

By Michael Cohn
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Baker Tilly acquires Bader Martin



Baker Tilly

Baker Tilly US LLP, a Top 10 Firm based in Chicago, has added Bader Martin PS, an accounting firm in Seattle, effective June 1, expanding Baker Tilly's presence to the Pacific Northwest and adding nearly \$20 million in revenue.

Financial terms of the deal were not disclosed. Baker Tilly US's annual revenue last year was \$1 billion as of May 31, 2021 across its consulting, tax and assurance lines. The firm ranked No. 9 on *Accounting Today's* 2022 list of the Top 100 Firms. Bader Martin's revenue in 2021 was \$19 million.

Baker Tilly US is part of the Baker Tilly International network of accounting and business advisory firms in 148 territories, with 38,000 professionals and combined worldwide revenue of \$4.3 billion. Baker Tilly US has approximately 6,000 professionals, including 500 partners. Bader Martin has 100 professionals, including nine partners.

Bader Martin specializes in tax and wealth strategies for generations of affluent families, closely held and family businesses, entrepreneurs and executives.

“Bader Martin has exceptional leaders and has earned the trust and respect of clients whose relationships span decades,” said Baker Tilly CEO Alan Whitman in a statement Tuesday. “This combination signals Baker Tilly’s commitment to the Pacific Northwest by honoring and elevating what makes Bader Martin special.”

Bader Martin managing principal Kelly Nelson will become Baker Tilly’s managing partner for the Seattle market. “Joining forces with Baker Tilly provides international capabilities and incredible talent to do more for our clients whose needs are complex,” said Nelson in a statement. “Our people are now connected with an organization whose very existence is to help them discover their strengths, sharpen their skills, deepen their knowledge and soar to personal heights.”

Koltin Consulting Group CEO Allan D. Koltin advised both firms on the merger. “Bader Martin’s reputation and deep-rooted relationships are something to be admired,” he said in a statement. “They recognized in Baker Tilly a vision and strategy that resonates and leads to endless possibilities for their clients and people.”

Baker Tilly frequently does M&A deals. In March, Baker Tilly US announced plans to acquire **Vanilla**, an enterprise resource planning consulting firm based in the United Kingdom, effective May 1. In February, Baker Tilly acquired **Orchestra Healthcare**, a health care IT professional services and consulting firm based in West Palm Beach, Florida. Last November, Baker Tilly acquired **The Compliance Group**, a nationwide mortgage compliance and quality control organization based in Carlsbad, California, as well as the **MFA Companies**, a Boston-based accounting and advisory firm. Earlier in the year, the firm acquired **Arnett Carbis Toothman LLP** in West Virginia, as well as **AcctTwo**, a Houston-based technology and services company, along with **Margolin, Winer & Evens**, a Regional Leader firm in New York.