

Michael Balter

ASSURANCE SERVICES

Michael Balter serves as regional managing partner for the Southeast. Additionally, he is Assurance Services leader for the Southeast region and is a member of Marcum's Executive Committee.

Mr. Balter joined Marcum in 2014 with more than 25 years of client service experience in the construction, manufacturing, distribution, and service industries.

Mr. Balter holds an MBA from Florida Atlantic University and a BS in Accounting from the University of Florida, where he serves on the Accounting Advisory Board. He is a member of the American Institute of Certified Public Accountants (AICPA), the Florida Institute of Certified Public Accountants (FICPA), and the Association for Corporate Growth (ACG) – South Florida. He is also a Board member and past president of the Construction Financial Management Association (CFMA) and is chairman of the FICPA Construction Conference.

Mr. Balter authored the Financial Management section of the Contractors Manual for Associated Builders and Contractors (ABC) and recently completed his term as financial counsel for the South Florida chapter of the Associated General Contractors (AGC) of America. He also is a regular contributor to industry journals including *Construction Focus*, *Construction Ink*, and *Building Florida*.

Professional and Civic Affiliations

American Institute of Certified Public Accountants (AICPA)
Associated Builders and Contractors, Inc. (ABC)
Association for Corporate Growth (ACG) South Florida
Construction Financial Managers Associations (CFMA), Board
FICPA Construction Conference Committee - Chair, 2016 Construction Industry Conference
Florida Institute of Certified Public Accountants (FICPA)
University of Florida Accounting Advisory Board

Awards

2019 Power Leader, *South Florida Business Journal*
2018 Power Leader, *South Florida Business Journal*
2017 Power Leader, *South Florida Business Journal*
2016 Power Leader, *South Florida Business Journal*
2015 Power Leader, *South Florida Business Journal*

Articles, Seminars & Presentations

"10 Sure-Fire Mistakes That Can Lead to Contractor Failure," *Construction Business Owner*, January, 2016
Construction Industry Accounting Issues, FICPA
Construction Industry Accounting Update, CFMA
"Guidelines for Establishing a Joint Venture," *Building Foundation*
"Bonus Plan Design," *Construction Ink*
"Does Your Bonus Program Really Work?," *Building Florida*
"Cash Management Improvement Ideas for Contractors," *Building Florida*
"There is More Than One Way To Measure Business Success," *Building Florida*
"The Care and Keeping of an Employee File," *CFMA Building Profits*
"Cash Management Strategies," *Construction Focus*
"Pre-Project Investigation Strategies to Ensure Success," *CFMA*
"Construction Accounting and Benchmarking," *ABC & CFMA*



Michael Balter, CPA*, MBA
Regional Managing Partner

SUBJECT MATTER EXPERTISE

Assurance Services
General Business Consulting

PRACTICE FOCUS

Construction
Distribution
Manufacturing
Service Companies

EDUCATION

Bachelor of Science, Accounting,
University of Florida

Masters in Business Administration,
Florida Atlantic University

Executive Leadership Program,
University of Chicago



MARCUMGROUP
MEMBER

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ACCOUNTANTS ▲ ADVISORS