

CPA firm Partnership Playbook: New Elections

LIFO-PRO, Inc.
11620 Arbor St
Omaha, NE 68144
(402) 330-8573 office
(877) 848-6583 fax
lifopro@lifopro.com
www.lifopro.com



LIFOPro
Software & Turnkey Outsourcing Solutions



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Step 1: Choose Partnership Format

- Standard turnkey outsourcing solution engagement assumes LIFOPro will manage all aspects of the LIFO calculation
- LIFOPro offers a variety of partnership formats to best suit each CPA firm's desired goals and their client's wants/needs
- **Most common partnership formats include:**
 - **Direct partnership: CPA firm directly engages with LIFOPro (wholesale – retail model)**
 - Designed for CPA firms seeking to generate or maximize revenues by building/enhancing a turnkey outsourcing solution LIFO service line
 - CPA firm engages with LIFOPro to obtain turnkey LIFO solution on behalf of their client at a wholesale or discounted fee
 - CPA firm resells LIFO solution to their client at a retail rate (typically between 2x – 4x the cost charged by LIFOPro to CPA firm)
 - Communication, document receivables/deliverables & billing occurs primarily or exclusively between CPA firm & LIFOPro
 - Typically involves a consulting agreement or formal statement of work
 - **Indirect format: Client directly engages with LIFOPro, but provides free resources/support to CPA firm**
 - Designed for CPA firms seeking to offer or enhance their ability to provide LIFO as a tax planning strategy without incurring costs to do so
 - Allows CPA firms to partner with a LIFO subject matter expert and resource who can also serve as their client's 3rd party LIFO service provider
 - CPA firm typically provides an introduction or referral to LIFOPro, recurring involvement is based on the client & firms wants/needs
 - CPA firm & clients can place reliance on LIFOPro's expertise to provide best practices feedback, training & support on all issues related to LIFO
 - LIFOPro engages directly with client regarding document receivables/deliverables & billing
 - **Referral format: CPA firm introduces client to LIFOPro**
 - Designed for CPA firms who lack LIFO expertise/resources, but has clients with LIFO needs
 - Precludes CPA firm clients from seeking a LIFO solution from a competing firm, and ensures clients aren't lost to competing firms who offer LIFO solutions
 - Can also be formatted where LIFOPro pays CPA firm a consulting fee to compensate firms for time spent on introductions/referrals
 - CPA firm typically provides an introduction or referral to LIFOPro, but has minimal amount of involvement on a recurring basis
- LIFOPro allows flexibility in the design of the partnership format to include a hybrid of the above formats
- Multiple partnership formats can be used within a single firm to best suit needs of each client or firm location




Step 2: Year End LIFO Election Planning

- Use LIFOPro's complimentary resources to identify the best LIFO candidates for the upcoming year end:
 - [2024 Top LIFO Election Candidates Guide](#)
 - [2024 Top LIFO Election Candidate List & Client Identification Tool](#)
 - [2024 LIFO Opportunities & Strategies Guide](#)
- **Top LIFO Election Candidates List Overview**
 - Lists are designed to allow firms to locate a commodity or industry that most closely matches their client's product mix
 - **Both lists contain the following fields for each commodity/industry:**
 - **Good LIFO Candidate**
 - Yes value indicates the commodity/industry is a "Good LIFO Candidate" because the historical inflation metrics have favored the long-term use of LIFO
 - No value indicates the commodity/industry is not a "Good LIFO Candidate" because the historical inflation metrics have been unfavorable for the long-term use of LIFO
 - **2024 Top Election Candidate**
 - Yes value indicates a current year LIFO election is recommended because the tax benefits from electing LIFO in 2024 is expected to be greater than or equal to the historical averages
 - No values indicates a LIFO election should be deferred to a future period
 - **2024 inflation rates** – Either can be used to estimate election year taxable income reduction and/or LIFO tax benefit (after-tax savings)
 - **Historical inflation rates**
 - 3/5/10/20 year rates shown to measure the amount of inflation that has existed historically
 - 20 year average annual inflation rate must be greater than or equal to 1% required to meet LIFOPro's historical preferability criteria
 - **Inflation Frequency**
 - Measured using Bureau of Labor Statistics Price Indexes over each of the last 20 years
 - Historical inflation frequency assists in estimating how often LIFO will create a tax benefit; also a valuable risk assessment metric (higher inflation frequency = lower risk & vice versa)
 - Inflation frequency rate of greater than or equal to 50% required to meet LIFOPro's historical preferability criteria
 - **2024 (current period) vs. 20 Year Annual Average Inflation Multiplier**
 - Compares the 2024 inflation rate to the 20 year average annual inflation rate (year to date or 12 months ended Sep/Oct/Nov can be used)
 - Highest multiplier values represent the best LIFO election opportunities since they represent tax benefits that are much higher than the historical averages
 - Inflation multiplier of greater than or equal to 1 required to be a 2024 top LIFO election candidate



