



SCHNEIDER DOWNS

Big Thinking. Personal Focus.

Dealership Services

Schneider Downs has a long history of advising vehicle dealers across the country on accounting, tax and other business advisory matters.

Over the course of our 65+ year history, we have had the opportunity to consult in nearly every segment of the dealership business, including maximizing cash flows, cost containment, inventory control, reinsurance, financing or capitalization and more. We understand the critical relationship between the front-end and back-end of your business, and we have earned the trust of our clients through responsive and proactive service.

Schneider Downs serves dealers of all sizes, from single-point locations to mega-dealerships. Our personalized business approach emphasizes active listening, proactive insights, exceptional guidance and practical solutions to drive results.

Our Dealership Services industry group is composed of audit, tax and management consulting professionals who are specifically trained and experienced in matters such as those facing your company. Our industry group members cross departments and meet regularly to ensure efficiencies in the services provided to our clients and discuss issues, regulations and trends affecting the dealership industry.

Specialized Dealership Solutions

At Schneider Downs, we provide extensive and comprehensive solutions to both individual dealers and dealer advertising associations.

Individual Dealer Services

Our Dealer Services industry group offers a wide range of specialized services geared to the individual dealer, including:

- » Accounting Advisory
- » Audit and Assurance
- » Business Valuations
- » Buy/Sell Planning and Due Diligence Analysis
- » Compensation Studies
- » Cost Segregation Analysis for Real Estate Acquisitions
- » Employee Benefit Plan
- » Estate Planning
- » Exit Planning and Succession Advisory
- » Financial and Cash Flow Modeling
- » Forensic and Investigative Accounting
- » LIFO Consulting and Compliance
- » Litigation Support
- » Retirement Solutions
- » SD Digital
- » Tax Planning and Compliance

Dealer Advertising Association Services

Our Dealership Services industry group also provides accounting, tax and business advisory services to Dealer Advertising Associations, which manage funds used by regional dealership groups to advertise vehicles within their designated marketing areas. Schneider Downs' services to our Dealer Advertising Association clients include the following:

- » Assistance with annual financial and/or compliance audits, as performed by independent certified public accountants in accordance with the requirements of the manufacturer (if applicable)
- » Assistance with incorporation issues, drafting of by-laws and other organizational matters
- » Attendance and presentation of financial information at periodic board of directors' meetings
- » Daily bookkeeping
- » Distribution of financial statements to authorized recipients
- » Financial statements and schedules
- » Income tax returns
- » Monthly bank statement reconciliation
- » Preparation and independent tabulation of ballots with respect to elections and other important voting matters of the association
- » Preparation of federal Forms 1099
- » Tax advisory matters and assistance with the resolution of Internal Revenue Service inquiries

Dealership Associations and Affiliations

To stay abreast of current trends and challenges facing dealers, our dealership specialists continuously participate in industry-specific conferences and seminars such as the National Auto Dealer Association (NADA) Convention and the American Institute of Certified Public Accountants (AICPA) National Auto Dealership Conference.

About Schneider Downs Industry Groups

Schneider Downs recognizes that every industry is different, often presenting unique challenges that require individualized insight, innovation and experience. Our experience in these industries is enhanced through participation in focus groups, which address the characteristics that make these industries unique. For more information on additional industries we serve, please visit www.schneiderdowns.com/industries or contact us at contactsds@schneiderdowns.com.



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This brochure describes certain services of Schneider Downs & Co., Inc. that may be available depending upon the client's particular needs. The specific terms of an engagement letter will govern in determining the services actually to be rendered by Schneider Downs to a particular client.