

## Nearly Seven Decades of Precision & Excellence

### Certified Public Accountants

Whether you're operating a large company or simply trying to decipher that mysterious tax return, a well-established and reputable accounting firm is your ticket to financial peace of mind.

Adams, Brown, Beran & Ball (ABBB), 2006 Broadway, has been serving corporate and individual clients since 1945. Dexter Miner planted the firm's roots in Great Bend and hired James F. Adams in 1947. Adams recently passed away. Today, Brian Staats is the managing partner of ABBB; John Cross is the Great Bend office manager; and the other local partners are Sheryl Schamaun, Vickie Dreiling, Vaughn Goerl and Michelle Schneider. The firm has a total of 14 partners.

Of the 140 people ABBB employs, 40 are in Great Bend, which is home to the firm's administrative team and the information technology experts. In addition to the home office in Great Bend, Adams, Brown, Beran & Ball has offices in 12 other communities including Hays, McPherson, Hutchinson, Colby, Wichita, St. John, La Crosse, Lyons, Hillsboro, Ness City, Atwood and WaKeeney. "We always look for opportunities to expand," said Sheryl Schamaun, CPA and shareholder. "We consider the geographic area, the client-base possibilities and the culture of a region. One or two people serve the smaller offices but there is always a CPA manager for each."

Each employee plays a role in providing ABBB's long list of services in many fields of expertise. These include agriculture, construction and contractors, manufacturing, municipal auditing, oil and gas, professionals, real estate, small business, and retirement, pension and estate plans. No matter what role is being played in the day-to-day operation, the goal is the same – serve the client.

"A bigger client may need payroll and investment services, along with financial statement preparation," Schamaun said. "Audits are probably the biggest service we provide, for both businesses and employee benefit plans. But we also assist the individual who needs help at tax time, and we serve many municipalities such as cities, counties and colleges."

Adams Brown Beran & Ball is licensed in many states, with clients all over the country. This is largely due to word of mouth and client loyalty, even after they move away. "In this day and age, there are individual tax software out there, that ask you some standard questions to prepare a return," Schamaun says. "But we help our clients look for other possible deductions or tax credits, and we customize our approach based on the client's needs."



Six of the fourteen partners at Adams Brown Beran & Ball are based out of the Great Bend office, which also serves as the firm's headquarters. Pictured from left to right are John Cross, Sheryl Schamaun, Vicki Dreiling, Brian Staats (Managing Partner), Vaughn Goerl, and Michelle Schneider. ABBB was founded in 1945.

ABBB provides a wide range of accounting and bookkeeping services for businesses of all sizes. "We may do payroll for a farmer with one employee or a hotel with 200 employees," Schamaun said, noting some companies retain ABBB so they don't need to hire a full-time bookkeeper.

Vickie Dreiling, another CPA and shareholder, noted that the bottom line is ABBB will tailor services to fit exactly what the client needs.

"You don't have to be a big company – we design services to fit you," Dreiling explained. "Maybe it's just figuring sales tax. It could be a one-time engagement or a relationship that lasts for years."

She also noted that ABBB sometimes suggests a "fixed-price agreement" for a client. This means that for a flat rate, the firm will perform certain tasks for a certain fee.

"We can get the services wrapped up into an agreement, say for one year," Dreiling elaborated. "Then we can re-visit it and maybe renew for another year."

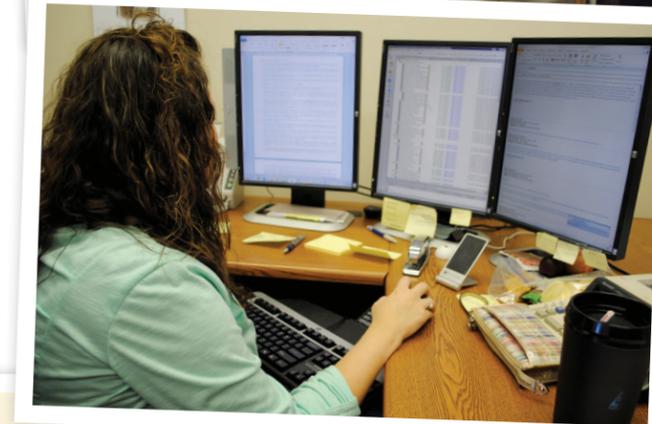
Both Schamaun and Dreiling have high praise for all ABBB employees. The staff includes CPAs, staff accountants, administrators, professional staff, client services specialists, and clerical and support personnel. Seasonal help is hired at tax time.

"We have a lot of people with expertise in areas that sometimes clients don't think about," Dreiling commented. "Our biggest asset are our employees. We recruit at universities in Kansas to find the best people and we are a family-oriented firm. Many of our employees have been here a long time – one for over 40 years."

"Our valuable clients and employees are the reasons for our longevity," she elaborated. "We have grown into the largest regional accounting firm in western Kansas, and are in good standing with all state and federal licensing entities. We are known for our integrity and ethics, and hold ourselves to a high standard."

That high standard is not only practiced within the walls of ABBB's offices, however. Employees donate to a fund that supports charitable causes in the communities they serve; so far, those donations total \$34,000. The firm also hosts Red Cross blood drives six times a year.

"At ABBB, our roots run deep. We have built our business on a commitment to exceptional service and a promise to deliver added value to the clients we serve," says Chief Operating Officer (COO) Nancy Peschka. "The secret to our success is our people and our culture, both of which are 100% focused on providing our clients with the personalized attention they deserve." —



### Award Winning Service

LEA Global, an international professional association of accounting firms, recently awarded Adams Brown Beran & Ball with one of its prestigious Edge Awards for 2014 at its global conference in Montreal. Each of LEA's highly competitive awards is inspired by the cutting-edge innovations and best practices that differentiate LEA members from their competitors. (Pictured at right)

Adams Brown Beran & Ball was also awarded the Business of the Year Award from the Great Bend Chamber of Commerce & Economic Development in 2004 for leadership and growth despite adversity.

