



## Trusted advisor for 70+ Years

*Tax Advisory & Compliance*

*Business Consulting*

*Audit & Accounting*



For over 70 years, SLD has worked with closely-held companies in the manufacturing industry to help their operations run more efficiently and profitably.

Our firm understands many of the challenges facing manufacturers today, such as increased competition, product liability, resource constraints and production efficiency. We are comprised of a team of professionals with extensive experience streamlining operations, optimizing inventory management systems and controls, aligning finance and operations with strategies for improving costs through lean manufacturing, and assisting with your other operational goals.

Our Manufacturing Services Group can work with you to identify and implement solutions to these challenges, and we offer a full range of services to help you compete effectively in today's demanding marketplace. With SLD, you'll receive personalized service while benefitting from our team's large firm experience. As a member of DFK International, an organization which offers access to other firms globally, SLD can address regional concerns and be a conduit to assisting clients scale and fulfill their strategic needs.

## SERVICES

Shea Labagh Dobberstein's staff of highly experienced professionals is uniquely equipped to provide its manufacturing clients with the following services:

- » Employee Benefit Planning
- » Strategic Cost Management
- » Succession Planning
- » Cost Management Analysis
- » Benchmarking
- » R&D Tax Credits
- » Finding Grants, Incentives and Credits
- » Process Mapping
- » Buy/Lease Agreements
- » Qualified Production Activity Income Deduction
- » Export Incentives
- » Mergers & Acquisitions
- » Brownfield Credits
- » Structuring Equity & Dept. Financing
- » Financial Controls Forecasting & Budgeting
- » Inventory Control Systems & Procedures
- » Cost Segregation Studies
- » Loan Proposal Packages
- » Lean Manufacturing Consulting
- » Real Estate & Property Assessment
- » Strategic Sourcing & Procurement
- » Sales & Use Tax Exemptions
- » Operational & Internal Control Reviews
- » Business Process Assessments

### Value-Added Tax Strategies

SLD designs and implements tax reduction strategies for businesses and business owners using a number of techniques, including the Domestic Production Activities Deduction, R&D Tax Credits, Business Incentives Programs and accounting method changes.

#### About Shea Labagh Dobberstein (SLD)

For over 70 years, SLD has uniquely positioned itself to help privately-held business clients grow by offering the resources of a national firm along with the personalized attention that only a regional firm can provide. Through our specialized expertise and dedicated service teams, clients have access to a spectrum of accounting, tax, audit and advisory services. Our broad portfolio of clients means clients can tap into a vast wealth of experience and industry knowledge. A member of the DFK alliance, SLD gives you access to resources around the globe.

Learn more at [sldcpa.com](http://sldcpa.com).

#### SLD Case Study

##### *Analyzing the Profitability of a Major Product Line for a Small Manufacturer*

A fabricator was planning to abandon a product line that represented 40% of his business because he thought it was unprofitable. SLD performed an analysis of the product and determined that it was indeed unprofitable, then calculated the price change needed to make it profitable. The recommended price increase was readily accepted by the fabricator's customers. The fabricator didn't lose a single customer, didn't have to abandon the product line, and the product is now very profitable.



**SHEA LABAGH DOBBERSTEIN**  
CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS

SAN FRANCISCO | SAN MATEO | WALNUT CREEK  
[sldcpa.com](http://sldcpa.com)