

By
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Baker Tilly merges in Montgomery Coscia Greilich

Top 15 Firm Baker Tilly Virchow Krause LLP is expanding its presence in Texas by adding Montgomery Coscia Greilich LLP, a Dallas-based Top 100 accounting and advisory firm, effective June 1, 2019.

The combination with MCG promises to bolster Baker Tilly's footprint in Texas, particularly the Dallas-Fort Worth region. The firm currently has offices in four of the biggest cities in Texas: Houston, Dallas, Austin and Fort Worth.

Last fall, the firm expanded to Houston by merging in MiddletonRaines+Zapata. In August, Baker Tilly merged in RGL Forensics, a global financial investigations and forensic accounting firm. Earlier this month, Baker Tilly also added the municipal advisory firms H.J. Umbaugh and Associates, CPAs, LLP, and Springsted Incorporated, in a three-way merger, gaining several Texas employees who worked for Springsted.



Baker Tilly's Chicago office
Courtesy of Baker Tilly

“Texas, at large, is a market that we have had our eyes on for quite some time,” Baker Tilly CEO Alan Whitman told *Accounting Today*. “Our first entry in Texas was an office that we greenfielded in Austin. We did a merger effective in November with MRZ in Houston. Dallas, being one of the largest markets in Texas and in the entire country, was certainly a big part of our continuing strategy execution. We had a small presence in Irving through the RGL merger, but full service is what we’re looking at for the MCG merger. With those 300-plus people, it gives us a very nice presence in the greater Dallas-Fort Worth marketplace.”

The 300 new team members include 29 partners. Firmwide, Baker Tilly has approximately 3,150 team members and 300 partners. Financial terms of the deal were not disclosed. However, MCG earned \$60 million in annual revenue, while Baker Tilly earned \$578 million for the year ending May 31, 2018, but is projecting \$750 million for the current fiscal year after all the mergers from the past year. Baker Tilly, based in Chicago, ranked No. 14 on *Accounting Today's* 2018 list of the Top 100 Firms, while MCG ranked No. 77.

Baker Tilly sees MCG’s expertise in assurance, tax services, sales and use tax, and consulting services matching up with its own industry specializations in manufacturing and distribution, private equity, health care, real estate and international services. No changes are planned right now for the Dallas and Fort Worth offices of both Baker Tilly and MCG.

“There is genuine respect and a strong cultural alignment between MCG and Baker Tilly,” MCG managing partner Gary Boyd said in a statement. “Each firm has an entrepreneurial spirit that brings together exceptional talent and complementary skillsets with a focus on people and a commitment to maximizing client value.”

Koltin Consulting Group CEO Allan Koltin advised Baker Tilly on both the MCG and MRZ mergers. “I’ve been consulting to accounting firms for close to four decades and can’t recall a firm that grew as fast organically as MCG,” he stated. “Equally impressive is the outstanding talent and leadership they have been able to attract. Baker Tilly is well on their way to becoming a national powerhouse — while keeping their entrepreneurial culture and passion for serving clients. These fundamentals shared by MCG are ultimately what brought the two firms together.”

Whitman plans more M&A for Baker Tilly going forward. “We do have aspirations to continue executing our strategy,” he said. “The ultimate goal is to be relevant and sustainable long into the future. We certainly have aspirations to expand and to build out a full national firm. I don’t want to mention any specific geographies, but we certainly want to continue our expansion into the major markets throughout the U.S.”

Baker Tilly Expands Further into Texas Market with Merger

January 22, 2019 by [INSIDE Public Accounting](#)



Chicago-based **Baker Tilly** (FY18 net revenue of \$578.4 million), the 13th largest accounting firm in the country, has announced a merger with Plano, Texas-based **Montgomery Coscia Greulich** (FY17 net revenue of \$54 million).

The combination is expected to finalize on June 1, and is seen as way to expand the firm’s presence in Texas, where the firm already has office in Houston, Dallas, Austin and Fort Worth.

Alan Whitman, Baker Tilly CEO, calls Montgomery Coscia Greulich (MCG) one of the fastest-growing firms in the country – “a real testament to their progressive culture, innovative approach to business and deep-rooted relationships.”

Baker Tilly says MCG’s expertise in assurance, tax services, sales and use tax, and consulting services complement its own industry specializations in manufacturing and distribution, private equity, health care, real estate and international services.

“There is genuine respect and a strong cultural alignment between MCG and Baker Tilly,” MCG MP Gary Boyd said in a statement. “Each firm has an entrepreneurial spirit that brings together exceptional talent and complementary skillsets with a focus on people and a commitment to maximizing client value.”