Step 3: Client Outreach

- **The following outreach steps should be performed for clients who are 2023 Top LIFO Election Candidates:**
 - Client should be informed that meaningful tax savings could be obtained from electing LIFO in 2023 (may be useful to include their estimated taxable income reduction or tax savings from LIFO calculated using LIFOPro's Good LIFO Candidate List)
 - Client should be advised they can attend a complimentary discovery call to learn more about LIFO and the opportunity
 - Clients may also be advised they can obtain a complimentary LIFO election benefit analysis & receive valuable due diligence resources (some clients will know enough about LIFO to defer/decline attending a discovery call)
 - **Outreach/analysis sequence is flexible to best suit the wants/needs of your firm/client**
 - LIFOPro offers to host a complimentary discovery call with the client and/or CPA firm (presentation can be tailored to exclude any discussion regarding fees if CPA firm is engaging LIFOPro directly & using wholesale-retail model)
 - Some firms/clients may prefer to obtain the LIFO election benefit analysis prior to having discovery call or may opt out of having a discovery call altogether
 - Firms are welcome to host their own discovery calls with clients without LIFOPro present
 - LIFOPro's discovery call presentation slide deck: [How LIFO Works & LIFOPro's Offerings](#)
 - **Outreach steps will likely depend on the CPA firm's partnership format with LIFO**
 - Firms directly engaging with LIFOPro (wholesale-retail model) may internally manage the outreach/analysis process to preclude the need for LIFOPro to communicate with their clients
 - Firms indirectly partnering with LIFOPro will likely connect their client with LIFOPro so the firm or LIFOPro can coordinate scheduling/hosting a discovery call and remain involved/aware regarding the progress of the LIFO analysis process
-  Other firms may prefer for LIFOPro to manage all aspects of the outreach/analysis process and will only need to provide an introduction or referral to their client/LIFOPro

Step 4: LIFO Election Benefit Analysis & Due Dilligence

- Clients who are 2024 Top LIFO Election Candidates & interested in exploring a LIFO adoption should obtain a complimentary LIFO Election Benefit Analysis
- LIFOPro will deliver the client's analysis report & fee quote to the firm and/or client within 1 week or receipt of required docs.
- **Analysis & fee quote documentation requirements**
 - **Non-dealerships**
 - **Current period & prior year end's item detail or stock status report containing the following fields:**
 - Item number (UPC/SKU) and description
 - Stages of production and/or hierarchies (if applicable; hierarchy examples include categories/class/type/line etc.)
 - Quantity on hand or weight
 - Current period item/unit cost
 - Completed benefit analysis questionnaire (enclosed in benefit analysis document request list)
 - **Download our Non-dealer document request list here : [LIFO Election Benefit Analysis Document Request List](#)**
 - **Dealerships: Download, complete & return the applicable questionnaire to LIFOPro**
 - [Auto dealer LIFO Election Benefit Analysis Questionnaire](#)
 - [Machinery & equipment dealer LIFO Election Benefit Analysis Questionnaire](#) (ag/farm & construction machinery)
 - **Other dealerships (RV, powersports etc.):** Contact LIFOPro for document requirements OR IF AVAILABLE, provide the same documentation listed above for non-dealerships



