

3 Team Member News

5 CSB Believes in the Chamber, Do You?

6 Dear Tax Man



# Beyond *the* Numbers

A Crow Shields Bailey PC News Publication

Fall 2014



## Welcome to the Eastern Shore!



*Daphne Office team members, from left, Hope Hickman, Kristi Daughtery, Katie O'Connor and Alex Martin.*

I grew up in Mobile. That is, I spent nine months of each year there. But when the last day of school would finally arrive, my mom would load up my five siblings and me in our old station wagon for the thirty-mile trek to Mobile Bay's eastern shore. We would spend all summer in our Baldwin County home, a small terracotta brick house built by my dad (the electrician), my uncle (the engineer) and a hard-working friend.

My parents' strict rule was this: once we were "Over the Bay," we stayed. And we did stay, all summer, unless there was some important unavoidable Mobile happening like a wedding or funeral. Every day we would fish, crab, swim and water ski ourselves to the point of exhaustion. And sometimes, in the wee hours of the night or early morning, the cry of "Jubilee!" would ring out up and down the beach, hurrying us out of bed with nets, gigs and baskets in hand to harvest the masses of fish, crabs and shrimp swarming in the shallows. Too much fun! It was a wonderful place that kept my family close, and to this day we often recount those treasured memories at family gatherings.

My, how Baldwin County has grown! And it continues to be one of the best places to work and raise a family. So we decided it was finally time to have a central presence in one of the fastest growing counties in the country, and be closer to our many clients and CSB team members residing in the area.

#### Newsletter Contributors

Nikki Allen  
Kenny Crow  
Sherri Deighton  
Colleen Dicks  
Deborah Fisher  
John Shields  
Jenna Summersell

*Continued on Page 2*

## Our Vision

Our firm's objective is to maximize our clients' wealth. We strive to be the premier accounting and consulting firm in our area by offering a complete range of quality services to our clients. We will employ only the best people and ensure outstanding training and long-term career opportunities.

## Team Members

### Audit Team

Alex Martin ..... alexm@csbcpa.com  
Colleen Keleher.....colleenk@csbcpa.com  
Colleen Dicks..... colleend@csbcpa.com  
Gray McDermott.....graym@csbcpa.com  
Hope Hickman.....hopeh@csbcpa.com  
Joey Bailey .....joeyb@csbcpa.com  
Katie O'Connor .....katieo@csbcpa.com  
Kirsten Stuart.....kirstens@csbcpa.com  
Vivian Jo Chateau.....vivianjoc@csbcpa.com  
Hunter Young .....huntery@csbcpa.com

### Bookkeeping Team

Jeannie Biggs .....jeannieb@csbcpa.com  
La Nette Caskey .....lanettec@csbcpa.com  
Cheryl Corey.....cherylc@csbcpa.com  
Rita Evans .....ritae@csbcpa.com

### Business Development Team

Kenny Crow .....kennyc@csbcpa.com

### Tax Team

Debbie Schoppert.....debbies@csbcpa.com  
Gina McKellar .....ginam@csbcpa.com  
John Shields .....johns@csbcpa.com  
Kristi Daughtery.....kristid@csbcpa.com  
Lott Brigham.....lottb@csbcpa.com  
Nikki Allen .....nikkia@csbcpa.com  
Ryan Damrich .....ryand@csbcpa.com  
Sherri Deighton .....sherrid@csbcpa.com  
Trey Johnson .....trej@csbcpa.com

### Firm Administration

Barb Frerman.....barbf@csbcpa.com  
Deborah Fisher.....deborahf@csbcpa.com

### Support Team

Diana Moore.....dianam@csbcpa.com  
Dolores Breneman.....doloresb@csbcpa.com  
Jenna Summersell .....jennas@csbcpa.com  
Jennifer Brothers .....jenniferb@csbcpa.com  
Shirley Sheffield.....shirleys@csbcpa.com

### Mobile Office

(251) 343.1012 • Toll Free (800) 347.8583 • Fax (251) 343.1294

### Daphne Office

(251) 621.1106 • Toll Free (800) 347.8583 • Fax (251) 621.1108

### Gulf Shores Office

(251) 968.4337 • Toll Free (800) 347.8583 • Fax (251) 968.8995

Visit our website at: [CSBcpa.com](http://CSBcpa.com)

Continued from Page 1



After years of dreaming and planning, we are very proud to now have an office in the "Jubilee City!" We thoroughly enjoyed seeing so many of you at our Daphne

office Grand Opening Celebration in February, and experiencing the convenience of a local office over the past few months.

