, preparation of individual and business income tax returns, and performance accounting services in the private sector, government and nonprofit entities. Romeo, founder, has experience serving as a fiscal officer of a federal program under USDA and they have experience working with California Farmlink. They also serve non-profit organizations.

Service Area:



Website: www.romfrancisco.com
Contact: Romeo J. Francisco
Phone: (916) 691-1272; (916) 691-2274
Based in: Grove, CA

Producers Served:



Sweeney Conrad, CPAs

For over 40 years, "people first" has been the foundation of Sweeney Conrad, a locally owned Certified Public Accounting firm in the Puget Sound area. They provide tax services, audit and assurance services, client accounting, and additional specialized services to agriculture, commercial fishing, non-profit organizations, and other sectors.

Service Area:



Website: www.sweeneyconrad.com
Phone: (425) 629-1990
Email: information@sweeneyconrad.com
Based in: Kirkland, WA

Producers Served:



The Brandon Skinner Group, CPAs

This Anchorage-based firm of Certified Public Accountants presently consists of two principals and eight other staff members. With staff that specialize in commercial fishing enterprises, they provide accounting, consulting, and tax planning and preparation services.

Service Area:



Website: www.brandonskinnercpas.com
Contact: Ralph D. Clark
Phone: **Main:** (907) 563-4425;
Ralph: (907) 563-4425
Email: ralph@brandonskinnercpas.com
Based in: Anchorage, AK

Producers Served:



Ullrich Delevati CPAs

This firm provides specialized tax and accounting services to businesses, including non-profits, and individuals throughout northern and central California, Oregon, Idaho, Nevada and Montana. Areas of expertise include personal and business tax planning, general accounting services, agricultural accounting and consulting, estate planning and trusts, business valuation, business consulting, audit services and litigation support. They have worked with California Farmlink or have been referred to California Farmlink by farmers.

Service Area: [Northern & Central CA](#)



Website: www.udcpas.com
Contact: Vicki Williams; Marcus Ullrich
Phone: **Woodland Main:** (530) 666-6671
West Sacramento Main: (916) 371-8821
Vicki: (530) 666-6671 x127
Email: vwilliams@udcpas.com
Based in: Offices in Woodland and West Sacramento, CA

Producers Served:

