



INNOVATIVE
ENTREPRENEURIAL
EXPERIENCED

CLIENT SERVICES

TAX SERVICES

Our proactive approach ensures all possible tax saving options through projections, education and year-round planning services. We prepare tax returns for individuals, businesses, non-profits, and estate/trust/gift. We also assist with IRS and state audits.

- Tax Return Preparation (Federal and all States)
- IRS and State Tax Problem Solving
- Fringe Benefits
- Year-end Projections
- Entity Selection

MANAGEMENT CONSULTING SERVICES

- Advanced Features of Accounting Software
- Owner and Employee Compensation
- Bonus and Incentive Programs
- Strategic Planning
- Office Management Processes
- Business Assessment Services
- Organizational Structure
- Human Resources Processes

BUSINESS VALUATIONS

- Purchase and Sales Analysis
- Cash Flow Analysis
- Mergers and Acquisitions
- Succession Planning
- Buy/Sell Agreements

FINANCIAL FRAUD INVESTIGATIONS

- Corporate Fraud Investigations
- Reconstruction of Accounting Records
- Fraudulent Financial Transaction Analysis
- Pretrial Investigations

AUDIT, ATTESTATION AND ACCOUNTING SERVICES

We take a risk-based approach to audits with a strong emphasis on planning – looking beyond the financial statements, always focused on your mission statement and strategic plan.

- Internal Control Procedures
- Audits, Reviews, and Compilations of Financial Statements
- Audits of Non Profits and Pension Plans



Every one of our clients is unique, which is why we offer a variety of concentrated services to fit YOUR specific needs.

CLIENT SERVICES

RAD

With our Remote Accounting Department you get confidential bookkeeping support at a fixed monthly fee and you'll receive on-demand, real-time access to your financial data 24/7.

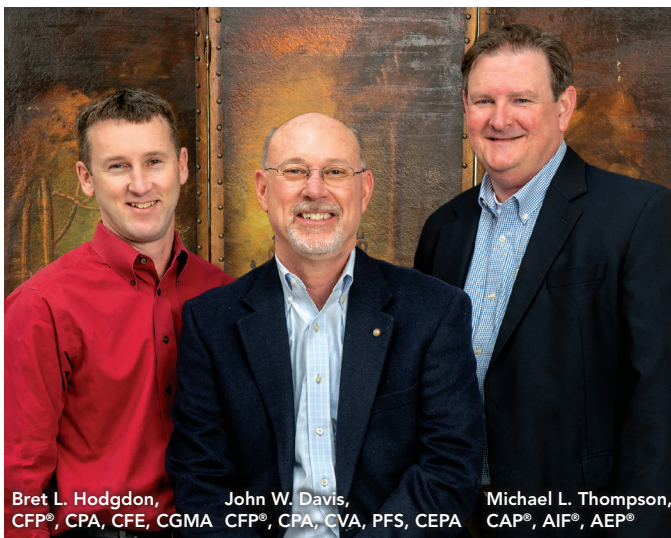
Davis & Hodgdon has ALL of your business needs covered under one umbrella.

- Remote Accounting Department
- Accounting and Bookkeeping
- Controller Services
- QuickBooks® Installation and Support



TRUE WEALTH MANAGEMENT

As part of our commitment to holistic financial counsel we offer personalized, true wealth management and investment guidance under the banner of Copper Leaf Financial.



Copper Leaf Financial is an affiliated and separately registered entity.

PARTNERS IN GROWTH

"I didn't just learn "how" to work in Quickbooks – I learned the "what" and "why" you would do things a certain way and it became much clearer. Davis & Hodgdon enabled me, coached me and given me the confidence to work in Quickbooks."

- RENE GREENE,
BUSINESS MANAGER
MANCHESTER MUSIC FESTIVAL

"This is a firm that is available, responsive and always willing to help. They exhibit professionalism at all times in a friendly, down-to-earth manner."

