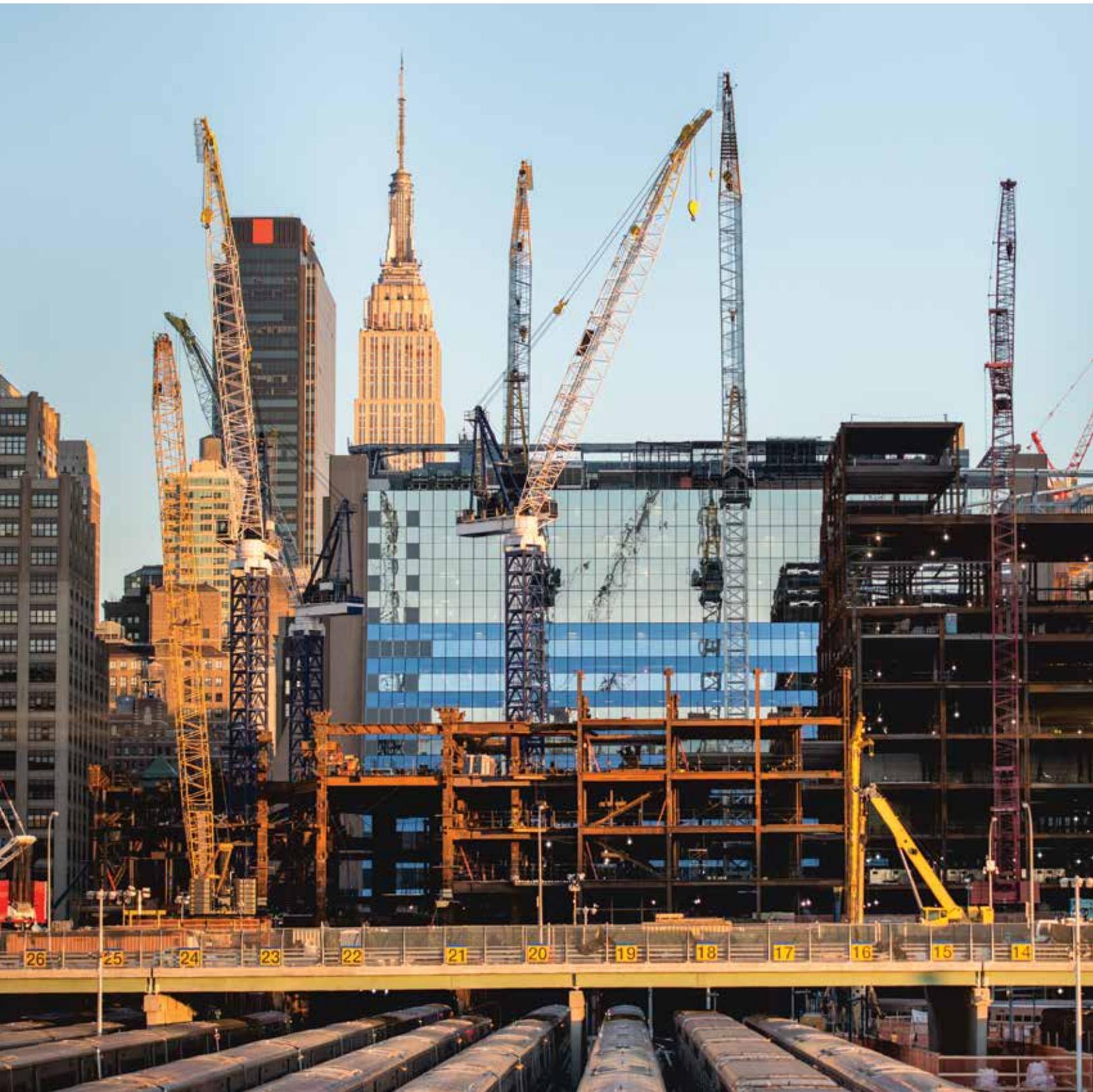


Building Strength



Our industry professionals
know you, your business,
and the construction industry.



Transform Issues Into Opportunities

What's on your mind?

- Obtaining adequate financing, bonding capacity, and cash flow
- Accessing relevant, timely, and accurate management reporting
- Understanding changes in tax regulations and their impacts on planning strategies
- Managing profitability and risks in a changing market
- Planning for management and ownership succession
- Preventing cybercrime
- Hiring and retaining a skilled workforce

A unique approach

You get more than numbers and reports from CliftonLarsonAllen — you will develop a personal connection with our people. We've immersed ourselves in the industry and work closely with contractors, bonding agents, and bankers. We help owners and leaders:

- Plan for long-term financial success
- Identify information needed to make good business decisions
- Understand how business investments will affect financial position, commitments, and opportunities for growth

How we can help

- Industry-specific financial and tax services
- Financial position analysis
- Information technology and systems management
- Project cost analysis and overhead analysis
- Succession and business planning
- Proactive tax advice, including research and development credits and energy credits and incentives
- Market and trend analysis
- Benchmarking reports and industry analytics
- Mergers and acquisition advisory services
- Buy-side and sell-side due diligence
- Business valuation



Our interactions with you are designed to support your goals and dreams. We promise to know you and your business and to help you.

