

# TATE & TRYON

Unparalleled Expertise, and Exceptional Value for the Nonprofit Sector



# MISSION STATEMENT

Since 1983, Tate & Tryon has been guided by one mission: To help Nonprofits improve the efficacy and relevancy of their business, financial, and technology processes.

But we're not stopping now. Because, as long as Nonprofits continue to serve their communities and the world, we're going to continue offering unmatched Audit and Assurance expertise.

## WHAT WE'RE PROUD OF



**2 MILLION**

HOURS DEDICATED  
TO NONPROFITS



**15 THOUSAND**

MONTHLY FINANCIAL  
REPORTS PREPARED



**10 THOUSAND**

990S FILED



**20 THOUSAND**

HOURS EDUCATING  
NONPROFIT LEADERS



**6 HUNDRED**

HAPPY CLIENTS

# VISION STATEMENT

From helping children, to promoting fair and ethical industry practices, our clients are making the world a better place. And —it's with that vision—that we continue to champion their causes, provide unparalleled expertise, and highly personalized service.

Our vision is ambitious, that's why we will continue to improve our software to keep up with changing market solutions, as well as remain partners with prestigious global accounting firm alliance—AICPA, FASB, GWSCPA, and more.

## HOW WE WORK

Risk Mitigation Program

Create a Controlled Environment

Monitoring Activities

Information and Communication

Performing Risk Assessments

Implementing and Designing  
Control Activities

# THE TATE & TRYON DIFFERENCE

## Making Nonprofits More Efficient

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Online Automated Processing

Lower Processing, Reconciliation and Compliance Costs

Improve Speed, Improve Accuracy

**Better Every Day**

## Driving Performance and Growth

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Track True Financials and Operations