- DEB CLARK
STERLING COLLEGE

"After meeting with Davis & Hodgdon, I learned that their knowledge of the small business landscape is second to none. If I have learned anything in business then I have learned that you have to surround yourself with vendors that are industry leaders and I can confidently say I have found that in D&H. Their knowledge and foresight is now something I rely on to operate my business and they have proven instrumental in our recent growth."

- BRIAN CURTIS
DOMINION TECH



Mandy Bradley, CPA, M.S., Ernest Smalley of Smalley Company, Inc.

The Davis and Hodgdon team are dedicated partners in the growth of your company. We appreciate the hard work it has taken your business to get to where it is today. By understanding your story, we can assist you with developing a strategy to create new opportunities. Our proactive approach is just one of the things that make us more than an accounting firm.

To ensure that we are exceeding the needs of our clients, we continuously focus on innovation and change. Our team is educated on what is happening in the marketplace and is eager to share this information with our clients through our resources and literature.

As advocates of financial health, our associates are committed to working with and supporting our clients through each phase of their business. From a start-up company to a seasoned corporation, our firm will provide the guidance and expertise to help you succeed and grow.

Wouldn't it be nice to look through your front windshield rather than your rearview mirror?

CORE VALUES



Mandy Bradley, CPA, M.S., Bret L. Hodgdon, CPA, CFE, CFP®, CGMA

For over 30 years we've served clients throughout northern New England and upstate New York. During that time we've grown into a team of like-minded and driven individuals – all of whom embody the firm's core values which guide us in our interactions with each other, our clients and our community:



INNOVATIVE

We are a Firm of curious and inquisitive individuals. We are a solution-based organization that seeks continuous improvement. As individuals and collectively as a group we have the ability to think outside of the box with the goal of creating efficiencies and solving problems all while providing value for our firm and our clients.



COMMITTED

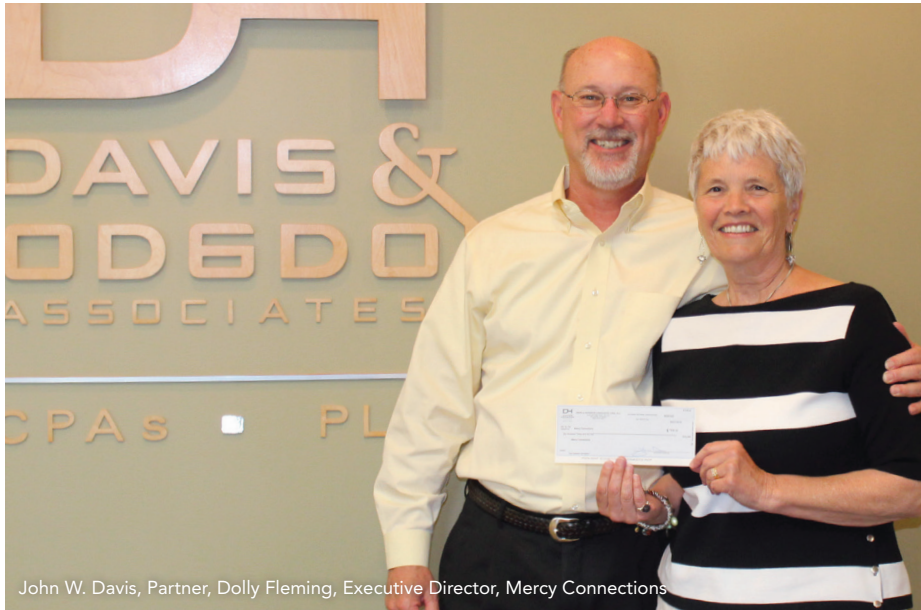
We are fully committed to proactively helping our clients and staff. We are invested in their success. Our clients benefit from our deep focus and thoughtful problem solving that begins with our innovative approach and continues with our commitment to ensure that the work is completed with accuracy.



