strengthening EQUIPMENT DEALERSHIPS
K·Coe Isom leads nationally, as consultants and CPAs in the food and agriculture industry, from policy to plate. Equipment dealerships and distributors serve a vital role in maintaining the infrastructure and supplying the producers all across the nation. As such, equipment dealers from coast to coast benefit from our depth of knowledge in your operations and in the unique factors that drive your success.

DEPTH IN EQUIPMENT DEALERSHIPS

From 21 offices across the nation, we represent dealerships of many major OEMs as well as shortline manufacturers. The K·Coe Isom team includes seasoned people who’ve held leadership positions with major dealerships domestically and internationally. Leverage this depth of experience to achieve a better bottom line.

STRENGTHEN YOUR OPERATIONS

Don’t just look backwards at what your business has earned and spent. Instead, take a deep dive into financials, project ahead, benchmark against the industry, and get tools to make sound business decisions that strengthen your operations.

MAKE INFORMED BUSINESS DECISIONS

In a cyclical industry, it’s even more crucial that you manage your operations using all the data available to you. Analyze key performance indicators to build a tailored model. Review your business drivers and get advice on the tradeoffs between market share, pricing, inventory management, and expense control.
GO BIG
Industry consolidation is upon us, raising the pressure on your dealership to get bigger and become more financially stable. Using the triple planning model—an integrated process of strategic, succession, and estate planning—we guide your dealership’s success.

COME TOGETHER
Growth often occurs by merging or acquiring dealerships. During those transactions, we guide you through initial planning and valuations to M&A structures and capital sourcing.

As a newly-merged dealership, we coach you through unification as you integrate cultures, determine compensation structures, and create financial systems that launch your dealership into the future.

POSITION YOURSELF FOR LONG-TERM GROWTH
Your K·Coe Isom team is well-versed in each OEM’s preferences, requirements, and pay-for-performance programs. We’ve worked with teams like yours through decades of dramatic change and we’re ready to help you position your dealership for long-term growth.
DELIVERING RESULTS

As experts in traditional CPA services, we perform audits and tax reporting all across the nation, but with a relationship management style that makes us feel local. Using the information harnessed from those relationships, your K·Coe Isom team goes even further, providing proactive planning that incorporates industry cycles and your relationships with your OEM and customers—this approach makes all the difference.

For dealerships across the US, we deliver these types of results:

- Developed a 5 year Forecasting and Succession Planning Model to transition business to next generation, generating valuation that satisfied outgoing owners and held incoming owners accountable to satisfactory growth and ROI
- Implemented a cost segregation study on a dealership facility upgrade to create $1.8M in first year net present value tax savings
- Facilitated negotiations amongst ownership group that had stalled for over five years to create movement in retirement and succession plan of majority owner including development of cash flow models that satisfied OEM, bank, and outgoing shareholder
- Developed location strategy for dealership to consolidate and move locations, forecast milestone goals to improve net income and cash flow by 350% in first year of implementation

Discover new ways to make your Dealership thrive.

Call Clinton Baker at 316.685.0222 or Marc Johnson at 913.643.5000.