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tance of firms offering their clients a full suite of consulting services has never been more pertinent. Over the last several years, Grassi & Co. has positioned our professionals to be able to offer our clients services in technology, cybersecurity, lean principles, business advisory, valuation, private wealth and private equity.



Klatzkin & Company LLP
By Thomas H. Martin, CPA,
Managing Partner

Accountants should be extremely busy. Tax accountants will be dealing with the first returns filed under the 2018 Tax Reform Act. Auditors and financial accountants will be dealing with many new requirements that will be effective in 2019 or shortly thereafter. These new requirements include changes to non-profit reporting, a major new revenue recognition standard and the new lease standard.



Levine Jacobs & Co., LLC
By Timothy J. Shore, CPA,
Co-Managing Member

There is a constant need for financial and tax information, which yields an increased demand for accounting professionals. Compounding that with the ever-changing compliance and tax laws makes it obvious why the profession is growing. Our firm expects to continue on our path of steady growth and always looks for quality people to join our firm.



NJCPA
By Ralph Albert Thomas,
CPA (DC), CGMA, CEO
and Executive Director

The accounting industry is replete with both challenges and opportunities for 2019 in the areas of applying tax regulation, technological advancements, data analytics and keeping an eye on Trenton. Those professionals who can adapt quickly will reap the benefits in terms of professional growth and in obtaining new clients.



Sobel & Co., LLC
By Alan D. Sobel, CPA,
Managing Member

In 2019, we will see technology continuing to shape our profession, especially in the realm of artificial intelligence—which is growing in importance. Our people will be called on to be more consultative, adding value by offering business advice and industry expertise. We cannot underestimate the importance of personal connections, even when using cutting-edge technology to deliver solutions.



Wilkin & Guttenplan, P.C.
By Edward Guttenplan,
CPA, CGMA, MBA,
Managing Shareholder

Our industry is facing rapid change from new technologies, client needs driven by these technologies and new generational preferences from our workforce and customers. Our focus has been to stay ahead of trends and changes and welcome change when it arrives. We harness the energy, creativity and innovative thinking of our staff and partners to identify opportunities.



WithumSmith+Brown, PC
By Bill Hagaman, CPA,
CGMA, Managing
Partner and CEO

As a public accounting firm, Withum expects to experience continued growth in tax and advisory services, as clients will require guidance through issues related to the effectiveness of the tax stimulus package waning in 2019, and with the impact of technology on business continuing to be at the forefront of corporate concerns.

BANKING



Bank of America
By Robert H. Doherty,
New Jersey President

We will see continued dedication by Bank of America to responsible growth. We'll also see the continuation of changes in how people and businesses access capital (e.g. our 36MM and growing digital banking customers) and the related investments in new technology. We will remain focused on managing expenses and managing risk that will enable us to invest in all of our futures.



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