PEOPLE FOCUSED

We are focused on doing the right thing for our clients, staff and community.

VERMONT'S SOCIALLY RESPONSIBLE ACCOUNTING FIRM



John W. Davis, Partner, Dolly Fleming, Executive Director, Mercy Connections

Davis & Hodgdon Associates CPAs has developed a Corporate Social Responsibility (CSR) policy that is specifically tailored to small business. The components of the policy are in place to manage our interaction with staff, clients, suppliers and stakeholders with the ultimate goal of sustainability for all. The three main components of the policy include 1) Community Works, 2) Environmental Standards and 3) Staff Wellness.

Through Community Works, we strive to contribute to a vibrant and sustainable local economy. We believe that we can have deeper impact by focusing our giving (charitable donations, pro-bono and other skills-based services, sponsorships) on specific "cause areas". We then develop partnerships with nonprofits that fit into those cause areas and provide financial and in-kind support to those partners.

The firm's 3 main cause areas are Financial Literacy, Entrepreneurship, and Vermont's Green Economy.

Since the inception of the CSR policy in 2013, the Firm has donated over \$147,625 in charitable giving and sponsorships and over \$482,000 in pro-bono and skills-based services to nonprofit clients and organizations.

At Davis & Hodgdon, we are proud supporters of our Vermont community in every way. Beyond our volunteer and board involvement, our firm is socially responsible and environmentally conscious. That's why, in 2010 we installed 96 solar modules generating 23,000 kilowatts of electricity on our building. We know that by doing our part now, we are preserving our beautiful state for generations to come.

Do business with a team that shares your interests – in your community and in your business.



ENVIRONMENTAL MISSION

Davis & Hodgdon Associates CPAs works towards social and environmental responsibility every day, striving to reflect the Vermont brand for more than 25 years.

Our efforts have included the installation of solar panels which keep 16 tons of carbon from entering the atmosphere every year. Additionally, the firm implemented energy and waste reduction tasks to the daily routines of all staff members and we have analyzed and changed many of the brands of office supplies purchased to reflect the "30% post-consumer 100% recycled" goal, while keeping costs to a minimum.

Davis & Hodgdon Associates is committed to protecting the environment, the health and safety of our employees and the community in which we conduct our business. Over the years we have innovatively found ways to conserve energy, reduce waste and exceed environmental regulatory requirements. We are committed to continual improvement and meeting or exceeding all environmental regulatory requirements.

DAVIS & HODGDON ASSOCIATES BEST "GREEN" PRACTICES

- Adopted a formal environmental policy
- Designated Environmental team
- Using funding from state and federal grants, in 2010 we installed solar photovoltaic modules (The total rating of the system is 21,600 Watts)
- Challenged office supply vendor to provide budget-friendly, "green" alternatives for all regularly ordered products
- Use copy paper, facial tissue and other paper products that are compliant with Vermont Green Business standards
- All office lights programmed to turn off if no movement is sensed for 16 minutes
- Technology in place for all computers and monitors to shut down and power off every day
- Provide mugs, glasses, utensils for staff use in lieu of disposable items
- HVAC: Zone-controlled; Re-circulates air which uses less energy; Occupied and Unoccupied settings so it does not run off-hours
- Light fixtures are high-efficiency T8 (HPT8) fluorescent fixtures
- Insulation on NE side walls to prevent heat loss
- Office water filtration system eliminated monthly bottle delivery and recycling
- Office carpeting is certified "CRI Green Label Plus"; meeting the lowest emission of Volatile organic compounds (VOCs)
- Catering is through locally-owned businesses and/or "farm-to-table" foods
- Online portal eliminates paper use; More than half of clients use portal for file exchange

COMMUNITY WORKS

Our relationship with our community has always been the foundation of our success. At Davis & Hodgdon Associates we are committed to using our resources and expertise to give back and help improve the community in which we work and live. Specifically, we want to do what we can to contribute to a vibrant and sustainable local economy.

