

By
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Wipfli adds Kessler Orlean Silver

Wipfli LLP, a Top 100 Firm, has merged in Kessler Orlean Silver & Co., effective Jan. 1, 2018, expanding the Milwaukee-based firm's presence in Chicago.

The deal with KOS represents Wipfli's sixth combination in the Chicago area in the past three years. Financial terms of the deal were not disclosed. Wipfli ranked 22nd on Accounting Today's 2017 list of the Top 100 Firms. The firm expects to have \$275 million in net revenue for the fiscal year ending May 31. As part of the combination, seven KOS partners and 43 associates are joining Wipfli. Prior to the combination, Wipfli had 232 partners and 1,664 associates. The combined firm will have more than 1,900 associates and 49 offices around the U.S. and two in India.

KOS dates back to 1928 and is based in the Chicago suburb of Deerfield, Ill. It specializes in providing accounting, tax and management consulting services to privately held businesses and high-net-worth individuals.



Wipfli's offices in Wausau, Wisconsin Courtesy: Wipfli LLP

"We are pleased that Kessler Orlean Silver and Company chose to join Wipfli," said Wipfli managing partner Rick Dreher in a statement. "The addition of this long-time Chicago firm signifies another significant step toward further strengthening our firm's physical presence in this key market and helping us to better serve mid-sized Chicagoland businesses with deeper resources locally."

KOS managing partner Jeff Arnol believes the combination will help his firm's clients. "While we are proud of the many decades we have served the Chicago market as an independent firm, Kessler Orlean Silver and Company has always been committed to providing our clients with the best solutions possible to help them achieve their goals," he said in a statement. "By combining with Wipfli, we are better positioned to help our clients capitalize on the opportunities ahead, providing more industry-focused specialization and having access to a larger resource pool of diverse experience and niche expertise, while continuing to provide that same exceptional service to our clients."

Allan D. Koltin, CEO of Koltin Consulting Group, who advised the two firms on the deal, stated, "There were many acquirers that wanted KOS to join their firm, but in the end they felt the 'Wipfli Way' was the best fit for their people and their clients. KOS has been admired and respected for many decades in the Chicago market for their exceptional technical expertise and client service."

Wipfli did five other deals last year in Chicago and other locations. Last month, Wipfli added a firm in its hometown of Milwaukee called **Sattell, Johnson, Appel & Co.** Before that, Wipfli merged in **Joseph Eve** in Great Falls, Mont., in October, **Barefoot Technologies** in Minneapolis and **Horwich Coleman Levin** in Chicago in February, and **BIK & Co.** in Chicago last January.

Wipfli Acquires Chicago-area Firm

January 3, 2018 by [INSIDE Public Accounting](#)

Milwaukee, Wis.-based **Wipfli** (FY17 net revenue of \$274.8 million) acquired **Kessler Orlean Silver & Co.**(KOS) of Deerfield, Ill. As part of this combination, 50 KOS professionals, including seven partners, have joined Wipfli.

“The addition of this long-time Chicago firm signifies another significant step toward further strengthening our firm’s physical presence in this key market and helping us to better serve mid-sized Chicagoland businesses with deeper resources locally,” says **Rick Dreher**, Wipfli’s MP. “We feel fortunate to have found a firm with a shared dedication to providing high-quality service and a similar focus on helping small and mid-sized businesses reach and exceed their goals.”

“Our clients are continually adapting to an ever-changing business landscape that presents many challenges to small and mid-sized businesses. While we are proud of the many decades we have served the Chicago market as an independent firm, Kessler Orlean Silver and Company has always been committed to providing our clients with the best solutions possible to help them achieve their goals,” says KOS MP **Jeff Arnot**.

By combining with Wipfli, we are better positioned to help our clients capitalize on the opportunities ahead, providing more industry-focused specialization and having access to a larger resource pool of diverse experience and niche expertise, while continuing to provide that same exceptional service to our clients.”

Allan D. Koltin, CEO of Koltin Consulting Group, who advised both firms on the combination, commented, “Wipfli has become a major force in the Chicago market literally overnight and I believe their expansion will only continue to increase. Their depth of resources, great leadership and entrepreneurial culture continue to be the major reasons why successful firms all over the country are combining with them.”

Wipfli Acquires Chicago-Based Accounting Firm Kessler Orlean Silver

JAN 3, 2018



The top 20 U.S. accounting and consulting firm [Wipfli](#) has acquired Chicago-based Kessler Orlean Silver & Co., P.C. The the partners and associates of (KOS) officially joined the firm effective January 1. This combination marks the sixth Chicagoland combination for Wipfli in three years.

“We are pleased that Kessler Orlean Silver & Co. chose to join Wipfli. The addition of this long-time Chicago firm signifies another significant step toward further strengthening our firm’s physical presence in this key market and helping us to better serve mid-sized Chicagoland businesses with deeper resources locally,” said Rick Dreher, Wipfli’s managing partner. “We feel fortunate to have found a firm with a shared dedication to providing high-quality service and a similar focus on helping small and mid-sized businesses reach and exceed their goals.”

