

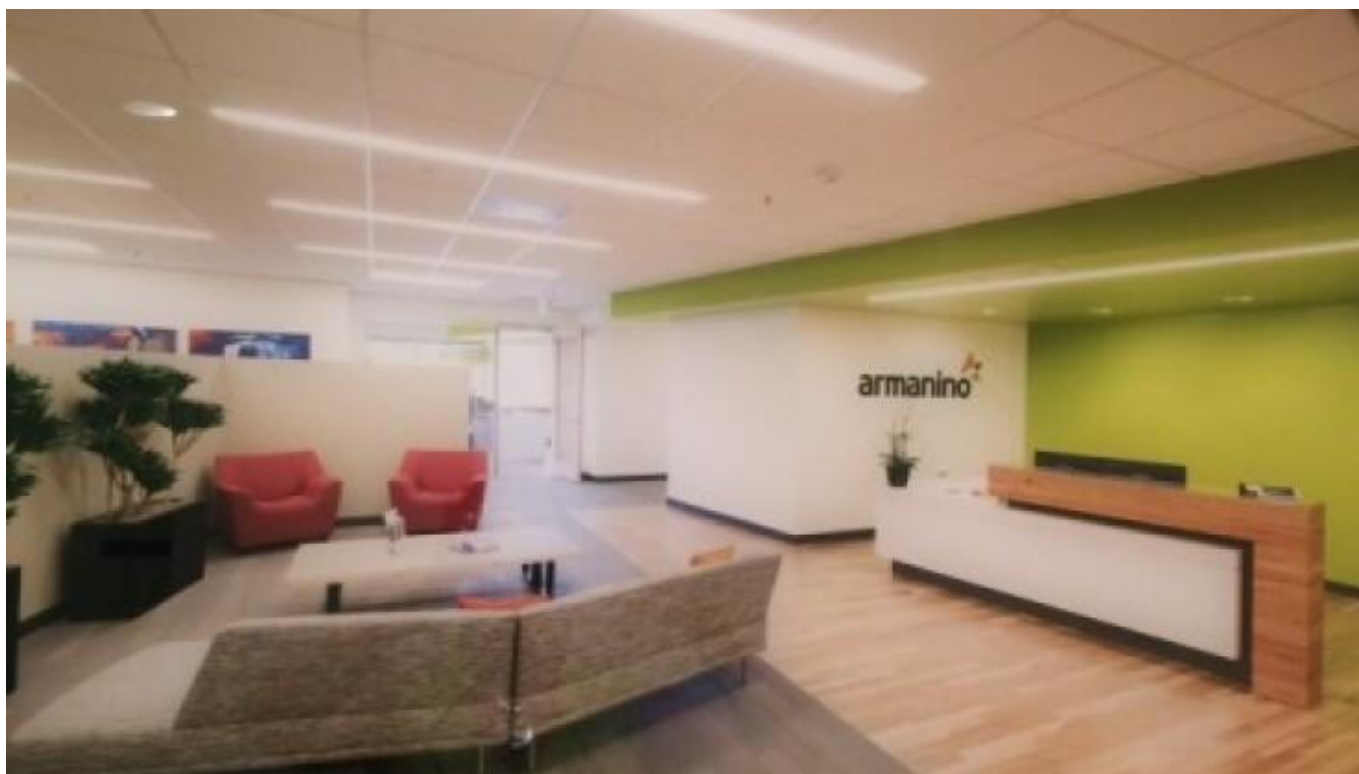
## Armanino merges in Janover

By Daniel Hood September 26, 2023, 9:00 a.m. EDT

Armanino LLP, a Top 20 Firm based in San Ramon, California, is adding Janover, a Regional Leader firm based in Garden City, New York, bolstering Armanino's presence in New York.

This is the fourth M&A deal for Armanino this year, and the second in New York since 2021, as the firm expands from coast to coast. Financial terms of the deal were not disclosed. Armanino earned \$595 million in annual revenue last year, while Janover's revenue was \$45.52 million.

Armanino has 240 partners and 2,700 staff members. Janover has 20 partners and 180 staff in its 200-person team, with offices in both Manhattan and Long Island. Armanino ranked No. 18 on *Accounting Today's* 2023 list of the Top 100 Firms, while Janover ranked No. 19 on the Regional Leaders list of the Top Firms in the Mid-Atlantic.



"As soon as I met the Janover leadership team, I knew that they'd be a great fit for Armanino, and we couldn't be more excited to welcome them to the team," said Armanino CEO Matt Armanino in a statement Tuesday. "Their highly strategic approach, deep expertise and shared values resonate greatly with our organization, and I look forward to seeing the success they deliver for our clients under the Armanino name moving forward."

Janover was founded over 80 years ago and offers tax, accounting and consulting services to privately held businesses and high-net-worth individuals in New York and other states. Its clients are mainly in the real estate, professional services, manufacturing and distribution industries.

"Armanino is one of the best firms in the country, respected as a leading innovator in the profession and possesses a winning attitude that we believe makes them the right strategic partner for long-term success," said Janover managing partner Mark Goodman in a statement. "Our industry has been revolutionized over the past few years thanks to technology and a changing workforce dynamic. Armanino has stayed ahead of the curve, and we believe that Janover and our clients will truly benefit from more power and depth as we join forces."

Koltin Consulting Group CEO Allan Koltin advised both firms on the deal. "Janover is one of the most prestigious CPA firms in New York and is loaded with young, entrepreneurial talent, and like Armanino has a people first culture," he said in a statement. "Together they will accomplish great things and become an even greater force in the New York market, and eventually the broader Northeast region."

Armanino opened its first office in New York City in 2021 when entertainment industry advisors Craig Manzino and Marc Rosen joined the firm as partners. This past year, Armanino has been expanding its roster of entertainment industry clients through M&A deals. In June, Armanino merged in Bemel, Ross & Avedon LLP, a Los Angeles-based business management CPA firm that focuses on entertainers and executives in the movie and music industries. In March, it added two other entertainment-oriented firms, Royalty Compliance Organization, a music rights and royalty auditing firm in St. Louis, and Blue Sky Group, a music business management team in Nashville.