

By
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Wipfli merges in Howe, Riley & Howe

Wipfli, a Top 100 Firm based in Milwaukee, has expanded its footprint in New England by adding Howe, Riley & Howe, a firm based in Bedford, New Hampshire, effective Jan. 1, 2019.

As part of the deal, 50 associates from Howe, Riley & Howe, including six partners and 44 associates, have joined Wipfli. The combined firm will have more than 2,200 associates, 50 partners and 47 offices across the U.S. and India.

Financial terms of the deal were not disclosed. Wipfli ranked 20th on *Accounting Today's* 2018 list of the Top 100 Firms. Wipfli's net revenue was \$318 million for the fiscal year ending May 31, 2018.



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

“The combination with Howe, Riley & Howe provides Wipfli with an opportunity to strengthen and expand our physical presence and our industry specialization model in New England,” said Wipfli managing partners Rick

Dreher in a statement. “Further, Howe, Riley & Howe has a strong reputation for providing top-quality and innovative services to clients, which greatly complements Wipfli’s long history and dedication to exceptional client service.”

Howe, Riley & Howe dates back to 1950. In addition to its headquarters in Bedford, the firm also has an office in Portsmouth, New Hampshire. It offers accounting, assurance and tax services to privately held businesses, nonprofits and entrepreneurs across New England.

“Change is occurring at a strong pace for our clients and Howe, Riley & Howe has a long history of helping our clients navigate change to achieve success in the marketplace,” said Howe, Riley & Howe co-managing partner Alison Perella in a statement. “This combination with Wipfli will enhance our ability to continue to meet and exceed the evolving needs of our clients.”

Howe, Riley & Howe’s other co-managing partner, Lance Turgeon, noted that the deal will offer his staff professional development opportunities. “While we are looking forward to the greater depth of consulting services and added value this combination will bring to our client relationships, we are equally excited for what this combination will mean for our staff and our ability to continue to attract top talent in New Hampshire,” he stated. “Joining with Wipfli, we will be able to offer our staff expanded training and professional development opportunities in more specialized areas, helping them to continue to progress as even stronger professionals in the industry.”

Koltin Consulting Group CEO Allan D. Koltin advised both firms on the deal. “Howe, Riley & Howe brings a wealth of talent and an exceptional client base to Wipfli,” he stated. “They are a firm that other acquirers were interested in, but they loved the entrepreneurial culture of Wipfli as well as being the foundation firm in New Hampshire. For Wipfli, this combination fits perfectly with Macpage (Wipfli’s deal earlier this year in Portland, Maine) and will give them the depth and resources to compete for clients of all sizes in the region. I wouldn’t be surprised to see Wipfli continue its expansion in the New England market in 2019.”

Wipfli frequently participates in M&A deals. Last August, it added Macpage, a firm based in South Portland, Maine. In June, it expanded its presence in California by adding Price Waterman, a firm based in Ukiah that specializes in servicing community health centers, effective June 1. In February, it expanded into Colorado by adding Bauerle and Company, a CPA firm based in Denver. Last January, the firm added Kessler Orlean Silver & Co. in Chicago.

Howe Riley & Howe Joins Wipfli

January 3, 2019 by [INSIDE Public Accounting](#)



Rick Dreher

Milwaukee-based **Wipfli LLP** (FY18 net revenue of \$317.9 million) has announced that the partners and associates of Bedford, N.H.-based **Howe Riley & Howe** joined the firm Jan. 1.

“The combination with Howe Riley & Howe provides Wipfli with an opportunity to strengthen and expand our physical presence and our industry specialization model in New England,” says Wipfli MP **Rick Dreher**. “Further, Howe Riley & Howe has a strong reputation for providing top-quality and innovative services to clients, which greatly complements Wipfli’s long history and dedication to exceptional client service.”

Alison Perella, co-MP of Howe Riley & Howe says, “This combination with Wipfli will enhance our ability to continue to meet and exceed the evolving needs of our clients. In addition, leveraging Wipfli’s tremendous breadth and depth of consulting experience, this combination will provide our professionals with access to a larger resource pool of diverse experience to draw upon as necessary for our clients.”