Our firm has five team members that live nearby who will staff our Daphne office. The average experience of these professionals is six years plus, and they are an integral part of our internal culture and collective skill set. We believe having an office nearby will help them continue their careers with CSB and provide outstanding local service to you. The other partners and I will also work from Daphne on a regular basis and we are very excited about the opportunities this will bring.

Of course we still have offices in Mobile and Gulf Shores. And now we hope you will drop by and visit our newest location at 7133 Stone Drive, just off Highway 98 in Daphne.

We look forward to seeing you!

Kenny Crow



Visit our website at [CSBcpa.com](http://CSBcpa.com)



Facebook.com/CSBCPA



Linkedin.com/company/crow-shields-bailey-pc

# Team Member **news**



**Michael and Mary Catherine Bailey**

Michael and Mary Catherine Bailey, son and daughter of Joey and Connie Bailey, both graduated from Auburn University this spring. Michael earned his Bachelor's degree in Accounting and is working on his Masters. He has accepted a job in Birmingham, beginning September 2015. Michael will also be going on a mission trip to Nicaragua during Spring Break next year. Mary Catherine earned her

Bachelor's degree in Early Childhood Special Education. She worked as a nanny this summer and is now teaching K-2 Special Education at Indian Springs elementary school.



Anna Mary Shields graduated from the University of Alabama with a Bachelor's degree in Health Sciences in May. Joining her at the graduation ceremony are Therese, Marshall, Allison, Laura and John Shields.

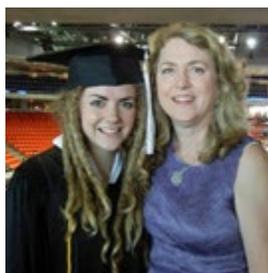


**Nicholas O'Connor and the most Reverend Thomas J. Rodi, Archbishop of Mobile**

Nicholas O'Connor, son of Guy and Katie O'Connor, recently graduated with honors from McGill-Toolen Catholic High School. He is attending Auburn University and is majoring in Building Science.

Amanda Moore, daughter of Diana Moore, graduated *cum laude* from Auburn University in May. She received her Bachelor's degree in

Social Work and hopes to obtain a position with DHR working in Children's Services.



**Amanda and Diana Moore**



**Hunter Young and Christie Burt. This photo was taken by Jennifer Pharr. Check out her website at [www.JenniferPharr.com](http://www.JenniferPharr.com).**

Hunter Young and Christie Burt were married on June 14, 2014 at "The Hybart House" in Monroeville, AL. They honeymooned at the Omni Plantation Resort on Amelia Island.

Colleen Macon and Joey Dicks were married on June 14, 2014 at the Cathedral Basilica of the Immaculate Conception, and the reception followed at The Ezell House. They honeymooned in Turks and Caicos.



**Kenny Crow**

Kenny Crow accepted a nomination to serve as chairman for Chamber Chase 2014, the Mobile Area Chamber's annual total resource development campaign. He

led volunteers in their efforts to recruit new members and to encourage current members to become more involved through membership upgrades, sponsorships, and advertisements. Throughout the campaign, he gave updates of each team's progress and motivated volunteers with energetic pep talks. Kenny has been a long-time supporter of the Chamber, serving on the Board of Advisors and the Board of Directors, and he believes promoting the Chamber helps to ensure the continued growth of Mobile business. Under his leadership, the Chamber Chase team raised over \$1.6 million!



**Colleen Macon and Joey Dicks. This photo was taken by Jeff Tesney.**

Lott Brigham has accepted a nomination to become a member of the Greater Mobile MS Leadership Class of 2014, an exclusive group of Mobile area professionals who have made outstanding contributions to their profession and to the community. He will be honored at a special awards reception on September 17th at the Country Club of Mobile.



