

# Hertzbach & Company, P.A.

*Helping government contractors grow and adapt their businesses.*



Our **Government Contracting Industry Group** offers experienced, capable professionals to meet your needs and to help seize the financial opportunities that await you.

[hertzbach.com/government-contracting](http://hertzbach.com/government-contracting)



## Our Leadership



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**The government contracting industry** is full of opportunity; however, seizing this opportunity can often be a challenge. The government contracting market and the associated regulations can quickly become very complicated as companies pursue new contracts. As Certified Public Accountants with significant expertise and experience in this arena, we can help your company navigate these regulations and increase your profit margins by providing the resources many government contractors might not have within their own organizations.

## Accounting & Financial Reporting

As a full service CPA firm, Hertzbach provides outstanding accounting and financial reporting services tailored to your organization's optimum profitability. Bankers and other third parties who review your financial reports will obtain a clear understanding of your operations. In addition, these financial statements will provide you with a useful tool to help manage your business.

## Rate Calculations & Forecasting

It is vital for government contractors to understand how to calculate and forecast direct and indirect rates when submitting cost proposals. Growing companies often have rapidly changing rates from period to period. Therefore, historical rate calculations may not always be representative of future costs. By understanding and forecasting your company's costs, you can more accurately plan for growth, market fluctuation and other factors. As a result of strategically planning and structuring these rates, our clients are able to maximize their profitability. Government contractors need to be familiar with applicable FAR (Federal Acquisition Regulation) requirements regarding allowable costs. We can assist by helping you structure your chart of accounts, accounting system and bookkeeping procedures to incorporate these regulations and provide timely rate data to management.

## Incurred Cost Submissions & DCAA Representation

Preparation of the annual incurred cost submission can be cumbersome and often confusing. Errors on these submissions could be very costly to your company. Our well experienced team will prepare these submissions for you and represent you through the DCAA (Defense Contract Audit Agency) audit process. Additionally, we are available to help you organize your timekeeping procedures and internal controls to ensure compliance with FAR regulations and reduce the risk of DCAA audit concerns. Our knowledge of the FAR and the government contracting industry has helped us to successfully assist clients through a multitude of DCAA audits.



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**Hertzbach** provides comprehensive support services to our clients. Our government contracting group has many years experience in the industry and has a wide range of technical expertise that allows the group to serve as an integral part of our clients' financial advisory team. Our timely response to your needs and our depth of expertise can enhance your effectiveness

## Services We Provide

- Plan, calculate and forecast your direct and indirect rates
- Assist you in understanding the FAR and how it relates to your contracts
- Prepare your annual incurred cost submission
- Set up and review your accounting system to ensure compliance with the FAR
- Set up your time and billing system in accordance with the FAR
- Manage various DCAA audits including pre and post award audits, accounting system reviews, and audits of your incurred cost submissions
- Provide overhead rate audits as required by various government agencies
- Review executive compensation structure and FAR allowability by examining comprehensive salary surveys
- Prepare and submit bid proposals
- Provide interim and year end financial statements
- Develop comprehensive income tax management strategies
- Prepare interim and year end tax projections
- Provide income and estate tax planning for executives and business owners
- Perform analysis of sales, use, excise and personal property tax savings
- Prepare income tax returns
- Perform strategic planning
- Plan for business continuity and succession

## Tax Planning & Preparation

Recent changes in tax law make it more important than ever for companies to get tax planning advice throughout the year, not just at year end. Tax planning requires more than simply filing the necessary forms at the right time. We can examine your company's specific needs and then draw up a proactive tax strategy that will minimize or defer your tax liability and help you achieve your business objectives.

## Management Advisory Services

You want to make your company highly profitable now, but you also want to ensure its future success. We can help you with long-term planning. By setting goals and action steps today, your future will be more secure.



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