Co-MP **Lance Turgeon** adds, “While we are looking forward to the greater depth of consulting services and added value this combination will bring to our client relationships, we are equally excited for what this combination will mean for our staff and our ability to continue to attract top talent in New Hampshire.”

Allan D. Koltin, CEO of **Koltin Consulting Group**, who advised both firms on the merger, says that Howe Riley & Howe drew attention from other acquirers, but firm members “loved the entrepreneurial culture of Wipfli as well as being the foundation firm in New Hampshire.”

This is not Wipfli’s first venture into New England. South Portland, Maine-based **Macpage** joined Wipfli last year. Macpage, which also has offices in Augusta, Maine, and Marlborough, Mass., is now Wipfli/Macpage in

New England. Koltin says the Howe Riley & Howe deal fits with Wipfli's goal to compete for clients of all sizes in the region. "I wouldn't be surprised to see Wipfli continue its expansion in the New England market in 2019."

Howe Riley & Howe, founded in 1950, has two offices, in Portsmouth and Bedford. The firm provides accounting, assurance and tax services to hundreds of privately held businesses and enterprises, nonprofit organizations and entrepreneurs across New Hampshire and New England. As part of this combination, 50 Howe, Riley & Howe associates, including six partners, have joined Wipfli.

Wipfli Acquires Accounting Firm Howe, Riley & Howe

JAN 02, 2019



The top 20 accounting and consulting firm Wipfli has acquired the New Hampshire-based accounting firm Howe, Riley & Howe. The firm's partners and associates joined Wipfli effective January 1.

“The combination with Howe, Riley & Howe provides Wipfli with an opportunity to strengthen and expand our physical presence and our industry specialization model in New England. Further, Howe, Riley & Howe has a strong reputation for providing top-quality and innovative services to clients, which greatly complements Wipfli’s long history and dedication to exceptional client service. We are pleased to welcome the partners and associates of Howe, Riley & Howe to Wipfli and look forward to moving forward as one firm,” said Rick Dreher, managing partner of Wipfli.

“Change is occurring at a strong pace for our clients and Howe, Riley & Howe has a long history of helping our clients navigate change to achieve success in the marketplace. This combination with Wipfli will enhance our ability to continue to meet and exceed the evolving needs of our clients,” said Alison Perella, co-managing partner of Howe, Riley & Howe. “In addition, leveraging Wipfli’s tremendous breadth and depth of consulting experience, this combination will provide our professionals with access to a larger resource pool of diverse experience to draw upon as necessary for our clients.”

Howe, Riley & Howe’s Co-Managing Partner Lance Turgeon added, “While we are looking forward to the greater depth of consulting services and added value this combination will bring to our client relationships, we are equally excited for what this combination will mean for our staff and our ability to continue to attract top talent in New Hampshire. Joining with Wipfli, we will be able to offer our staff expanded training and professional development opportunities in more specialized areas, helping them to continue to progress as even stronger professionals in the industry.”

Allan D. Koltin, CEO of Koltin Consulting Group, who advised both firms on the merger commented, “Howe, Riley & Howe brings a wealth of talent and an exceptional client base to Wipfli. They are a firm that other

acquirers were interested in, but they loved the entrepreneurial culture of Wipfli as well as being the foundation firm in New Hampshire. For Wipfli, this combination fits perfectly with Macpage (Wipfli's deal earlier this year in Portland, Maine) and will give them the depth and resources to compete for clients of all sizes in the region. I wouldn't be surprised to see Wipfli continue its expansion in the New England market in 2019." Founded in 1950, Howe, Riley & Howe is a certified public accounting firm based in New Hampshire, with offices in Portsmouth and Bedford (headquarters). Howe, Riley & Howe provides accounting, assurance and tax services to hundreds of privately held businesses and enterprises, nonprofit organizations and entrepreneurs across New Hampshire and New England. As part of this combination, 50 Howe, Riley & Howe associates, including six partners, have joined Wipfli. The combined firm will have more than 2,200 associates and 47 office locations across the United States and India.