Founded in 1928, Deerfield, Illinois-based KOS has been providing accounting, tax and management consulting services to privately held businesses and high-net-worth individuals in the Chicago area for nearly 90 years. The firm has strong focuses on serving privately held businesses, nonprofit organizations, higher education entities, and high-net-worth individuals. As part of this combination, 50 KOS professionals, including seven partners, have joined Wipfli.

When asked about the reasons KOS chose to combine with Wipfli, KOS Managing Partner Jeff Arnol said, “Our clients are continually adapting to an ever-changing business landscape that presents many challenges to small and mid-sized businesses. While we are proud of the many decades we have served the Chicago market as an independent firm, Kessler Orlean Silver and Company has always been committed to providing our clients with the best solutions possible to help them achieve their goals. By combining with Wipfli, we are better positioned to help our clients capitalize on the opportunities ahead, providing more industry-focused specialization and having access to a larger resource pool of diverse experience and niche expertise, while continuing to provide that same exceptional service to our

clients. In addition, as part of a larger firm, we will be able to continue attracting top talent and provide more professional opportunities and training to develop our employees. We are pleased to be moving forward with Wipfli, an extraordinary firm with a strong commitment to the Chicagoland market and a similar service approach and culture.”

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The combined firm will have more than 1,900 associates and 47 office locations across the United States and two offices in India.

Wipfli ranks among the top 20 accounting and business consulting firms in the nation. For over 88 years, Wipfli has provided private and publicly held companies with industry-focused assurance, accounting, tax and consulting services to help clients overcome their business challenges today and plan for tomorrow. The firm’s clients include agricultural businesses, manufacturing companies, construction companies, real estate companies, health care organizations, financial institutions, nonprofit organizations, private equity firms, units of government, dealerships and individuals. Through the firm’s membership in Allinial Global, Wipfli can draw upon the resources of firms from around the world, helping businesses whenever and wherever they need it.

The logo for Markets Insider, featuring the words "MARKETS" and "INSIDER" stacked vertically in a white, sans-serif font against a dark blue rectangular background.

Chicago-based firm Kessler Orlean Silver & Co. joins Wipfli Addition of long-time Chicago firm further expands Wipfli's physical presence in Chicagoland and marks the sixth Chicagoland combination...

PRESS RELEASE GlobeNewswire
Jan. 2, 2018, 02:33 PM

Chicago, Illinois, Jan. 02, 2018 (GLOBE NEWSWIRE) -- Wipfli, one of the top 20 accounting and consulting firms in the United States, announced today that the partners and associates of Chicago-based Kessler Orlean Silver & Co., P.C. (KOS) have joined the firm effective January 1. This combination marks the sixth Chicagoland combination for Wipfli in three years.



"We are pleased that Kessler Orlean Silver & Co. chose to join Wipfli. The addition of this long-time Chicago firm signifies another significant step toward further strengthening our firm's physical presence in this key market and helping us to better serve mid-sized Chicagoland businesses with deeper resources locally," said Rick Dreher, Wipfli's managing partner. "We feel fortunate to have found a firm with a shared dedication to providing high-quality service and a similar focus on helping small and mid-sized businesses reach and exceed their goals."

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When asked about the reasons KOS chose to combine with Wipfli, KOS Managing Partner Jeff Arnol said, “Our clients are continually adapting to an ever-changing business landscape that presents many challenges to small and mid-sized businesses. While we are proud of the many decades we have served the Chicago market as an independent firm, Kessler Orlean Silver and Company has always been committed to providing our clients with the best solutions possible to help them achieve their goals. By combining with Wipfli, we are better positioned to help our clients capitalize on the opportunities ahead, providing more industry-focused specialization and having access to a larger resource pool of diverse experience and niche expertise, while continuing to provide that same exceptional service to our clients. In addition, as part of a larger firm, we will be able to continue attracting top talent and provide more professional opportunities and training to develop our employees. We are pleased to be moving forward with Wipfli, an extraordinary firm with a strong commitment to the Chicagoland market and a similar service approach and culture.”

Allan D. Koltin, CEO of Koltin Consulting Group, who advised both firms on the combination, commented, “Wipfli has become a major force in the Chicago market literally overnight and I believe their expansion will only continue to increase. Their depth of resources, great leadership and entrepreneurial culture continue to be the major reasons why successful firms all over the country are combining with them. There were many acquirers that wanted KOS to join their firm, but in the end they felt the “Wipfli Way” was the best fit for their people and their clients. KOS has been admired and respected for many decades in the Chicago market for their exceptional technical expertise and client service.”

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About Wipfli

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About Kessler Orlean Silver & Co.

Deerfield, Illinois-based Kessler Orlean Silver (KOS) serves businesses and individuals in multiple states providing business consulting, auditing, accounting and bookkeeping, and tax services. With an 80-year history, the mid-sized accounting firm provides innovative accounting solutions to business owners, executives and managers, private investors, and professionals.