

Anchin Food and Beverage Industry Group



Beverage Company (New York, NY)

- Retained to prepare tax returns and provide consulting
- Advised on opening of production facility and assisted in obtaining tax credits from NYC
- Advised on entity structure for new wholesale operations
- Assisted company with conversion to GAAP reporting and guided them on first formal financial statements
- Advised on employment contract for new COO
- Provided recommendations and assisted company in obtaining enhanced bank financing
- Assisted with developing Key Performance Indicators for their business
- Consulted on overall sale strategy
- Company received an offer from large natural food company
- Assisted with due diligence process
- Consulted on tax structure of proposed sale and contributed to goal of closing
- Handled tax work for co-founders including post transaction to date
- Provided post-closing consulting in relation to earn-out provisions of sale resulting in additional proceeds to sellers

Organic Food Company (New York, NY)

- Retained to provide consulting services: monthly financial reporting, internal accounting controls, revenue recognition, cash flows, operational efficiencies
- Assisted with developing Key Performance Indicators for their business
- Conducted successful search for corporate controller
- Advised to complete an opening balance sheet audit in contemplation of a potential transaction
- Company received an offer from a major multi-national food company
- Completed audit on an accelerated basis as audited financial statements were necessary to close the transaction
- Consulted on tax structure of the transaction and tax treatment of stock-based compensation/stock options and warrants
- Assisted with diligence process
- Owners of company continue in C-Suite Level positions in the company
- Maintain an ongoing advisory relationship with the client

Supermarket (New York, NY)

- Retained to audit the company's semi-annual and annual financial statements and tax returns
- Assisted management in the analysis and negotiations of several major long-term supplier agreements that had a significant impact on future operating performance
- Consulted with the Board and executive management on the structure and substance of deferred compensation arrangements with key executives
- Performed financial analysis and due diligence procedures with respect to various potential acquisitions
- Advised management on the structuring of a new business entity that will generate significant accretive income
- Conducted the successful search for a corporate controller
- Performed a formal review of internal controls of disbursements and made recommendations for improvement to management and the Board
- Assisted management in analyzing and negotiating line of credit and equipment financing arrangements with banks
- Recommended and worked with a consultant to restructure the insurance program resulting in substantial cost savings
- Consulted on various financial, tax and business matters occurring throughout the year

Restaurant (New York, NY)

- Retained to prepare tax return, provide tax advice, assist in "clean up" of accounting records and provide ongoing input into operational improvements
- Assisted in structuring of new restaurant opened with different partners in different state
- Brought them into compliance by entering them into NYC Voluntary Disclosure program
- Successfully handled ongoing sales tax examination reducing liability substantially from original assessment of over \$1 million
- Advised on proper corporate structure for new national concept to provide scalability
- Improved tips management and compliance at minimal cost
- Reviewed existing partnership agreement and advised on improved and more equitable allocation model



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