

## CliftonLarsonAllen to merge in NSBN

By  
Michael Cohn

Published  
December 11 2017, 5:18pm EST

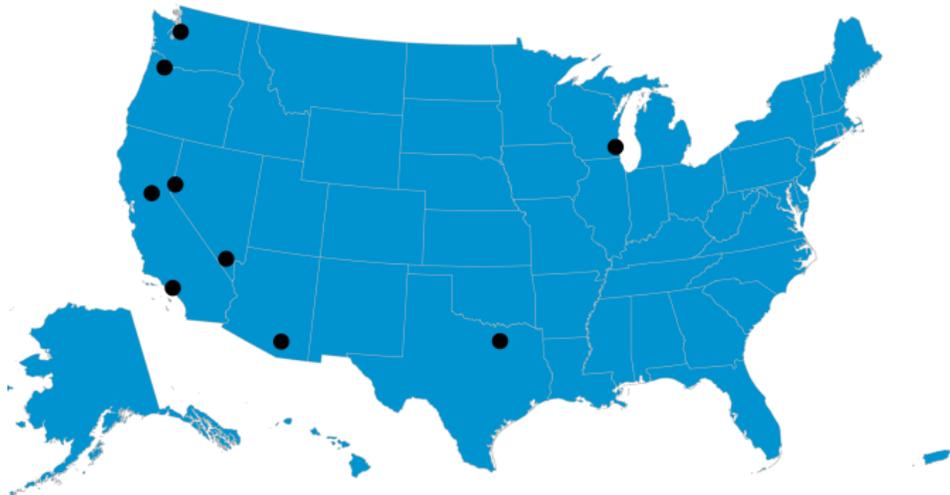
CliftonLarsonAllen LLP, a Top 100 Firm, is adding NSBN LLP, a Regional Leader, effective Jan. 1, 2018, expanding CLA's presence in Los Angeles.

Financial terms of the deal were not disclosed. CLA ranked 9th on Accounting Today's 2017 list of the Top 100 Firms. CLA had \$850 million in annual revenue, while NSBN had \$18.5 million. NSBN ranked 26th on Accounting Today's Regional Leaders list for the Top Firms in the West, with an estimated \$20 million in annual revenue. NSBN has 19 partners and more than 90 total staff members. It has been operating for more than 60 years and plans to continue to serve clients from its Century City, Calif., office.

"For more than 60 years, clients have trusted NSBN to listen and act in their best interests," said Larry Taylor, CLA chief practice officer for the Southwest region, in a statement. "We are committed to continue advancing that trust by listening closely to clients, in order to bring forward ideas that contribute to their success."

### Widening its reach in SoCal

CliftonLarsonAllen acquisitions in the past 12 months



CLA has more than 700 principals and 5,000 professionals, including more than 2,200 CPAs, and over 100 office locations.

“A personal touch is what this business is all about,” said NSBN managing partner Ken Miles in a statement. “Our clients trust us to guide significant and, often, personal decisions that affect their futures. CLA shares our belief that, in order to help someone, you have to first know them.”



Ken Miles of NSBN and now CliftonLarsonAllen  
Courtesy of CliftonLarsonAllen

Koltin Consulting Group, Inc. CEO Allan Koltin, advised both firms on the merger. “NSBN saw the CLA platform as a great way to provide additional value added services to their clients and create a great growth opportunity for their people,” he said in a statement. “NSBN is one of the most respected firms in Los Angeles with a wonderful tradition and culture and that is in large part what attracted CLA to them. CLA continues to be one of the most admired firms nationally in their field, and that has fueled their rapid expansion into California over the past year. CLA’s great leadership, innovation and commitment to investing in talent, technology and training have made them one of the firms that everyone wants to emulate.”

Koltin also helped two other California-based firms, Gallina and Vicenti, Lloyd & Stutzman, join CLA in the past year.

Other mergers in the past year included the Bosma Group in Reno, Nev., last December; along with Mack Roberts in Portland, Ore., and Main Amundson in Las Vegas in January.

