

## WHY we do what we do.

*We believe customers have the best answers. So we listen to them.  
We believe employees have the best ideas. So we trust them.  
We believe Napa Valley is the best place to work, live and visit.  
So we work to protect it. We live to enjoy it. We savor the company.*

Our beliefs drive our business. They determine how we treat our employees and how we work with our customers. They drive us to work harder and smarter every day and to ask more questions. It's why we come to work and why we invest our time in the charitable organizations that make our community better. **What do you believe?**

## WHAT we do.

In early 2009, the IRS began a campaign to examine the LIFO (Last in First Out) inventory costing methods of Napa Valley wineries. Eventually, the IRS proposed 4 different approaches. One option was a 27% blanket reduction of existing LIFO reserves (which would mean an increase in taxable income). We applied an alternate approach that not only had a better impact for many customers; it actually lowered taxable income in some of the periods. We were able to compute the new result and file amended tax returns for those who would benefit.

You might say that we took a FIFO (First in First Out) approach to helping our customers assess the impact.

## HOW we do it.

We have a unique and in-depth knowledge of the wine industry. From the nuances of inventory costing, to depreciating a trellis, to claiming research and development tax credits, we know how the pieces fit together to create the financial picture of a winery. But we go beyond the numbers, to the people and processes that drive strong financial results. We ask a lot of questions and help you find the answers.