Wipfli acquires New Hampshire accounting firm

Paul Gores, Milwaukee Journal Sentinel

Published 3:39 p.m. CT Jan. 2, 2019 | Updated 3:42 p.m. CT Jan. 2, 2019



(Photo: Wipfli)

The accounting and consulting firm Wipfli has acquired the partners and staff of New Hampshire-based Howe, Riley & Howe, marking Wipfli's second expansion in New England in six months.

Wipfli is one of the 20 largest accounting firms in the U.S., and has been steadily expanding through acquisitions. In August, Wipfli announced that Portland, Maine-based Macpage LLC joined the firm.

With the Howe, Riley & Howe acquisition, Wipfli has more than 2,200 employees and 47 office locations across the U.S. and India.

Financial terms of the agreement weren't disclosed, but 50 Howe, Riley & Howe employees, including six partners, have joined Wipfli in the deal, which took effect Tuesday.

Howe, Riley & Howe is based in Bedford, New Hampshire.

"The combination with Howe, Riley & Howe provides Wipfli with an opportunity to strengthen and expand our physical presence and our industry specialization model in New England," Rick Dreher, managing partner of Milwaukee-based Wipfli, said in a statement Wednesday.

Alison Perella, co-managing partner of Howe, Riley & Howe, said the merger with Wipfli "will enhance our ability to continue to meet and exceed the evolving needs of our clients."

"In addition, leveraging Wipfli's tremendous breadth and depth of consulting experience, this combination will provide our professionals with access to a larger resource pool of diverse experience to draw upon as necessary for our clients," Perella said.

Chicago-based Koltin Consulting Group advised both firms on the merger. Allan D. Koltin, chief executive, said others were interested in acquiring Howe, Riley & Howe, but the New Hampshire firm "loved the entrepreneurial culture of Wipfli as well as being the foundation firm in New Hampshire" for Wipfli.

Founded in 1950, Howe, Riley & Howe has offices in Portsmouth as well as Bedford.

"I wouldn't be surprised to see Wipfli continue its expansion in the New England market in 2019," Koltin said.



New Hampshire-based Firm Howe, Riley & Howe Joins Wipfli

Addition of Howe, Riley & Howe expands Wipfli's physical presence in New England

January 02, 2019 01:00 PM Eastern Standard Time



MILWAUKEE--(BUSINESS WIRE)--Wipfli, one of the top 20 accounting and consulting firms in the United States, announced today that the partners and associates of New Hampshire-based Howe, Riley & Howe have joined the firm effective January 1.

"In addition, leveraging Wipfli's tremendous breadth and depth of consulting experience, this combination will provide our professionals with access to a larger resource pool of diverse experience to draw upon as necessary for our clients."

"The combination with Howe, Riley & Howe provides Wipfli with an opportunity to strengthen and expand our physical presence and our industry specialization model in New England. Further, Howe, Riley & Howe has a strong reputation for providing top-quality and innovative services to clients, which greatly complements Wipfli's long history and dedication to exceptional client service. We are pleased to welcome the partners and associates of Howe, Riley & Howe to Wipfli and look forward to moving forward as one firm," said Rick Dreher, managing partner of Wipfli.

"Change is occurring at a strong pace for our clients and Howe, Riley & Howe has a long history of helping our clients navigate change to achieve success in the marketplace. This combination with Wipfli will enhance our ability to continue to meet and exceed the evolving needs of our clients," said Alison Perella, co-managing partner of Howe, Riley & Howe. "In addition, leveraging Wipfli's tremendous breadth and depth of consulting experience, this combination will provide our professionals with access to a larger resource pool of diverse experience to draw upon as necessary for our clients."

Howe, Riley & Howe's Co-Managing Partner Lance Turgeon added, "While we are looking forward to the greater depth of consulting services and added value this combination will bring to our client relationships, we are equally excited for what this combination will mean for our staff and our ability to continue to attract top talent in New Hampshire. Joining with Wipfli, we will be able to offer our staff expanded training and

professional development opportunities in more specialized areas, helping them to continue to progress as even stronger professionals in the industry.”