To do this we invest and partner with organizations that support our cause areas:

- Financial Literacy
- Entrepreneurship
- Vermont's Green Economy

These cause areas guide and focus our corporate responsibility strategy. We make a difference through various venues:

SIGNATURE PARTNERSHIP

Davis & Hodgdon Associates partners with a local nonprofit that aligns well with our mission to support through all aspects of giving: sponsorship, pro-bono work, volunteer opportunities and beyond.

This is a multi-year partnership that deepens our impact and relationship with our community and provides lasting value to the partner organization.

CHARITABLE GIVING

- Event Sponsorship

We believe that creativity encourages innovation, entrepreneurial thinking and helps our community to thrive. We are supporters of cultural, educational and charitable events throughout Vermont.

- Charitable Donations

We believe that we are as strong as the communities in which we do business and feel that giving back to the community through charitable donations helps to strengthen all of us.

Our charitable donations program has 3 components:

- Firm Initiated: Donations are made to organizations whose focus is in alignment with our cause areas.
- Client Inspired: We support both our nonprofit clients and our clients' philanthropy by making contributions to organizations and causes our clients care about.
- Employee Match: We support our employee generosity to nonprofit organizations by providing matching employee contributions.

COMMUNITY WORKS

EMPLOYEE VOLUNTEER PROGRAM

- Employee Volunteer Hours

We support our staff's passions outside of work by providing paid time (up to 8 hrs per year) to volunteer in the community. In addition, staff is compensated for time spent during the work day serving on non profit and community boards.

- Employee Initiated Events

These events are employee-led, workplace-based charitable initiatives that are supported by the Firm. They provide our employees the ability to raise money and donate their time to causes that they care about.

- Team Volunteer Day

Actions speak louder than words! Each year we take action as a team and set out to volunteer in our community for a day.

- Pro-Bono Work

We have a long history of providing reduced fee or no fee service to nonprofit organizations in our community. Our pro-bono work is in alignment with our cause areas.

In an effort to strengthen community relations, we are also proud contributors and supporters to several Vermont based organizations.

Local groups that our staff provide a high level of service to include:

- Center for Women and Enterprise
- Generator Makerspace
- Mercy Connections
- Women Business Owners Network
- Lyric Theatre
- Vermont Businesses for Social Responsibility
- Age Well
- And many more to be named...



Caption?



Caption?



Caption?

PARTNERS YOU CAN TRUST

An entrepreneur himself, John W. Davis, founded the firm in 1990. He realized that a client's success went beyond the accounting books, it was about investing in their future. As a result, strategizing and budgeting have been key components in client relationships since the firm's beginning.

In 2015, the firm merged with a well-established Rutland-based CPA firm. This expansion has provided Davis & Hodgdon with the opportunity to serve clients throughout Vermont with an extensive range of services and expanded talent pool.



"I believe that the entrepreneurial spirit in Vermont is unparalleled, and I want to be the firm that assists them in building their financial and strategic platform."

A handwritten signature of John W. Davis in black ink.

JOHN W. DAVIS, CPA, CFP®, PFS, CVA



"I partnered with John in 2005 because I believed that together we could engage businesses in Vermont in a different way. By helping business owners understand their future, we could be a significant part of how they get there."

A handwritten signature of Bret Hodgdon in black ink.

BRET HODGDON, CPA, CFP®, CFE, CGMA



"As an Accountant, it is exciting to be part of a team dedicated to the long-term and overall financial health of our clients. We go beyond the numbers to help them achieve success at all stages of their business."

A handwritten signature of Mandy Bradley in black ink.

MANDY BRADLEY, CPA, M.S.

OUR MISSION:

To act as the trusted advisor in providing a dynamic range of timely, high quality financial services resulting in profitable and satisfied clients.

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Williston, VT 05495

802.878.1963

RUTLAND:

225 South Main Street

Rutland, VT 05701

802.775.7132

VISIT OUR WEBSITE:

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