

# THE C&G Connection

CHORTEK & GOTTSCHALK, LLP • C&G CONSULTING  
CGK INVESTMENT BANKING

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## What We've Been Up To...

- Working with our overseas Alliot Group members, we identified potential foreign acquisition candidates for a client business in order to expand its product line in the US and overseas.
- Identified and implemented \$130,000 in cost savings within the first two weeks of the project on a client operational review.
- Performed lease vs. buy analysis to formulate recommendations for a major equipment acquisition.
- Deployed new firewalls connecting three separate US office locations, as well as provided remote access to a mobile sales force.
- Assisted a client with due diligence on potential acquisition including performing agreed-upon procedures.
- Developed financial statements in a client accounting system so the business could prepare internal monthly reports.

## BONUS DEPRECIATION Act By Year's End

With year-end planning quickly approaching, keep in mind that additional bonus depreciation is back. Section 179 expense limits were also increased for 2008.

The Economic Stimulus Act reinstated additional first year 50% bonus depreciation for qualifying new assets placed in service in 2008. The Stimulus Act also increased the Section 179 expense election from \$218,000 to \$250,000 and increased the overall investment limit from \$510,000 to \$800,000.

Call to learn which assets qualify. Timely tax planning can help maximize these deductions.

## FRAUD ROUNDTABLE

Paul Rodrigues, our Certified Fraud Examiner (CFE), recently participated in a roundtable on fraud facilitated by *The Business Journal of Milwaukee*, where two other industry experts joined him. Topics discussed included:

- What is fraud and how big of a problem is it?
- What types of fraud are prevalent?
- How do economic conditions impact the frequency of fraud?
- What is the impact of technology on fraud?
- How can a company reduce its exposure to fraud?

Visit our website at [www.c-gcpa.com](http://www.c-gcpa.com) for the full article. Contact Paul if you suspect fraud in your business or would like to learn ways to allay fraud. Join him for a **complimentary webinar—Not Worried About Fraud? Learn What is Happening Out There!**—on **October 29, from 10:00-10:30 am**. Call 262-522-8260 to register.

## New Image-Based Backups Reduce Risk

A reliable data backup system is a key component of a disaster recovery plan. That's why it's important to remove as many of the risks of system failure as possible in order to effectively protect your business data from disaster.

Traditional data backups involved two technologies: tape drives and file-based backup software. Problems with these technologies have recently caused alternative technologies to gain in popularity with small and medium sized businesses.

Image-based backups and disk-based backup appliances help dramatically reduce these risks as well as decrease recovery costs up to 90% in the event of a disaster. Visit our website for the full version of this article at [www.c-gcpa.com](http://www.c-gcpa.com). Learn how new image-based backups reduce risk and decrease recovery time.

## How an Operational Review Can Improve Profitability

Recession, tighter credit, loan covenants, commodity prices, surcharges, business inefficiencies and inadequacies—are these issues that keep you up at night? If so, your company could benefit from an operational review. Operational reviews are designed to improve profitability and pinpoint operational inefficiencies as well as system inadequacies within your organization.

CGK's approach includes:

- Learning about your organization; how operations function; how problems are addressed; and how operational resources are managed
- Understanding your business objectives, processes and information systems and how they interface

- Gathering and evaluating information from management, staff, business processes, procedures and performance measurement perspective
- Assessing your total operation environment, its capabilities, and comparing all to industry standards
- Performing a cost and profitability analysis
- Developing recommendations to improve performance and productivity

CGK presents a comprehensive and objective review of your company's personnel, processes, systems, operations, and strategies to identify areas for improvement and enhance your bottom line. We are also available to assist with the implementation of our recommendations.

Plan. Execute. Measure.



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*Preview*  
THIS ISSUE

- Fraud Roundtable
- New Image-Based Backups Reduce Risk
- Bonus Depreciation— Act by Year's End
- Operational Reviews
- Featured Professional - *Lisa Bellman*

## Plan. Execute. Measure.

President Bush recently signed into law the ***Emergency Economic Stabilization Act of 2008***. The law includes over 100 tax provisions, including extensions of the Research & Development tax credit, alternative minimum tax relief, extension of certain deductions, IRA distribution rules, and more. **Visit our website for detailed information at [www.c-gcpa.com](http://www.c-gcpa.com).**



### Featured Professional: **Lisa Bellman**

SENIOR CONSULTANT & SAGE CERTIFIED TRAINER

Lisa Bellman joined C&G in June 2006, concentrating on Sage MAS 90, MAS 200 and MAS 500 solutions. Involved with Sage software since 1986, she offers tremendous experience assisting companies with the implementation of Enterprise Resource Planning (ERP) solutions. Prior to joining C&G, Lisa was the co-owner of a successful firm in the Detroit area that focused exclusively on the Sage midrange ERP solutions.

Lisa takes a hands-on approach in helping her clients maximize their systems investment. She listens to their unique needs and then identifies out-of-the-box

solutions to meet those requirements. Since joining C&G, her efforts have focused on securing and implementing Sage engagements as well as providing ongoing consulting services. Lisa is a Sage Certified Trainer, and her technical skills include implementation, project management, report creation, advanced budgeting and planning as well as process manufacturing.

Lisa lives in Pleasant Prairie with her fiancé, Doug, and daughter, Ashlyn, a Brookfield Elementary fifth-grader and soon-to-be karate black belt. Lisa enjoys spending time with her family skiing, golfing and traveling.