Allan D. Koltin, CEO of Koltin Consulting Group, who advised both firms on the merger commented, “Howe, Riley & Howe brings a wealth of talent and an exceptional client base to Wipfli. They are a firm that other acquirers were interested in, but they loved the entrepreneurial culture of Wipfli as well as being the foundation firm in New Hampshire. For Wipfli, this combination fits perfectly with Macpage (Wipfli’s deal earlier this year in Portland, Maine) and will give them the depth and resources to compete for clients of all sizes in the region. I wouldn’t be surprised to see Wipfli continue its expansion in the New England market in 2019.”

Founded in 1950, Howe, Riley & Howe is a certified public accounting firm based in New Hampshire, with offices in Portsmouth and Bedford (headquarters). Howe, Riley & Howe provides accounting, assurance and tax services to hundreds of privately held businesses and enterprises, nonprofit organizations and entrepreneurs across New Hampshire and New England. As part of this combination, 50 Howe, Riley & Howe associates, including six partners, have joined Wipfli.

The combined firm will have more than 2,200 associates and 47 office locations across the United States and India.

About Wipfli

At Wipfli, we’re committed to providing industry-focused assurance, accounting, tax and consulting services that make a lasting, positive impact on our clients — helping them overcome personal and business challenges and plan for future success. With over 2,200 associates, Wipfli ranks among the top 20 accounting and business consulting firms in the nation. We’re proud to give our clients the value and experience of a diverse firm that specializes in a wide range of services and industries, dedicated to enduring results, outstanding service and lifetime relationships. Learn more at wipfli.com.

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Wipfli adds New Hampshire accounting firm

Howe, Riley & Howe merger continues New England expansion

by Molly Dill | January 03, 2019, 10:46 AM

Wauwatosa-based CPA firm **Wipfli LLP** has hired all 50 employees of Bedford, New Hampshire-based CPA firm **Howe, Riley & Howe**, effective Jan. 1.



The Wipfli headquarters is located in this building in Wauwatosa.

HRH, which was established in 1950, also has an office in Portsmouth, New Hampshire. It offers accounting, assurance and tax services for private businesses, nonprofits and entrepreneurs across New England. Of the 50 employees joining Wipfli, six are partners. The company plans to keep both offices open and operate them as Wipfli/Howe, Riley & Howe for “a period of time.”

Wipfli is the 20th largest CPA firm in the U.S., and has 47 offices in the U.S. and India. As of June, the company had 50 offices just in the U.S. A spokesman said some of Wipfli’s recent combinations have included cities with multiple offices in close proximity, so it has consolidated some locations. Wipfli now has more than 2,200 employees.

Wipfli has been rapidly expanding via acquisition over the past several years. In 2018, Wipfli acquired Deerfield, Illinois-based **Kessler Orlean Silver**; Denver, Colorado-based **Bauerle and Co. P.C.**; Ukiah, California-based **Price Waterman**; and South Portland, Maine-based **Macpage LLC**.

Rick Dreher, managing partner of Wipfli, said the addition of HRH expands Wipfli's geographic footprint in New England.

"...Howe, Riley & Howe has a strong reputation for providing top-quality and innovative services to clients, which greatly complements Wipfli's long history and dedication to exceptional client service," Dreher said. "We are pleased to welcome the partners and associates of Howe, Riley & Howe to Wipfli and look forward to moving forward as one firm."

Alison Perella, co-managing partner of HRH, said combining with Wipfli will allow the firm to offer more consulting resources and expertise.

"Change is occurring at a strong pace for our clients and Howe, Riley & Howe has a long history of helping our clients navigate change to achieve success in the marketplace," Perella said. "This combination with Wipfli will enhance our ability to continue to meet and exceed the evolving needs of our clients."

Allan Koltin, chief executive officer of Koltin Consulting Group, advised both HRH and Wipfli on the merger.

"For Wipfli, this combination fits perfectly with Macpage... and will give them the depth and resources to compete for clients of all sizes in the region," Koltin said. "I wouldn't be surprised to see Wipfli continue its expansion in the New England market in 2019."