

# Alliant Advisors Helps Marquardt Of Barrington



## Highlights

- Outside CFO for key decisions
- Helped recruit new controller
- Successfully managed next generation estate transition
- Handled valuation, trusts, structure, and financing options
- All accounting and tax work for the various family entities

**“Having one team handle everything made a real difference.”**

*Kurt Marquardt  
President,  
Marquardt Barrington Buick GMC*

They say it’s hard for a family business to survive the transition to a second generation. Marquardt of Barrington proves otherwise.

Founded in 1962 by Larry Marquardt, this Barrington, IL Buick-GMC dealership is well into its second generation of successful family ownership under the leadership of brothers Kurt and Dan Marquardt. Alliant Advisors has helped along the way.

### **A Relationship Begins – Accounting, Taxes, and Staff Support**

Fifteen years ago the dealership searched for a new provider of accounting and tax preparation services. Several Alliant Advisors clients recommended the firm, and after reviewing multiple options, Marquardt chose Alliant.

Along with accounting and tax preparation services, Alliant Advisors also helped the Marquardt organization during its transition between two controllers, including recruitment support and coverage of the open role. Then Alliant was asked to serve as an outside CFO whenever collaboration or input was needed for key business decisions.

### **The Relationship Expands –Valuation, Trusts, and More**

When the transition to the next generation began, “our reliance on Dave Bunge, Steve Douglas, Wade Runge, and the rest of the Alliant team increased,” says Kurt Marquardt, president.

The first step in that transition was a gift of company shares from Joyce Marquardt to sons Kurt and Dan. Alliant Advisors provided the business valuation needed to complete the process. “They already understood our business, so things went smoothly, and we had confidence in the valuation they prepared for us,” says Kurt.

Soon after, Kurt found himself executor of his mother’s estate. Twelve siblings were involved, along with trusts for various family members, charitable donations, and the estate’s sale of land to Kurt and Dan.

Alliant Advisors helped the Marquardt family throughout that nearly yearlong process. “Until then, we hadn’t realized all the ways Alliant could help us,” says Kurt, “final tax returns for our mom and her estate, plus all the trusts; guidance to determine the best business entity structure; assessing our options for financing; plus all the accounting and tax work for our LLC that purchased the business real estate. Having one team handle everything made a real difference.”

### **Today – Annual Business Review, Long-Term Planning, and Tax Savings**

“Alliant is a one-stop resource for helping us run our company,” says Kurt. “That spans from picking up the phone and bouncing ideas off of them to a comprehensive annual review of our business, and even trend analyses to aid in long-term planning.”

And just as they have for the past 15 years, Alliant Advisors continues to assist with ongoing accounting and tax services. “IRS rules are always changing,” says Kurt. “They stay on top of that, and we’ve realized some important tax savings.”

### **Convenience, Value, Comfort**

“I like having a one-stop resource,” he adds. “The expertise I need is there when I need it, and at a good value.” Kurt also likes the comfortable working relationship. “It’s a family atmosphere. They know me when I walk through the door. I’m a huge fan of Alliant Advisors.”