



GROSSMAN YANAK & FORD LLP

Certified Public Accountants and Consultants

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Don has spent the majority of his 35-year career serving the tax and consulting needs of privately held organizations and their owners. He has significant experience handling tax planning and compliance-related issues for all types of entities, including corporations, LLCs and partnerships, and a wide base of clientele, ranging from small start-up organizations in the early stages of development to large, billion-dollar entities in need of technical expertise. Don's broad range of experience encompasses numerous industries, including manufacturing, distribution, oil and gas, real estate development and service-related entities.

Don has extensive experience working in the M&A arena and has worked on structuring transactions on both the buy and the sell sides. Don has also developed tax-saving strategies for income, franchise and other business-related taxes for numerous middle market clients in multiple taxing jurisdictions. Don's skills are utilized for special projects in various areas of expertise, including acquisition planning and due diligence work for potential acquisitions; stock vs. asset sale analyses for acquisition and/or disposition scenarios; development of strategies to reduce state tax obligations of multi-state entities; complex valuation-related issues; and other planning and strategies for individual clients. His background allows him to assist individuals and businesses to determine advantageous strategies for mergers, acquisitions and divestitures.

After graduating from Slippery Rock University with a B.S./B.A. in accounting and finance, Don spent four years with a large international accounting firm in Pittsburgh before joining Grossman Yanak & Ford LLP in 1993. He earned his M.S. degree in Taxation from Robert Morris University in 1998.

Don, a CPA, is a member of both the American and Pennsylvania Institutes of Certified Public Accountants as well as the Allegheny Tax Society. He is a graduate of Leadership Pittsburgh and an active participant in community affairs. Don is a passionate advocate for organ and tissue donation and supports the work of the Center for Organ Recovery & Education (CORE), a nonprofit organ procurement organization. Don formerly served as Treasurer of a nonprofit organization that serves the foster care and adoption needs of medically fragile children.

Don resides in Wexford with his wife, Diana. They have three adult children.