

THE 2011 **accountingTODAY** TOP 100 FIRMS

THE TOP TAX FIRMS

By and large, it was not a great year for tax firms. For firms that provide a wider range of tax services, the results were mixed, a combination of mostly minor declines in revenue and the odd slight uptick — with the notable exception of Texas-based tax services firm Ryan, which managed growth of over 10 percent, aided, in part, by its expertise in international tax issues.

| Firm | Headquarters | Chief executive | Rev. from tax (\$mn) | % from tax | Total revenue | % chg. | Offices | Total staff |
|--|-------------------------|----------------------|----------------------|------------|---------------|-------------|-----------|-------------|
| H&R Block ^{P 1} | Kansas City, Mo. | Russ Smyth | 2,979.90 | 77 | 3,870.00 | -5.23 | 11,000+ | NA |
| PwC [§] | New York City | Robert Moritz | 2,410.20 | 30 | 8,034.00 | -2.27 | 73 | 29,546 |
| Deloitte [§] | New York City | Barry Salzberg | 2,296.98 | 21 | 10,938.00 | 2.01 | 100 | 45,730 |
| Ernst & Young [§] | New York City | James Turley | 2,272.00 | 32 | 7,100.00 | -6.82 | 77 | 24,600 |
| KPMG [§] | New York City | John Veihmeyer | 1,271.14 | 26 | 4,889.00 | -3.68 | 87 | 21,285 |
| RSM / McGladrey & Pullen ² | Bloomington, Minn. | C.Andrews/D. Scudder | 475.51 | 35 | 1,378.87 | -5.60 | 88 | 7,130 |
| Grant Thornton | Chicago | Stephen Chipman | 304.00 | 28 | 1,085.70 | -5.41 | 50 | 5,249 |
| Liberty Tax Services ^f | Virginia Beach, Va. | John Hewitt | 291.69 | 100 | 291.69 | 20.29 | 3,359 | 375 |
| Ryan | Dallas | G. Brint Ryan | 216.50 | 100 | 216.50 | 9.07 | 42 | 792 |
| Jackson Hewitt Tax Services ^{P f} | Parsippany, N.J. | Philip Sanford | 213.80 | 100 | 213.80 | -13.90 | 6,407 | NA |
| CBIZ / Mayer Hoffman McCann [†] | Cleveland | D. Sibits/B. Hancock | 155.33 | 27 | 575.30 | -4.00 | 150 | 4,241 |
| BDO USA | Chicago | Jack Weisbaum | 152.10 | 26 | 585.00 | -5.65 | 39 | 2,497 |
| BKD | Springfield, Mo. | Neal Spencer | 121.21 | 31 | 391.00 | -0.51 | 29 | 1,814 |
| WTAS | San Francisco | Mark Vorsatz | 114.90 | 100 | 114.90 | 0.44 | 14 | 494 |
| Crowe Horwath | Oak Brook Terrace, Ill. | Charles Allen | 110.63 | 23 | 481.00 | -5.31 | 26 | 2,315 |
| Moss Adams | Seattle | Rick Anderson | 104.28 | 33 | 316.00 | -2.17 | 18 | 1,687 |

Notes: ^P Figures compiled from public company reports. ^f Franchise. Figures may not include franchise operations.
^{*} Firm estimate [†] Accounting Today estimate for revenues ^{NA} Not available/applicable [§] Gross revenue ¹ Total revenue includes revenue from RSM McGladrey. Tax fee split reported as a dollar amount. ² Reported fee split as both percentage and dollar amount.

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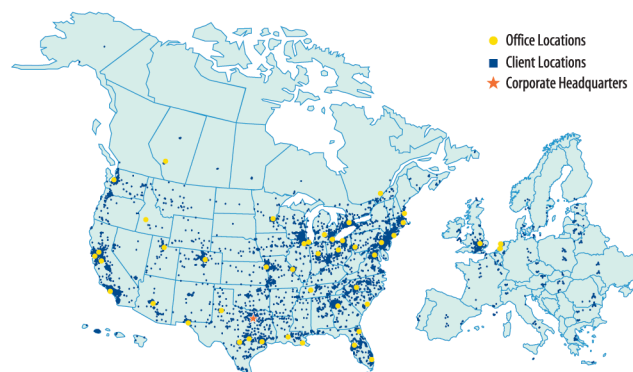
CAGR
Since 1997

30%

Since 1997, Ryan revenues have grown at a Compound Annual Growth Rate (CAGR) in excess of 30%.

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46 LOCATIONS THROUGHOUT NORTH AMERICA AND EUROPE



- Alkmaar, NL
- Amsterdam, NL
- Atlanta, GA
- Austin, TX
- Baton Rouge, LA
- Boise, ID
- Boston, MA
- Calgary, AB
- Charleston, SC
- Charlotte, NC
- Chicago, IL
- Cleveland, OH
- Columbus, OH
- ★ Dallas, TX
- Denver, CO
- Detroit, MI
- Downers Grove, IL
- El Paso, TX
- Ft. Lauderdale, FL
- Houston, TX
- Indianapolis, IN
- Jacksonville, FL
- Kansas City, KS
- Lansing, MI
- London, UK
- Los Angeles, CA
- Lubbock, TX
- Minneapolis, MN
- Montreal, QC
- Nashville, TN
- New Orleans, LA
- New York, NY
- Philadelphia, PA
- Phoenix, AZ
- Pittsburgh, PA
- Providence, RI
- Sacramento, CA
- Salt Lake City, UT
- San Antonio, TX
- San Francisco, CA
- San Jose, CA
- Seattle, WA
- St. Louis, MO
- Tampa, FL
- Toronto, ON
- Washington, D.C.