Step 4: LIFO Election Benefit Analysis & Due Diligence, Continued

• Benefit Analysis Report Overview

- Comprehensive case study delivered as PDF report to assist CPA firm & client with the LIFO due diligence process
- Series of historical calculations made to forecast company-specific long-term LIFO tax benefits
- LIFOPro's proprietary inflation scoring system used to model company-specific expected risks vs. rewards of LIFO
- Comparative 2023 year end LIFO calculation results provided to provide accurate estimate of election year LIFO tax benefit
- Includes LIFOPro's findings & recommendations regarding whether a LIFO election should be made/deferred, and the most beneficial submethods to use if a LIFO election recommendation is made
- Also includes a comprehensive Appendix containing LIFO election essentials, accounting for LIFO & FAQs

• Fee Quote Overview

- Provided at the same time the client's benefit analysis report is delivered
- Includes services to be provided, deliverables timing, document requirements & detailed fee quote breakdown
- Provides separate breakdowns for the election year vs. recurring fee amounts
- Provides separate breakdowns for the various LIFO submethod alternatives (if applicable; i.e., internal vs. external indexes)
- Also provides separate line items for optional services

• Onboarding Overview

- LIFOPro offers to schedule/host a call with the firm and/or client to discuss the benefit analysis results, fee quote & next steps at the time of delivering the client's benefit analysis report
- LIFOPro will collaborate as needed after benefit analysis & fee quote delivery to provide additional due diligence resources
- LIFOPro offers to provide clients & CPA firms with our best practices feedback & offer additional analysis as needed
- CPA firms directly engaging LIFOPro may choose to discuss results & fees with client directly, and may choose to only share excerpts of the benefit analysis to the client (LIFOPro will deliver analysis report & fee quote to CPA firm only in these cases)