**Lott Brigham**

Continued on Page 4

Continued from page 3



Thomas Russell competing in a state tennis tournament. Photo courtesy of al.com

Thomas Russell, son of Gina McKellar, competed in a state tennis tournament in April of 2014. He and his partner, Burke Moore, won the 6A District 1 #2 Doubles Championship for McGill-Toolen Catholic High school. Thomas graduated from McGill-Toolen in May. He is attending the University of Alabama and is planning to study accounting.



Thomas Russell and Gina McKellar.



Bryce Caskey

Lanette Caskey's granddaughter, Bryce Caskey, performed as a little flapper girl in her dance recital on May 10th with Broadway South.

Kristi Daughtery was inducted into the Rotary Club of Daphne-Spanish Fort on June 9th. Here is a picture of Kristi with her sponsor, Greg Gontarski of Community Bank, and the Rotary Club President, Starke Irvine.



From left, Greg Gontarski, Kristi Daughtery and Starke Irvine.

## 2014 Promotions



Ryan Damrich

Ryan Damrich, CPA was promoted to Manager. Ryan joined CSB in October of 2012 and is a member of the tax team. He has experience in international, multi-state corporate, partnership and individual taxation.

Hope Hickman, CPA, CGMA was promoted to Supervisor. She joined CSB in 2008 and is a member of the audit team. Hope's experience includes audits and reviews for clients in the areas of multi-state construction contractors, retail, wholesale supply companies and employee benefit plans. In addition, she prepares multi-state corporate, partnership, and individual tax returns and provides QuickBooks and Point of Sale consulting and support for clients across a variety of industries.



Hope Hickman

Lott Brigham, CPA was promoted to Senior Accountant. He joined CSB in October 2012 and is a member of the tax team.



Lott Brigham

He specializes in income tax planning and tax return preparation as well as business and estate valuation.



Colleen Dicks

Colleen Dicks, CPA was promoted to Senior Accountant. She joined CSB in June 2012 and is a member of the audit team. Colleen has two years of experience in industry preceding her public accounting career. She also has experience in corporate tax preparation and financial statement preparation for construction contractors, manufacturers, and employee benefit plans.

Alex Martin, CPA was promoted to Senior Accountant. He joined CSB full-time in January 2012. Alex is a member of the audit team. He has experience in audit, review and tax engagements for manufacturers, construction contractors, multi-state distributors and employee benefit plans.



Alex Martin

## CSB Events

### ASCPA Golf Tournament



Our CSB Golfers came in 5th place out of 20 teams at the Alabama Society of CPAs Golf Tournament at Timber Creek Golf Course on July 11th. Congratulations to Lott Brigham, Joseph McDonald, Joey Bailey, and Hunter Young!

### Summer Intern Outing

Everyone had a wonderful time at our Summer Intern Outing on July 10th. We attended a viewing of “Chef” at the Crescent Theater and walked down to Three Georges Candy Shop for some old fashioned ice cream. We also paid a visit to our client, David Rasp, at Heroes (Downtown) Sports Bar & Grille.



### Dragon Boat Festival



CSB participated in The Fuse Project’s Dragon Boat Festival on June 7th, a fundraising and paddle boat competition for corporate and community teams. The Fuse Project provides funding for projects benefiting children along Alabama’s Gulf Coast. Donations from this event went to the Mobile County Public School System and the Alabama Coastal Foundation. The festival was held at Five Rivers on the Causeway. In addition to the races, the festival included live music, food vendors, hot air balloon rides, and pontoon boat rides. The CSB team raised \$1,570 and enjoyed a beautiful day on the water.



## CSB Believes in the Chamber, Do You?

Since its inception, the Mobile Area Chamber of Commerce has been a proponent of business along the coast. From networking functions to advertising, there are a number of avenues for local businesses to gain exposure. The organization’s monthly print publication, *The Business View*, reaches more than 20,000 businesses. *The Business View Weekly*, a modified version of the print publication, is email blasted to over 8,000 businesses. Both feature member businesses and individuals and offer targeted and affordable advertising space. Business Expo, the area’s premier business-to-business trade show, features hundreds of exhibitors and is just one of many events that offer exposure and learning opportunities for local businesses.

