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Illinois Business Profiles

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Sikich LLP Is Anything but a Typical Accounting Firm

The economy may be struggling to recover from the worst recession since the Great Depression, but don't tell that to Jim Sikich, CPA and his team at Sikich LLP. At a time when many businesses are struggling to stay afloat or are even closing their doors for good, the Aurora, Illinois-based accounting and consulting firm is thriving. In fact, says Sikich, the firm's CEO and managing partner, Sikich is on track to double its revenues over the next four to five years, from \$50 to \$100 million, and is actively pursuing merger opportunities with technology, accounting and marketing firms in nine Midwestern states.

"We're in an aggressive expansion mode," Sikich says. "The current economy presents opportunities to hire top talent that may be unemployed or dissatisfied with their current situation and to merge with firms that may be looking for a safe harbor." Sikich notes that the firm has grown by 17 percent annually, on average, during the past 10 years and is now ranked 68th in the nation by *INSIDE Public Accounting*.

The secrets to its success? Its ability to provide a wide variety of services to a broad range of clients. A positive culture that values the input and celebrates the achievements of every employee. A highly trained professional staff. And the "let's get down to business, roll up your sleeves" mind-set the firm and its employees bring to every engagement.



Investing in top talent and striving to exceed clients' expectations are primary objectives to long-term success.

While Sikich was originally a CPA firm, traditional accounting services account for only half of its business today. It also offers technology consulting, including Enterprise Resource Planning (ERP) systems; employee benefit and human resources consulting; marketing consulting; and investment banking, among other services. "We are anything but a typical accounting firm," Sikich says.

He notes that the firm recently acquired an investment banking firm with offices in Chicago and New York. Also new is a broker-dealer that does buy-side and sell-side work as well as consulting for private equity groups. Another recent addition to Sikich's menu of services is a strategic improvement team focusing on performance measurement and increased efficiencies.



Jim Sikich, CEO and managing partner of Aurora-based Sikich LLP, leads the firm's strategic growth initiatives.

Expert Services

Sikich is organized into vertical teams of industry experts focusing on non-profits, governmental entities, middle-market companies in manufacturing and distribution, construction, and professional services, as well as entities with international interests. Each industry-specific team consists of professionals across all service lines including accounting, assurance, tax, employee benefit plan audits and consulting, technology, human resources, marketing, investment banking and performance measurement.

"Our clients like the convenience of working with one partner that can provide a full range of services," Sikich says. "They appreciate the different voices, views and perspectives we bring to each assignment and our focus on their long-term strategic goals.

"At Sikich, we understand that each business, each organization and each industry is unique and requires a unique approach. And that's exactly what we provide."



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