

Montgomery & Prince George's Counties Business Profiles

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Lanigan, Ryan, Malcolm & Doyle, PC Long-range Management Plan Is Key to Business Growth and Development

Clients of Lanigan, Ryan, Malcolm & Doyle, PC have two things in common. They are privately owned with tremendous growth potential, and they have a competitive edge — a team of veteran consultants who have the experience and skills to take them as far as their vision stretches.

One of the 50 largest accounting firms in the Greater DC Metro area, Lanigan, Ryan and its staff have served the region for more than 30 years. They focus on the market sectors that drive the local economy — commercial construction, government contracting and manufacturing/wholesale as well as not-for-profits.

Like its clients, Lanigan, Ryan is growing, with the majority of new clients being established businesses whose needs have surpassed their previous accountant's capacity. Many clients migrate to Lanigan, Ryan because they are stuck in the middle of a business lifecycle and need advisors who can provide the tools, advice, experience and knowledge that will enable them to grow their business.

"Transforming good businesses into great ones is our specialty," explains Partner Stephen Staton, CPA. "We have in excess of 300 clients, many of whom started as small businesses and are now leaders in their industries."

Potential. Performance. Profit.

Lanigan, Ryan has an uncanny ability to recognize businesses and organizations with potential. "Our preferred client is an owner or president who is serious about the company's future," says Partner Kevin Doyle, CPA. "We analyze where the business has been, help the owner clarify the vision, measure his or her values and identify the final destination. The result is a road map that leads them from expansion to maturity and eventual succession."

"Business owners face new challenges during the expansion phase. Management's plan must become more formal. A growing staff presents mounting human resources challenges.



Lanigan, Ryan, Malcolm & Doyle, PC has a team of 35 professionals that focus on providing great client service.

Compliance, tax and accounting issues are more complex and the need for long-term relationships and sources of capital is paramount," says Staton. "We help clients implement the systems and policies they need in place today and look ahead to prepare them for the future. For example, many growing businesses learn the hard way that succession planning is a continuous and ever changing process.

Lanigan, Ryan tracks key performance areas — vision and values, personnel, capacity, cash and growth patterns. "Comparing actual performance with the initial baseline established gives us an accurate picture of whether or not the business plan is working," explains Doyle.

"Every decision must be made with one thing in mind: profit. We understand profitability can be measured in dollars, quality of life, or even the successful transition of the business from one generation to the next. After all, Lanigan, Ryan itself has roots that go back more than three decades and multiple generations," says Staton. "After working with our clients to help define their true destination, we provide them the framework and expertise to guide them there."

555 Quince Orchard Road, Suite 600
Gaithersburg, MD 20878
301-258-8900
www.lrmd-cpa.com



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