

Contacts, by expert



Tom Emmerling
Managing Partner
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Areas of expertise

Family-owned business
High Net-worth individuals
Investments
Litigation support
Personal financial planning
Privately-held companies
Professional athletes
Succession & family planning
Trends in the industry

Education: Canisius College



Charlie Fadale
General Services Group
Partner
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Areas of expertise

Accounting
Auditing
Pension Plan Audits
Quality Control
Reviews & Compilations

Education: Canisius College



Joe Heim
ABL Consulting Services
Partner
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Areas of expertise

Asset based lending
Collateral examinations
Fraud examinations
Outsourced asset-based lending
Turnaround
Employee engagement

Education: Canisius College



Teresa Majors
Tax Advisory Group
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Areas of expertise

Closely-held tax issues
Corporate tax
Estate planning
Family-owned business
Insurance companies
Mergers & acquisitions
Privately-held companies
Recruiting & retention
Resources for CFOs
Tax and business consulting
Tax provisions
Tax returns

Education: SUNY Buffalo



Jay McWatters
General Services Group
Partner
jmcwatters@dopkins.com

Areas of expertise

Accounting
Auditing
Business valuations
Cooperatives
Internal audit
Manufacturing
Sarbanes-Oxley
Risk management

Education: St. Bonaventure University



Bob Pollock
Tax Advisory Group
Partner
rpollcock@dopkins.com

Areas of expertise

Business valuations
Closely-held tax issues
Empire Zone & Renewal Credits
Estate planning
Family-owned businesses
Manufacturing
Mergers & acquisitions
NYS & Multi state sales tax
Payroll
Personal tax planning
Privately-held companies
Tax and business consulting
Tax returns
Trends in the industry
Education: Canisius College



Ralph Jeswald
Tax Advisory Group
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Areas of expertise

Activity based cost management
CFO issues
Health care, physicians
Performance management
Profit improvement
Small & emerging businesses



Bart McGloin
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Areas of expertise

Construction
Fraud
Litigation support
Manufacturing
Recruiting and retention
Turnaround & restructuring



Al Nigro
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Areas of expertise

Business valuations
Health care
Life sciences & bio tech
Physicians
Small & emerging businesses
Start-up businesses

Start-up businesses
Strategic planning
Education: SUNYC@ Fredonia

Education: D'Youville College

Education: Canisius College



Greg Urban
Tax Advisory Group
Partner
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Areas of expertise
Business Valuations
Closely-held tax issues
Family-owned businesses
Mergers & acquisitions
Privately-held companies
Professional athletes
Tax and business consulting
Education: Canisius College



Bill Prohn
Dopkins System
Consultants
Director
wprohn@dopkins.com

Areas of expertise
Automated accounting
Computers
Information security
Information technology
Networking computer systems
Accounting systems
Education: Simons School of Business--
University of Rochester; Canisius College



Sarah Clare
General Services
Director
sclare@dopkins.com

Areas of expertise
Funding sources – Not-for-Profits
Nor-for-Profits (NFP)
NFP Consolidated Fiscal Report (CFR)
Revenue maximization – not-for-profits
Education: Canisius College



Jill Colombo
Tax Advisory Group
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Areas of expertise
Cross-border trade
NYS & multi state sales tax
Education: SUNY @ Geneseo



Karen Costa
General Services
Director
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Areas of expertise
Nor-for-Profits (NFP)
Education: Niagara University



Chad O'Connell
Dopkins Wealth
Management
Investment Advisor
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Areas of expertise
Pension Plans & administration
Education: Canisius College



Rich Pfentner
General Services
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Areas of expertise
Governmental accounting
School district accounting
Tribal nations / gaming
Manufacturing
Education: SUNY @ Buffalo



Sam Rizzo
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Senior Manager
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Areas of expertise
Cross-border trade
Mergers & acquisitions
Tax and business consulting
Education: Canisius College



Steve Studley
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Areas of expertise
Physicians / physician groups
Retirement planning
Small & emerging businesses
Start-up businesses
Education: Niagara University