

# The highest level

of expertise for the  
**HEALTHCARE** Industry



# We're committed...

## to the success of your healthcare practice, and it shows.

### Often, we deliver a cure before clients even diagnose a problem.

A physician practice recently hired Dannible & McKee – based on a referral – and asked us to simply perform accounting and tax compliance services. Of course we fulfilled these basic needs, **but we didn't stop there.** Once we had the opportunity to review their operation, we provided value added consulting services such as restructuring their buy-sell agreement to make practice buy-ins and buy-outs more tax advantageous, gradually revamped their compensation plan to better reward the actual contribution by each physician, restructured their expense reimbursement plan to comply with the IRS's accountable plan standards and made recommendations to modify their retirement plan to enhance retirement contributions for the physician owners. **The result was everything they hoped for, plus many unexpected, positive "side effects."**

At Dannible & McKee, LLP we understand the complexity of the healthcare industry and our experienced CPAs are ready to overcome any financial hurdles you may come up against. As a result of years of extensive involvement across varied aspects of the healthcare field, we have gained the necessary experience and resources to address all your issues.



Whether we are implementing comprehensive tax planning strategies to maximize the after-tax income of the physicians, or our medical practice valuation experts are determining the fair value of your practice in order to admit a new physician or to sell or merge the practice, we will be there every step of the way.

Our firm differentiates itself from others by assembling a team of experts in the healthcare industry who are committed and dedicated to our clients. We have the ability to design physician compensation and retirement programs as well as provide financial planning and related services that will help you achieve your goals.

You'll appreciate our wide range of specialized services customized for the medical professional and related organizations, including:

**Physician Practice Assessment and Internal Controls Review:** Our experienced team will evaluate your practice with a critical eye toward identifying areas that need improvement. Our team of Certified Fraud Examiners (CFE) can assist you in establishing appropriate internal controls to minimize fraud, defalcations or other liability exposure.

**Physician Income Distribution:** Dannible & McKee has spent years addressing this key issue for medical practices of all sizes. Look to us for custom formulas to simplify the complex process of distributing income to practice owners and employed physicians in an equitable manner, as well as sorting out partner buy-in arrangements to make them fair and tax advantageous.

**Comprehensive Tax Planning:** Our team of qualified tax experts who specialize in tax planning for physicians will ensure that the physicians are taking optimal advantage of all deductible expenses, sheltering their income in well structured qualified retirement plans and taking maximum advantage of employee benefit plans. Whether implementing tax strategies for your practice or for each physician individually, Dannible & McKee will provide expert assistance to minimize your overall tax liability.

**Practice Valuation/Succession:** To protect the physician owners' financial stability, as well as the long-term success of the medical practice itself, it is crucial to determine an accurate valuation and to establish a clear succession plan. Whether you are selling to a hospital or another physician, we have credentialed valuation professionals with Accredited in Business Valuation (ABV) and Certified Valuation Analyst (CVA) designations. Our specialists have decades of experience performing valuations in this specialized healthcare area, and all are well versed in the federal, state, Stark and anti-kickback statutes that have a major impact on the valuation process.



## What else can Dannible & McKee do for you?

We also provide management advisory services to healthcare providers in other areas including:

- Financial reporting: Audits, Reviews and Compilations
- Tax planning and compliance
- Bookkeeping services
- Benchmarking studies and analysis
- Overhead analysis
- Revenue enhancement
- Budgeting and cash flow analysis
- Capital acquisitions/lease vs. buy analysis
- Fraud prevention and detection
- Forensic accounting services
- Internal controls consulting
- Litigation support
- Retirement plan structuring
- Nonqualified deferred compensation plan structuring
- Life insurance review and needs analysis
- Employee benefits consulting
- Mergers and acquisitions
- Business venture feasibility analysis
- New practice set-up
- Choosing the right type of entity (Sole Proprietor, PLLC, S Corporation or C Corporation)

## We have a healthy understanding of your business.

Dannible & McKee is the exclusive CPA member of both the National CPA Health Care Advisors Association (HCAA) in Central New York and the Southern Tier, which is a national organization comprised of CPA firms who specialize in the healthcare industry ([www.hcaa.com](http://www.hcaa.com)) and the CNY Healthcare Business Alliance (CNYHBA), a local group of professionals who provide consulting services to healthcare providers ([www.cnyhba.com](http://www.cnyhba.com)). In addition, we are a member of Medical Group Management Association (MGMA) and Healthcare Financial Management Association (HFMA), and we specialize in providing accounting, tax and financial services to physician practices, dental practices, physician organizations and other healthcare providers.

So, when we say we understand your industry — its complexity and all — we really mean it. Our healthcare industry experts are eager to help you address any of your financial needs. We invite you to contact us to learn more about our services and how they can be specially tailored to benefit your practice.



For more information on Dannible & McKee's Healthcare Group, contact:  
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