

Rea & Associates, Inc.

The Company

Rea & Associates, Inc., is an Ohio public accounting firm with more than 250 dedicated professionals who provide clients with a complete range of accounting services and professional business counsel. Rea has an extensive history that goes back 70-plus years; they are continually ranked among the top 100 firms in the nation by industry publications.

Through a series of interviews and references from other like firms, Rea & Associates has chosen McGuire Sponsel to provide its cost segregation work. “We picked the best of the best, and when it comes to cost segregation, that’s Dave McGuire and McGuire Sponsel,” says Robert Mapes, CPA, director of tax services for Rea and Associates.

The Challenge

When a third-party vendor is involved, the trust factor can be the issue. Rea & Associates is the trusted advisor of the client. “We do take our time to ensure that a cost segregation study is warranted, but once we do, we know Dave’s level of expertise and work habits closely align with our own,” says Mapes.

The Solution

In many instances, Rea & Associates will work hand-in-hand with McGuire Sponsel, providing the tax work associated with cost segregation. “It’s a seamless process; they get billed what was promised, and it’s done,” says Mapes. “There have been instances in which the fee may need to be adjusted, and we take the high road. We can always count on McGuire Sponsel to go right there with us.”

The Bottom Line

“Clients often see the results that were anticipated — or better. In many instances, our clients are pleasantly surprised to discover additional benefits,” says Bob Mapes, CPA, Director of Rea & Associates, Inc. By using the cost segregation experts at McGuire Sponsel, Rea & Associates is able to provide a level of service that they otherwise could not.

