

By

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Aprio acquires RRB Business Services

Aprio LLP, a Top 100 CPA-led business advisory firm, has acquired RRB Business Services LLC, an Atlanta-based CPA and consulting firm.

RRB provides accounting, tax planning and tax preparation, financial and estate planning, and advisory services. It has been in business for 30 years and services privately owned companies, nonprofit organizations, high net worth individuals and estates along with small, commercial, professional and industrial businesses.

Aprio, based in Atlanta, has combined with six other firms since 2007 as it focuses on a strategy of targeted expansion. Over the years, Aprio has also acquired Miller, Ray, Houser and Stewart; Tauber & Balser; JRZ LLC; Retirement Plan Services Company; Yeager & Boyd; and now RRB.

Aprio has a long history working with and advising high net worth individuals and entrepreneurial clients and combining with RRB only makes us stronger," said Aprio CEO and managing partner Richard Kopelman in a statement. "As we continue our expansion efforts throughout the US, we know that our emphasis on collaboration, culture and entrepreneurship will allow us to attract the right firms, like RRB, and focus on smart growth."

Financial terms of the deal were not disclosed. Aprio ranked 54th on Accounting Today's 2017 list of the Top 100 Firms. The firm's revenue has grown from \$36.4 million in 2007 to \$78 million in 2017. The acquisition of RRB adds two partners and three staff members to Aprio.

“Aprio continues on its incredible journey of strategic growth and expansion with high performing firms,” said Koltin Consulting Group CEO Allan D. Koltin in a statement. “RRB is a highly respected firm in the Atlanta market with many high net worth and privately held clients. This combination will be wonderful for their clients in terms of the additional services and resources they will be able to take advantage of.”



Aprio CEO and managing partner Richard Kopelman Courtesy of Aprio



The competitive advantage for accounting firm leaders since 1987

Aprio Expands Private Client and Entrepreneurial Tax Practices with Acquisition

January 30, 2018 by [INSIDE Public Accounting](#)

Atlanta-based **Aprio LLP** (FY16 net revenue of \$76.3 million) acquired **RRB Business Services**, also of Atlanta, effective Jan. 1.

"Aprio continues on its incredible journey of strategic growth and expansion with high performing firms," says **Allan Koltin**, CEO of **Koltin Consulting Group**. "RRB is a highly respected firm in the Atlanta market with many high net worth and privately held clients. This combination will be wonderful for their clients in terms of the additional services and resources they will be able to take advantage of."

RRB is a boutique accounting firm with 30 years of experience serving a diverse client base of privately owned companies, non-profit organizations, high-net-worth individuals and estates as well as small, commercial, professional and industrial businesses.

Aprio has a long history working with and advising high-net-worth individuals and entrepreneurial clients and combining with RRB only makes us stronger," says **Richard Kopelman**, CEO and MP at Aprio. "As we continue our expansion efforts throughout the U.S., we know that our emphasis on collaboration, culture and entrepreneurship will allow us to attract the right firms, like RRB, and focus on smart growth."



FIRM MANAGEMENT

Atlanta Accounting Firm Aprio, LLP Acquires RRB Business Services

JAN 29, 2018

As part of a strategic merger and acquisition strategy, Aprio, LLP, a full-service CPA-led business advisory firm, announced today the acquisition of RRB Business Services, LLC, an Atlanta-based full-service certified public accounting and consulting firm specializing in accounting, tax planning and tax return preparation, financial and estate planning, and advisory services. The combination of Aprio and RRB, which was completed on January 1, 2018.

"Aprio continues on its incredible journey of strategic growth and expansion with high performing firms," said Allan D. Koltin, CEO, Koltin Consulting Group, Inc. "RRB is a highly respected firm in the Atlanta market with many high net worth and privately held clients. This combination will be wonderful for their clients in terms of the additional services and resources they will be able to take advantage of."

RRB is a boutique accounting firm with 30 years of experience serving a diverse client base of privately owned companies, non-profit organizations, high net worth individuals and estates as well as small, commercial, professional and industrial businesses. RRB's specialties complement Aprio's current offerings.

"Aprio has a long history working with and advising high net worth individuals and entrepreneurial clients and combining with RRB only makes us stronger," said Richard Kopelman, CEO and managing partner, Aprio, LLP. "As we continue our expansion efforts throughout the US, we know that our emphasis on collaboration, culture and entrepreneurialism will allow us to attract the right firms, like RRB, and focus on smart growth."

Aprio remains a premier business advisory firm by maintaining a clear purpose: to advise clients so they can achieve what's next. Aprio has assembled an extraordinary team of talented and passionate professionals working together in a unique, high performance culture. The culture is defined by The Aprio Way, the 30 fundamentals that guide how Aprio employees work and engage with their clients, prospects and each other.

Since 2007, Aprio has combined with six strategically chosen firms as part of an initiative focusing on targeted expansion. At Aprio, the most important part of the process is choosing the right firms for a merger or acquisition based cultural fit. Specifically, Aprio evaluates whether or not the firm would be able to implement The Aprio Way with their partners, staff and clients. This focus on culture has led to streamlined integration of the firms and incredible revenue growth.

"A combination with another firm is fraught with unknowns. A potential culture clash, or a mismatch in relative firm expertise can sink the combination. With Aprio any concerns about those unknowns quickly evaporated. The merging of our firm cultures and our balance in expertise served as a spring board to exponential growth and success," said Jim Ziegelbauer, founder of JRZ, LLC a recent Aprio combination partner. "Since joining Aprio in 2013, the combined firm has grown its commercial real estate practice by more than 30% per annum, making us clearly the fastest growing real estate practice in the Southeast. We have the top experts in real estate tax in place, serving clients every day."