Allan Koltin, CEO of Koltin Consulting Group, who advised both firms in the deal says MCG is a firm that has grown quickly through organic growth. “Equally impressive is the outstanding talent and leadership they have been able to attract. Baker Tilly is well on their way to becoming a national powerhouse – while keeping their entrepreneurial culture and passion for serving clients. These fundamentals shared by MCG are ultimately what brought the two firms together.”

Last fall, the firm expanded to Houston by **merging in MiddletonRaines+Zapata**. In August, Baker Tilly **merged in RGL Forensics**, a global financial investigations and forensic accounting firm. Earlier this month, **Baker Tilly** announced a three-way combination with municipal advisory firms Indianapolis-based **H.J. Umbaugh and Associates** (FY17 net revenue of \$24.2 million) and **Springsted Inc.**, which has eight offices around the country.

Baker Tilly Acquires Dallas Accounting Firm MCG

JAN 22, 2019



Accounting and advisory firm Baker Tilly Virchow Krause, LLP (Baker Tilly) and Montgomery Coscia Greilich LLP (MCG), a Dallas-based accounting and advisory firm, have announced their intent to combine with an effective date of June 1, 2019.

The Dallas-Fort Worth regional economy is one of the most diverse in the nation. Texas is among the top two states in the country for *Fortune* 500 corporate headquarters, with 22 located in Dallas-Fort Worth. This combination further expands Baker Tilly's presence in Texas with offices in four of the five largest cities in the state: Houston, Dallas, Austin and Fort Worth.

"MCG is one of the fastest-growing firms in the nation – a real testament to their progressive culture, innovative approach to business and deep-rooted relationships," Alan Whitman, Baker Tilly CEO said. "This combination signals just the beginning of accelerated growth in the Dallas-Fort Worth region and state of Texas."

MCG's functional specialization in assurance, tax services, sales and use tax, and consulting services complements Baker Tilly's industry specialization – especially in manufacturing and distribution, private equity, healthcare, real estate and international services.

"There is genuine respect and a strong cultural alignment between MCG and Baker Tilly," Gary Boyd, MCG managing partner said. "Each firm has an entrepreneurial spirit that brings together exceptional talent and complementary skillsets with a focus on people and a commitment to maximizing client value."

In October 2018, Baker Tilly announced its combination with MiddletonRaines+Zapata (MRZ), a Houston-area accounting and advisory firm. Allan D. Koltin, CEO of Koltin Consulting Group, advised on both combinations.

“I’ve been consulting to accounting firms for close to four decades and can’t recall a firm that grew as fast organically as MCG. Equally impressive is the outstanding talent and leadership they have been able to attract,” Koltin said. “Baker Tilly is well on their way to becoming a national powerhouse – while keeping their entrepreneurial culture and passion for serving clients. These fundamentals shared by MCG is ultimately what brought the two firms together.”



Baker Tilly and MCG Combine, Accelerating Growth in Texas

Montgomery Coscia Greilich LLP is 7th-largest accounting firm in Dallas-Fort Worth region

January 22, 2019 10:00 AM Eastern Standard Time

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About Baker Tilly Virchow Krause, LLP (bakertilly.com)

Baker Tilly Virchow Krause, LLP (Baker Tilly) is a leading advisory, tax and assurance firm whose specialized professionals guide clients through an ever-changing business world, helping them win now and anticipate tomorrow. Headquartered in Chicago, Baker Tilly, and its affiliated entities, have operations in North America, South America, Europe, Asia and Australia. Baker Tilly is an independent member of Baker Tilly International, a worldwide network of independent accounting and business advisory firms in 147 territories, with 33,600 professionals. The combined worldwide revenue of independent member firms is \$3.4 billion. Visit bakertilly.com.

NOTE TO EDITORS:

Baker Tilly Virchow Krause, LLP is a member of the Baker Tilly International network, the members of which are separate and independent legal entities. Baker Tilly refers to the global network of accounting firms of Baker Tilly International Limited. Each member firm is a separate legal entity. Baker Tilly International Limited does not provide services to clients.

About Montgomery Coscia Greilich LLP

Montgomery Coscia Greilich LLP was founded in 2003 and has more than 300 professionals including 29 partners. MCG is ranked as the 7th largest accounting firm in the Dallas/Fort Worth Metroplex and provides taxation, assurance, sales & use tax, and consulting services to a wide range of clients. MCG is consistently recognized by *Accounting Today* and *Inside Public Accounting* as one of the Top 100 Accounting Firms in the Country. MCG has also been recognized by the *Dallas Business Journal* as a Best Place to Work for the years 2016 through 2018. For more information about MCG, visit www.mcgroup.com.

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