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## Meadows Urquhart Acree & Cook, LLP

### Decision-Makers Advising Decision-Makers

When Franz Haas Machinery of America, Inc. considered selling one of its Virginia properties, the site was appraised at \$6 million. A buyer offered \$5.5 million, and the deal was all but done. Fortunately, the company's general manager turned to its accounting firm, Meadows Urquhart Acree & Cook (MUAC), for strategic advice. The information he received was worth much more than what the buyer had offered.

"MUAC's familiarity with our business kept us from selling the property and helped us to unlock a mineral deposit worth \$30 million," says Mike Fleetwood, general manager of Franz Haas.

"We had worked with the client's previous management team years earlier," explains Doug Urquhart. "I remembered there had been some discussion of a gravel deposit. I recommended a geological survey, which confirmed millions of dollars worth of gravel."

MUAC provides Virginia companies with timely advice, helping them solve problems, avoid potential pitfalls, and become more successful at whatever they do. More than a number-cruncher, the firm strives to get to know every aspect of a client's business, often discovering forgotten details that can work to the client's advantage.

"We work with decision-makers," Urquhart says. "Getting to know our clients and staying in touch with them allows us to help them make the right decisions in a timely manner, which can be critical to their success."

Indeed, MUAC is as much a business management consulting firm as it is a



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 — Kelli Meadows, CPA, Partner

certified public accounting firm. Kelli Meadows, Doug Urquhart, David Acree, and Shannon Cook founded MUAC in 2004, with a vision to provide high-touch, cost-effective services for entrepreneurial businesses, corporate executives and high-net-worth individuals.

"We provide more than tax and assurance services," Meadows says. "Our approach is proactive rather than reactive. We identify potential problems and address them early, even if it means telling our clients something they don't want to hear."

MUAC serves clients in numerous industries and has developed a reputation for its work in the alternative investment arena, particularly with hedge funds in the \$4 million to \$4 billion range.

"The hedge fund business structure is similar to other entrepreneurial entities, except the owners get hit with a lot more reporting and regulatory requirements," Cook says. "Transparency is a big issue, especially these days. We help the hedge fund managers establish and monitor systems that provide investors the information they need, which frees up the manager to concentrate on producing results for his or her investors."

In response to the current regulatory scrutiny directed at hedge funds, MUAC has expanded its hedge fund team to include a former head of SEC reporting for a *Fortune* 500 financial institution and the former assistant treasurer for a large publicly traded company.

MUAC is comprised of extraordinary accounting professionals with an average experience of 14 years.

"There is tremendous talent at this firm, partly because we are very family-oriented, and many top professionals enjoy the flexibility that we offer," Acree says. "That benefits our clients, because they are getting some of the most experienced problem-solvers in the industry."

Getting to know you...



**Meadows Urquhart Acree & Cook, LLP**  
 Certified Public Accountants