

Measure the Value of Using a Leader

Our expertise offers clients the opportunity to maximize a variety of benefits from their transactions, investments and relationships, including:

- Mitigated financial risk
- On-Time/In-budget project delivery
- Tax Savings
- Project Profitability
- Return on Investment
- Cost Management



Prompt, Professional Service from an Industry Leader

Since Wilkin & Guttenplan's founding in 1983, our goal has been to provide clients with accounting and financial expertise along with personalized and proactive service. Widely acknowledged for our industry leadership, we have received important peer recognition for the quality of our work. Our staff is comprised of a number of "All Stars" and "Hall of Famers" as designated by a variety of Real Estate industry and professional associations. Additionally, we have been named as one of New Jersey's "Top 20 Accounting Firms*", as well as, one of New Jersey's Best Places to Work*.



Wilkin & Guttenplan, P.C.

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& Consultants*

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*NJBiz Magazine

*an effective approach to
transition risk
management*



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**Best Places
to Work in NJ**

**"One of NJ's
Top 20
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The Developer Risk Management Program

Transition is potentially fraught with adverse circumstances. Presentations of claims and assertions by the Association can easily deteriorate into very difficult negotiations or litigation. Wilkin & Guttenplan, whose experienced professionals have served more than a thousand real estate entities—owners, investors, managers, developers and Community Associations, throughout the New York/New Jersey metro area, has a viable alternative:

The Developer Transition Risk Management Program.

This process integrates planning, communication and efficient project management to help:

- Reduce costs and project delays
- Mitigate litigation and damage claims
- Enhance community relations.



Designed to Address Your Critical Objectives

Addressing accounting and financial issues during transition does not have to be expensive or painful. Our comprehensive process permeates every project phase to ensure that practical short-and long-term objectives are achieved:

1. Project Inception

- Enhancing configuration planning
- Modeling alternative buildout schedules and determining related costs/sponsor subsidy funding levels
- Initial budget preparation and letter of adequacy.

2. Period of Developer Control

- Fostering a positive relationship between the Association Board, Finance or Audit committee and the Developer
- Recommending and supporting the adoption of “best practices” and financial policies during the Association’s developmental stage
- Facilitating budgeting which identifies cost saving opportunities, reflects reduced/eliminated subsidies, and minimizes pressures to raise maintenance fees
- Monitoring budget vs. actual results, including recommendations for POS budget updates.

3. Transition

- Identifying, assessing and reducing the risk and/or magnitude of financial claims
- Assisting in settlement planning/negotiation
- Providing expert witness/testimony and defense support.

Constructed for Success

We work with Developers, Management, and the Board/Finance committee in:

- Assisting with POS budget preparation
- Performing annual audits and reviewing results with all parties
- Providing formal training/orientation for the Board/Finance committee about Associations’ unique practices and financial considerations
- Supporting management/developer recommendations with independent/second opinions at Board/Finance committee meetings
- Developing ongoing relationships with Board/Finance committee members
- Reviewing/explaining the implications of engineering reports and reserve schedules with the Board/Finance committee, as well as to Developers to evaluate funding scenarios
- Assisting the Board/Finance committee in developing governance practices to properly delineate roles/responsibilities
- Anticipating potential financial problems and facilitating mutually agreeable solutions.