The Chamber also serves as an advocate for member businesses through its lobbying efforts in local, state, and federal legislation, as well as through its marketing of the community. The efforts of the Chamber are all for naught without the continuing support of local businesses. The organization’s annual membership campaign, the “Chamber Chase,” attempts to drum up this support.

April 29th marked the kickoff of the Mobile Area Chamber of Commerce’s 18th Annual Chamber Chase. The Chase extends the Chamber’s reach via membership, sponsorship opportunities, advertisements, and networking events to suit virtually all types of businesses. Volunteers hail from industries as diverse as the products they offer. Chemical companies, banks, realtors, utility companies, attorneys, and now accounting firms join forces to raise money and help members find ways to tell the world about their products and services.

CSB’s Kenny Crow, the chairman of this year’s Chamber Chase, believes in the Chamber and is focused on motivating volunteers

to meet their fundraising goals. Throughout the campaign Kenny encouraged volunteers by letting them know that the Chamber is “an easy sell” due to its outstanding member value. In addition to being an advocate for pro-business legislation and economic development, the Chamber provides member value through networking, advertising, referrals, discounts, and professional development opportunities. It doesn’t take much to convince business owners to get involved; most of them simply need to be asked. This is CSB’s second year to participate in Chamber Chase. Our involvement has given us the opportunity to meet new people, develop our sales skills, and build stronger relationships with clients.

Kenny announced the final results of the campaign at the Victory Celebration on August 7th. By recruiting new members, sponsors, advertising and donated goods and services, the Chamber Chase team surpassed their goal, raising over \$1.6 million.

Though the official campaign runs from April to August, volunteers work year round to recruit new members and sell sponsorships for events. You can join at any time, and many sponsorships are booked up to a year in advance. There are a variety of ways to get involved in the Mobile Area Chamber of Commerce. We are providing a list of several sponsorship opportunities and upcoming member events following this article. Please contact us for more information about joining the Chamber or sponsoring a Chamber event. We’ll be happy to get you in touch with our Chamber Chase Team! Visit the Chamber website with ideas or contact us for questions regarding membership, the Chamber Chase, or ways the Chamber can specifically help grow your business.

## Dear Tax Man

Dear Tax Man\*,

*Me and Loretta, we don't talk much more.*

*She sits and stares through the back door screen.*

*But one day last week, lo and behold Loretta comes running into the house from the mail box screaming and hollering and waving a big ole check around. Seems her family farm property had finally sold.*

*And next thing I know, Loretta's high-tailing it to the beach to look at condos!*

*Tax Man, I don't care much for condos. And besides, I think we need to save some of that money to send to the government.*

*But Loretta, she says there won't be any taxes. Seems her friend "Google" told her that folks like us living on social security and a pension don't pay tax on capital gains.*

*It's been years since the kids have grown, got lives of their own, left us alone.*

*But I called up my son John and he says the capital gains rate is 15%. And I asked Joe, who says it's more than that, maybe 30% or more.*

*I've pleaded with Loretta not to spend all that money until we get the taxes straight. But she ain't listening.*

*Now I've taken to talking to my dog about it. So far no answers there either, but he is a good listener.*

*What do you think Tax Man?*

*Sincerely,*

*John*

**Dear JP,**

Well at least there is some conversation going on in your household these days. And I'm told that talking to the dog within earshot of a stonewalling spouse can sometimes open up the lines of marital communication. So keep at it.

Anyway, JP, to get to the root of your conjugal conundrum, I understand your question to be this: "What tax rate will you and Loretta pay on the sale of this property?"

My answer: "It depends."

You see, the tax rules regarding taxation of capital gains are written in "Code," as in "Internal Revenue Code," a highly complex form of linguistics that originated in Washington, D.C. Its syntax is more complex and mysterious than ancient Egyptian hieroglyphics, with capital gains rules being the ultimate "Code Speak." As a result, even a cracker-jack CPA with an MBA and turbo-charged laptop is often brought to tears trying to calculate it.

Here's what I mean. There are *six or more* rates that can apply to capital gains. And you, Loretta, friend Google, and sons John and Joe may *all* be correct. Because various rates can apply to different pieces of your gain, depending on a number of factors such as how many dollars you're dealing with, whether it is long-term or short, the amount and types of your other income, the number of dependents you claim, and the nature of your itemized deductions.

