

New York is the retail hub of the country and as a leading regional professional services firm in the New York area, it is natural that serving the retail industry is a specialty of Marks Paneth & Shron LLP (MP&S). We have experience serving clients in all sectors of the retail industry including jewelry, apparel, household goods, optical, drugstores and furniture stores. We have successfully helped our retail clients to:

- Meet the Challenges Arising from a Seasonal Business Cycle
- Comply with Regulatory and Reporting Requirements
- Improve Business Processes
- Address Cash Flow Issues
- Benchmark Against Industry Norms and Implement Best Practices
- Manage Risk
- Meet the Challenges Arising from Doing Business in a Global Environment

The cost of real estate is clearly a major expense for retail clients in New York. Our expertise serving the retail industry further benefits our clients. We can assist with:

- Lease Negotiations and Analysis Including Analysis of Escalation Clauses
- Breaking a Lease
- Performance of Cost Segregation Studies
- Tenant Improvements
- Deferred Lease Expense under FASB 13

In addition to directly serving retailers, we work closely with companies that support the retail industry. Our clients include factoring and finance companies and we work with our retail clients to help them obtain lines of credit.

At MP&S, our retail clients are served by knowledgeable accounting, tax and consulting professionals who are fully conversant in all sectors of the industry. Our retail specialists participate in industry conferences and associations.

Services Offered:

- Sales per Square Foot Analysis
- Point of Sale Analysis
- Cash Flow Analysis
- Markdown Analysis
- Facilitation of Financing
- Local and Interstate Sales Tax Issues
- Web-based Sales
- Security Issues Relating to Internet Commerce
- Purchase or Lease Decisions
- Development or Improvement of Inventory and Cash Management Controls
- Development and Maintenance of Warehousing and Distribution Systems
- Inventory Valuation Methods
- Forecasts and Projections
- IRC Section 263A – Uniform Capitalization Issues