## CLA Acquires Accounting Firm NSBN

DEC 12, 2017



The accounting firm NSBN LLP will join national professional services firm CliftonLarsonAllen LLP (CLA), effective January 1, 2018.

“A personal touch is what this business is all about,” says Ken Miles, NSBN managing partner. “Our clients trust us to guide significant and, often, personal decisions that affect their futures. CLA shares our belief that, in order to help someone, you have to first know them. That may sound simple, but, in practice, it shifts every interaction you have and uncovers meaningful opportunities to help.”

People today are looking for more real world, “roll up your sleeves” business advice. “My biggest reward is when I am able to give my clients information they didn’t have before,” says Dennis Ayers, NSBN partner. “Expanding our resources allows us to do more for our clients as they advance toward their unique goals.”

As one of the nation’s leading professional services firms, CLA has retained the agility to serve clients of all sizes and locations, while at the same time bringing an unparalleled depth of capabilities, all in one place.

“International tax is always an area where our clients look to us for help,” says Kurt Kilwein, NSBN tax partner. “As CLA, the strength of our in-house team multiplies, allowing us to bring not only increased tax resources, but a full suite of global services to aid as clients navigate the world stage.”

Retaining the close, personal attention clients receive today is critical. “For more than 60 years, clients have trusted NSBN to listen and act in their best interests,” says Larry Taylor, CLA chief practice officer, Southwest region. “We are committed to continue advancing that trust by listening closely to clients, in order to bring forward ideas that contribute to their success.”

Clients want to be confident that when they need help — personally or professionally, today or in the future — CLA will bring relevant capabilities. To answer that need, CLA builds its diverse team to deliver an ever-broadening spectrum of wealth advisory, outsourcing, and public accounting capabilities.

Allan Koltin, CEO, Koltin Consulting Group, Inc., who advised both firms on the combination, comments, “NSBN saw the CLA platform as a great way to provide additional value added services to their clients and create a great growth opportunity for their people. NSBN is one of the most respected firms in Los Angeles with a wonderful tradition and culture and that is in large part what attracted CLA to them.

CLA continues to be one of the most admired firms nationally in their field, and that has fueled their rapid expansion into California over the past year. CLA’s great leadership, innovation, and commitment to investing in talent, technology, and training have made them one of the firms that everyone wants to emulate.”

Koltin also worked with California-based firms GALLINA and Vicenti over the past year, assisting them as they chose to join CLA.

NSBN’s team of nearly 100 will continue to serve clients locally and nationally from its Century City office.

## CliftonLarsonAllen Acquires NSBN LLP

December 12, 2017 by [INSIDE Public Accounting](#)

Minneapolis-based **CliftonLarsonAllen** (FY16 net revenue of \$755.9 million) will acquire **NSBN LLP** (FY17 net revenue of \$18.3 million) of Los Angeles, effective Jan. 1, 2018.

“A personal touch is what this business is all about,” says **Ken Miles**, NSBN MP. “Our clients trust us to guide significant and, often, personal decisions that affect their futures. CLA shares our belief that, in order to help someone, you have to first know them. That may sound simple, but, in practice, it shifts every interaction you have and uncovers meaningful opportunities to help.”

“My biggest reward is when I am able to give my clients information they didn’t have before,” says **Dennis Ayers**, NSBN partner. “Expanding our resources allows us to do more for our clients as they advance toward their unique goals.”

“For more than 60 years, clients have trusted NSBN to listen and act in their best interests,” says **Larry Taylor**, CLA chief practice officer, Southwest region. “We are committed to continue advancing that trust by listening closely to clients, in order to bring forward ideas that contribute to their success.”

**Allan Koltin**, CEO, Koltin Consulting Group, Inc., who advised both firms on the combination, comments, “NSBN saw the CLA platform as a great way to provide additional value added services to their clients and create a great growth opportunity for their people. NSBN is one of the most respected firms in Los Angeles with a wonderful tradition and culture and that is in large part what attracted CLA to them. CLA’s great leadership, innovation, and commitment to investing in talent, technology, and training have made them one of the firms that everyone wants to emulate.”