



W.A. CAMPION CO.

CLIENTS STORY:

Liman Post and Beam of Annandale Outsources Accounting Department

OUR CLIENT

Liman Post and Beam of Annandale
Annandale, MN

CLIENT DETAIL

Founded in 1985, Liman Post & Beam has continued to grow in size and reputation as one of the leading post frame construction companies in east central Minnesota. They strive for quality, utility, stability, and great design combined with friendly, knowledgeable, and experienced builders.

SITUATION

Leo Kill, President at Liman Post and Beam and his team are builders at heart. They recognized one of their biggest challenges in growing their business was managing it from a financial standpoint



CRITICAL BUSINESSS ISSUES

The financial challenges they faced were the day-to-day grind of payroll, bookkeeping, costing jobs, sales tax, income tax, payroll taxes,

and dealing with his bankers. He knew he needed help but the challenge was finding the right team that didn't require a lot of oversight.

PRIMARY CAPABILITIES

Leo and his partner came to Bill Campion and explained their issues. They said "can you help us put a system in place and find a person we can trust to run it so that we can do what we do best? The bottom line was Liman needed a sharp bookkeeper with skills in job cost accounting, a payroll service, a financial and tax advisor and preparation of monthly financial statements.



WHAT WE PROVIDED

Bill immediately recognized what Leo and his partner needed was a complete accounting department and that while great at their own particular business expertise neither had the knowledge or skills to hire and manage an accounting team. Bill suggested that Liman outsource their entire accounting department to W.A. Campion



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Co., bookkeeping, costing, payroll, all taxes and financial reporting and analysis. This would free up Leo to sell and build buildings.



RESULTS

By outsourcing the accounting department Leo was able focus on providing his customers the precise kind of building they desired. He relied greatly on the financial advice of Bill Campion and his team who helped them manage their debt and cash flow so that during the economic down turn of 2007 and 2008 when many construction companies went out of business Liman made it through clean and came out of the down poised for great growth that they are now achieving.

For more information contact

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