Most assets such as land, stocks, bonds and similar investments are taxed at a stated rate of 0%, 15% or 20%, depending on your income level. Then there is the 25% group consisting of "unrecaptured section 1250 gain" which applies if part of your gain is attributable to depreciable real property. And there is the 28% group, consisting of capital gains from collectibles including works of art, rugs, antiques, metals, gems, stamps, coins and alcoholic beverages.

Furthermore, the increase in your income created by a capital gain can create a host of additional problems. You may need to factor in the 3.8% tax on *net investment income*. Your itemized deductions and personal exemptions may be "phased out", otherwise nontaxable social security earnings can become taxable, and the alternative minimum tax may kick in. All of which can increase the *effective* rate that you pay on capital gains by several percentage points.

Add it all up, tack on state taxes, and the actual *effective* tax on your capital gain can be *much* higher than any *stated* rate.

The moral of the story is this: If you have a capital gain, don't assume a certain stated rate is going to apply. You must run the numbers to compute the actual tax. Believe me, there are too many moving parts, and without planning you could end up with all your money tied up in a condo and nothing left over to pay your taxes.

Are these crazy tax rules going to change any time soon? Don't count on it.

It seems that old trees just get older, and old rivers get wilder every day. But old tax laws just get more confusing. Tax "simplification" is more old news that repeats itself, like some forgotten dream that we've both seen. The lawmakers just don't get it.

So JP, if you're walking down the street sometime, and spot some hollow Congressman's eyes,

Please don't just pass 'em by and stare, as if you didn't care.

Say "Hello in there, Hello?"

Sincerely,

Tax Man

*\*Tax Man borrowed a few lyrics from singer/songwriter John Prine's song "Hello in There" to discuss the fascinating topic "Capital Gains."*

# Businesses Getting Results

We are currently in the 11th year of our BGR Program and going strong! BGR, Businesses Getting Results, is a program designed to educate small business owners on how to make their endeavors more successful and develop their skills to work “ON” their business rather than “IN” it. The courses are centered on presentations made by various members of the CSB team and conversation is highly encouraged. This allows for networking and sharing of ideas with other small business owners in the Mobile & Baldwin County areas. In the monthly breakfast meetings we discuss a variety of topics, share experiences both good and bad, and aim to graduate the class with a better understanding of their business as well as the business community around them. This year we have eight members of the

BGR class who bring together a diverse field of knowledge from different backgrounds, experiences and industries. Our participants range from doctor offices, restaurants and security systems to wholesalers, furniture stores and disaster clean-up. The learning possibilities are endless, no matter what field of business you are a part of. Our past BGR graduates learn so much from the program that they frequently send other members of their own teams to attend in the future! If the program sounds like something you would be interested in, please contact us. We'd love to have you and look forward to seeing how BGR can impact the growth and success of your small business!



## Chamber Calendar

### Sponsorship Opportunities

#### Minority Business Week - Bronze, Silver and Gold Sponsorships – 2014

When: October 23, 2014

#### Networking@Noon – 2015

When: Held bi-monthly throughout the year

#### Health Occupations Career Fair and Summer Scrubs Sponsorships – 2015

When: Career Fair – January 2015  
Summer Scrubs – July 2015

#### Small Business Week-Gold and Silver Sponsorships & Reception Sponsor – 2015

When: May 2015

#### Pork & Politics in the Park

When: June 2015

### Member Events

#### Business After Hours

When: October 23, 2014,  
5:30 PM to 7:00 PM

Where: Homewood Suites I-65/Airport Blvd

*For a full list of sponsorship opportunities and events please visit the Chamber's website: [www.mobilechamber.com](http://www.mobilechamber.com)*



PRST STD  
U.S. Postage  
**PAID**  
Mobile, AL  
Permit No. 435

**Mobile Office**

3742 Professional Pkwy.  
Mobile, AL 36609

**Daphne Office**

7133 Stone Drive  
Daphne, AL 36526

**Gulf Shores Office**

121 Cove Avenue | P.O. Box 2405  
Gulf Shores, AL 36547