



## Introducing the SobelCo Food & Beverage Practice

Founded in 1956 in Newark, NJ, SobelCo now serves clients across the tri-state area and beyond from three offices in Livingston and Woodcliff Lake, New Jersey as well as Paoli, PA. With more than 175 partners and staff, we are able to advise clients on the issues they face from the simple to the complex whether they are around the corner or around the world. National, regional, or local, our clients tell us what they appreciate most is our promise of partner level attention combined with business acumen, unique industry consulting and unparalleled client care.

We are especially proud of the reputation that we have earned in the food and beverage sector.

As a result of our focus on food and beverage businesses, our clients enjoy the benefit of working with industry experts who draw on a depth of specialized experience that is both timely and relevant for decision makers and senior leaders from coast to coast.

Our multi-disciplinary team approach enables us to offer a wide range of services that encompass accounting and audit, tax, and business consulting. We are able to provide critical resources for companies with annual revenues from \$5 million to \$500 million and more across a variety of sub-niches that include businesses from grocery store chains to liquor stores and from wholesale food and beverage distributors to restaurants.

### Our team is focused on food

In response to the rapidly growing focus on the food and beverage sector, including the emerging interest in grocery chains, restaurants, and other similar retail food-specific companies, we have worked hard to earn recognition as a leading firm that adds significant value when sharing best practices, evolving trends, KPIs, and business insights.

In addition, we are committed to continuously expanding our knowledge and depth of resources through our relationships within the industry. Headquartered in New Jersey, we have developed strong ties to the NJ Food Council, NJ Food Processors Association, and the Brewers Guild of New Jersey. Our membership in these organizations exposes us to both local and national resources and information. The knowledge we have gained and the expertise we have developed enables us to work closely with clients, earning their trust and delivering exactly the scope of services that they find most relevant.



**Chris Martin**  
Member of the Firm



**John Mellige**  
Member of the Firm



**David Capodanno**  
Member of the Firm



**Rich Lafferty**  
Member of the Firm

# OUR SERVICES



At our clients' suggestion, and working in tandem with them, our Food & Beverage Group has created a menu of services including traditional auditing, accounting, tax and business consulting - along with:

Business Valuation  
Cash Flow Management  
Consulting Services  
Cost Segregation Analysis  
Estate and Gift Planning  
Financing Alternatives  
Forecasts and Projections  
Forensic Accounting/Litigation Services  
Fraud Vulnerability Studies  
Industry Benchmarking and Trend Analysis  
Internal Control/Risk Management Assessments  
Lease Versus Buy Analysis  
LIFO Inventory Benefit Analysis  
Monitoring Attrition Rates and Gross Profit Trends  
New Site Evaluation  
Strategic Planning and General Business Advisory Services  
Succession Planning  
Tax Credit Optimization

## Clients benefit from our knowledge

Our clients benefit from our deep relationships in the food sector because we are able to leverage our contacts to connect them with the specific resources, influencers and experts that can have a profound impact on their own success and sustainability.



# SobelCo

Livingston, NJ • Woodcliff Lake, NJ • Paoli, PA

973-994-9494

[SobelCoLLC.com](http://SobelCoLLC.com)