CLA Promise

Our advice is delivered through three business lines – wealth advisory, outsourcing, and public accounting (audit, tax, and consulting).



WEALTH
ADVISORY

Wealth advisory

You can rely on one firm for all of your personal, family, and business guidance. We take the time to understand what you want out of life, and we'll guide you on your financial journey.



OUTSOURCING

Outsourcing

CLA can make your organization stronger by providing customized short- and long-term outsourced finance and accounting services. Our experienced CFOs, controllers, and staff accountants can help you with the data management and reporting you need to successfully grow and improve your organization. We will assess your company's current processes as well as your finance, accounting, and industry-specific needs. Then we will design an outsourcing strategy specifically for you.



AUDIT, TAX,
AND CONSULTING

Accounting, audit, tax, and consulting services

Our professionals focus on providing service with quality and integrity. This work ethic has helped us gain the public trust and retain a strong reputation in the industry. We begin our relationships by obtaining a clear understanding of your business, personal situation, and goals. Our broad range of services can then be tailored to best serve you and the needs of your business.

Uncommon Resources

CLA develops a deep understanding of our clients so we can fully serve their needs. We listen to what you really want and apply our talents and experiences to help you. In our firm's more than 60 years, we've continually adapted to meet our clients' needs. CLA serves clients in more than 100 locations across the United States — in small towns and big cities. Our sensitivity to our clients has helped shape our company into the three integrated service lines we have today.

We know your industry

CLA's 350 construction professionals provide audit, tax, and consulting services to more than 5,250 construction clients nationwide.

Our clients include general commercial building contractors; highway and heavy contractors; earthwork, paving, and utility contractors; concrete and masonry contractors; demolition contractors; homebuilders; architects; engineers; and specialty contractors.

CLA's construction clients represent more than 10 percent of the contractors on *Engineering News-Record* top contractor lists.

Currently, CLA has more certified construction industry financial professionals (CCIFP) on staff than any firm in the country.

We serve commercial and residential real estate developers and managers, as well as a large number of manufacturers and distributors that provide materials to the building trades. We also have strong relationships with bonding agents and banks that have a significant presence in the construction field. We know and work with your suppliers, your subs, and your clients — just about everyone you do business with.



350+
construction
professionals



5,250+
construction
clients



of the contractors on
the ENR top contractor
lists are CLA clients





Construction Industry Challenges and CLA Resources

Contractors face complex and unique challenges. Government spending is uncertain. Partnerships and international ownership can be difficult to manage. Technology continues to evolve rapidly, both in your office and on the worksite. When you recognize the impact of these changes on your business, you will be better positioned to create opportunities in the future.

Catalysts currently at work in the industry

Ownership and management succession are the most prominent challenges confronting contractors right now. Finding the leadership and workforce with the appropriate knowledge and skills will become increasingly difficult as a large number of key employees near retirement age. And few younger employees are entering the industry to fill these positions.

Cybersecurity threats continue to endanger companies of all sizes. These threats challenge a contractor's ability to secure sensitive data and prevent theft or fraud.

Access to low-cost financing for equipment and other capital improvement needs will allow contractors seeking growth to move forward.

Our Integrated Capabilities for the Construction Industry

Wealth advisory

- Financial and retirement planning
- Business succession planning, and merger and acquisition consulting
- Employee benefit plan design, management, compliance, and consulting
- Insurance and risk management

Outsourcing

- Business operations: part-time but long-term assistance
- Custom accounting services: full-time and interim project assistance
- Executive search
- Specialized advisory services including business valuation, telecom advisory, fraud investigation, and information security

Specialized industry consulting

- Construction cost concepts, including cost-of-work evaluation and billing
- Sustainability planning: key performance indicators and business continuity
- Operations management, including sources of revenue and expense management
- Information management, including software selection and adoption

Industry specialized tax consulting

- Federal tax consulting, including energy incentive deductions and credits and research and experimentation credits
- Accounting methods and tax elections
- State and local tax advisory
- International tax advisory

Wherever you find us, you'll get a local, personal touch and a commitment to the clients we serve.





WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING



Merger and acquisition, wealth management, and investment planning services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor and member FINRA/SIPC.