Visibility for Planning/Strategy

Nonprofit Expertise

Oversight and Controls

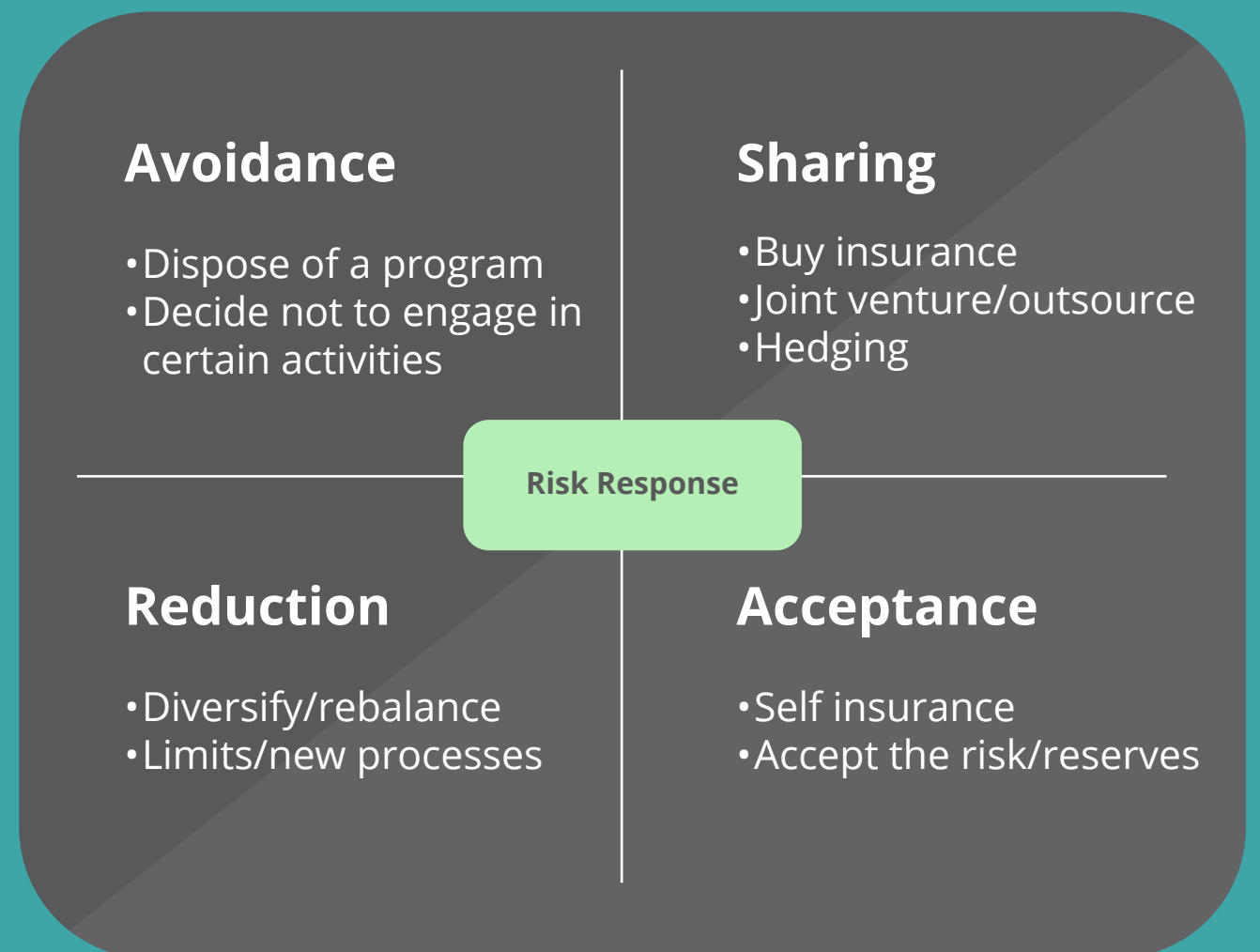
Flexibility as Needs Change

**Managing for Long-Term**

# FIRM BACKGROUND

- Washington, DC based firm focused exclusively on serving the audit, tax, and consulting needs of Nonprofit organizations
- Over 135 employees serving more than 600 Nonprofit clients
- Our clients range in revenues from \$1 million to \$250 million
- Experienced engagement team dedicated to a smooth delivery of audit and tax services

## Our Enterprise Risk Management (ERM) Model



# OUR TEAM



**Charles F. Tate, CPA**  
**Managing Partner**



**Michael Tryon,**  
**Senior Partner**



**Mike Sorrells, CPA**  
**Tax Principal**



**John Kubichek, CPA, CFE**  
**Senior Audit Manager**



**Susan E. Colladay, CPA**  
**Engagement Partner**

TATE & TRYON

# AUDIT APPROACH



## Our blended audit approach takes into account:

- Internal control environment
- Association's processes and procedures
- Testing of financial transactions and reconciliations
- Intelligently implementing "Risk Based" audit model promulgated by the AICPA
- Reduces likelihood of "unknown unknowns" regarding financial statements

# SOME OF OUR CLIENTS



American Society of  
Association Executives



Association of Fundraising  
Professionals



Council for Advancement  
and Support of Education



Children's Hospital  
Association



American Society of  
Health-System  
Pharmacists



The Endocrine Society



American  
Gastroenterological  
Association



# OTHER SERVICES AND RESOURCES

- Nonprofit Advisory Services
- Internal Audit
- Fraud and Forensic Services
- Reserves Analysis (using ERM)
- Technology Solutions - T3 Information Systems
- E-Alerts and E-Newsletters
- Benchmarking and Best Practices Resources
- Complimentary Education (CPE is provided \*)



\* Tate & Tryon is registered with the National Association of State Boards of Accountancy (NASBA) as an approved sponsor of Continuing Professional Education (CPE) for group-live and group-internet based programs.

# GETTING STARTED



## DEFINE



We learn about your business, budget, and strategic objectives.

We create detailed statements of work.

Business analysis meetings are held to understand and define reporting needs.

Historical data (Vendor, Customer, and GL) is collected.

## BUILD



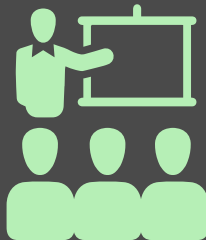
A customized virtual CFO platform is built for your organization.

Historical data is uploaded.

Online payments are enabled.

Customized online reporting and dashboards are created.

## TRAINING



Bill.com and Tallie.com training for your approvers and payers.

Intacct reporting and dashboard training for your users.

## LAUNCH



Launch your virtual CFO platform.

Vendor transactions and expense reports are routed online for approval and payment.

Our expert Nonprofit accounting talent performs accounting functions.

Our virtual CFO provides meaningful financial data and insights to your organization.

# CONTACT US



**We'd love to hear from you.  
Get in touch with us today!**

(202) 293-2200  
[www.tatetryon.com](http://www.tatetryon.com)

## **Tate & Tryon CPAs and Consultants**

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**TATE & TRYON**