



The Dayton Advantage Video Series | Video 1 Transcript

Don Schrodi, Director & Dayton Market Leader
Jay Rammes, Managing Director

Kat Jenkins:

As part of the local community, you may already know Thorn, Lewis & Duncan, an innovative well-respected Dayton based accounting firm, but at the start of 2021, Thorn, Lewis & Dunkin took a major step forward as they merged with regional accounting firm, Barnes Dennig. Today, Dayton market leader and Barnes Dennig director, Don Schrodi and Barnes Dennig managing director, Jay Rammes talk about the benefits of the merger for the Dayton business and non-profit communities. Don and Jay, welcome.

Don Schrodi:

Thank you.

Jay Rammes:

Thank you.

Kat Jenkins:

Don, let's start with you. Tell me – what does Barnes Dennig bring to the Dayton market?

Don Schrodi:

With the merger of Barnes Dennig, we bring a lot more depth of services that we were unable to provide. We've known the folks at Barnes Dennig for quite literally 30 years, and we've done a lot of subcontracting, if you will, for specialty services off and on. We just felt this was going to be the best for our clients.

They bring a much broader scale in different disciplines of our accounting fields, such as state and local, international, wealth management. With the COVID crisis they have a COVID advisory team, IT consulting, and other business valuation services. Those were types of services that we didn't offer as a local firm. We felt that our clients were starting to need these services and with the merger, this was a perfect fit for the Dayton market.



Jay Rammes:

Just to touch on what Don said there, as far as Barnes Dennig goes, this is clearly a win-win for both organizations. As an organization, Barnes Dennig, we already had some very large what I will say anchor clients in the Dayton market. Great relationships, but what we didn't have was boots on the ground, a presence in that local market. This gave us the ability to have a presence in the community, be able to invest in the community, show our existing clients that we were committed.

Kat Jenkins:

Let's take a second to talk about what benefits businesses and nonprofits in Dayton will garner from working with the new Barnes Dennig.

Don Schrodi:

Well, as far as our client base, as far as our for-profit clients, the world has become very complex, whether that be in assurance and financial reporting, as well as tax and advisory services. Clients that are middle market clients here in the Dayton market, things that we wouldn't have dreamed of 20 years ago, like international tax and having international presence on a local client. Well, that is now becoming the new norm. We needed to bring those depths of services that Barnes Dennig bring to the table. The world is becoming smaller and so our clients are becoming more sophisticated, so clearly to help better serve them as opposed to finding other solutions through other third-party providers or sub-contracting, if you will, with other accounting firms to provide these, we felt it was best to merge with Barnes Dennig and have it as one cohesive offering to our clients and so it would be seamless to our clients.

Kat Jenkins:

What are the benefits of a local firm with expanded international capabilities?

Jay Rammes:

The world is, maybe Don said this already, but it's just a more and more complicated place. We're so much more... The world's a smaller place if you will. Everything touches each other. We're all very integrated, both domestically and internationally. We have been fortunate at Barnes Dennig to have three people committed to international tax in-house and for a local or regional firm, that's pretty unusual.

Both firms are part of Allinial Global, which is a network of accounting firms both domestically and internationally, that we're all part of one association, and then we know people in these other countries. They're not just a name or we're not Googling it, we have relationships all around the world that we can bring to bear for either inbound or outbound activity. If we've got clients that are going Mexico, Canada,



China, Germany, we have relationships with other firms in those areas to complement our in-house talent.

Likewise, if there's inbound investments from companies that are international companies buying a subsidiary here, whether it be a client or not, we can support them as well. It's just having a greater, larger footprint, a larger organization, we can use those resources more effectively.

Not-for-profits, it's just a huge part of our organization. We've always had a very large commitment in the Cincinnati and our other markets to the not-for-profit community, both from a give back, but also from a client base where we just serve a significant amount of not-for-profits. Strategically that's always been part of our organization.

It can be a challenging niche to serve, obviously not-for-profits' mission, and they want to commit as much as they can to their mission. They need to be very strategic on who they partner with for their audits and their tax to make sure their dollars are being spent the most efficient, effective way. Because we've got such a large organization committed to that, we're very efficient in that space. We've got a committed people that really deal only with not-for-profits and can get in, help them employ best practices, but be very efficient on the compliance services as well, which I think in turn saves them money, which then they can, again, commit more resources to their mission.

It's a very exciting for us to be able to continue that then in the Dayton marketplace. I'm not sure there's really strong firms that dedicate significant resources to that space 100%. It's been an early area where our merger has been effective for, what, seven months now, and some of the most activity we've seen is in the not-for-profit space. Clearly there's a demand, there's a hunger, there's a need for it in the Dayton community. We're excited to be able to bring it to bear.

Don Schrodi:

We didn't have the resources. We didn't have the capabilities to really serve these folks efficiently. With limited resources here in the Dayton office, that was just one of the things that we had to make a conscious decision to get out of that niche. With the now combined firms, as Jay mentioned, we now have quite a presence here. I think we can bring a lot of in-depth knowledge to the Dayton market that I think that's been underserved. We are excited about that.