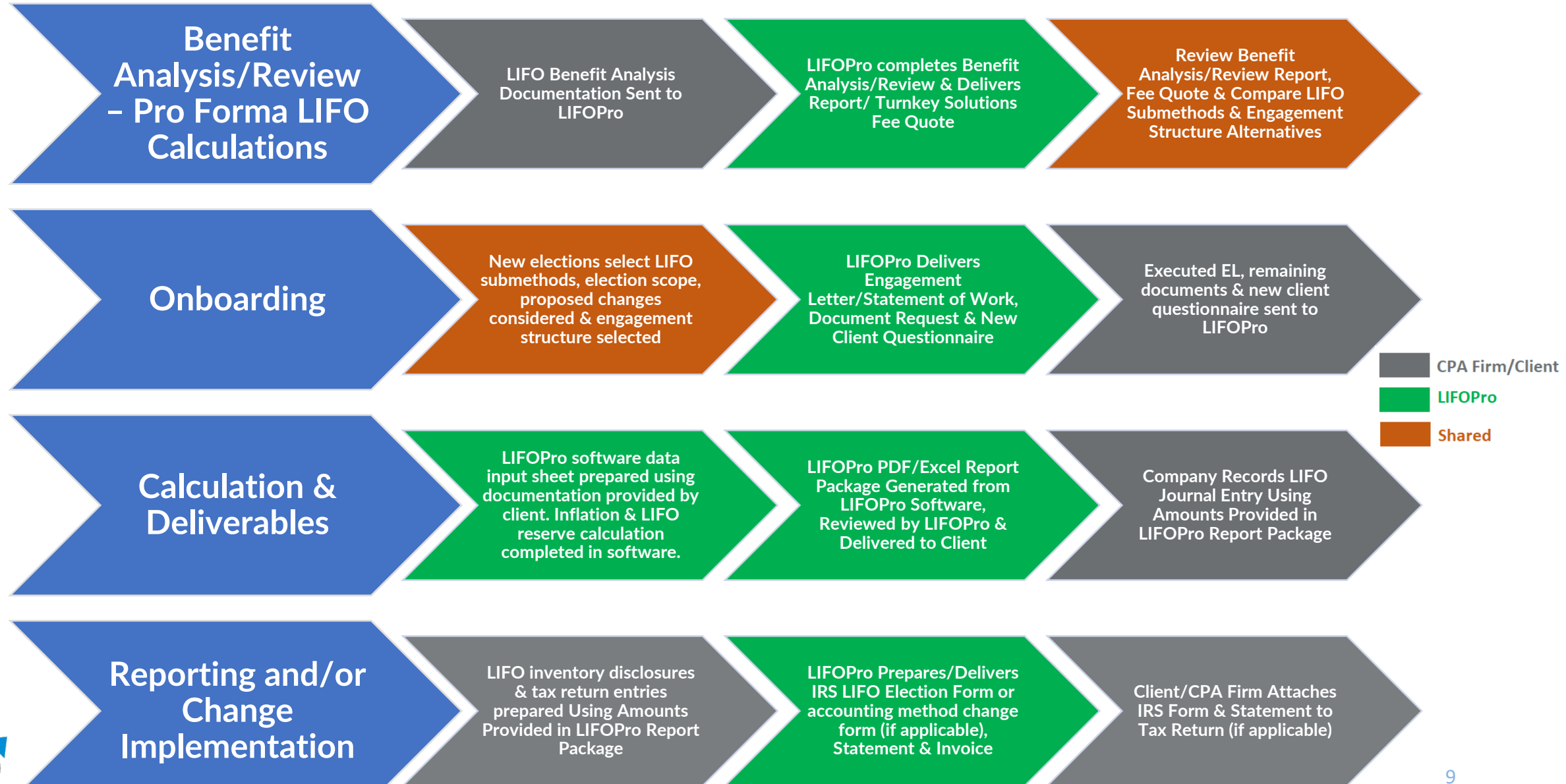


Step 5: Onboarding, Calculation, Deliverables & Implementation

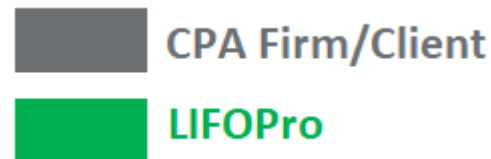
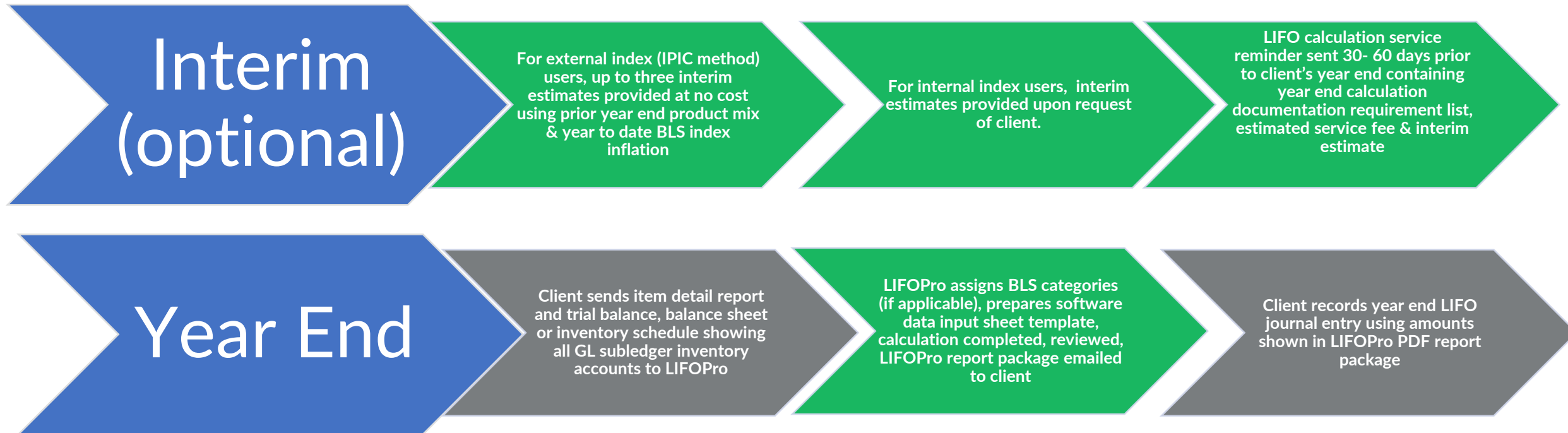
- **Onboarding:** LIFOPro will deliver the following items within 3 business days of requesting to move forward with an engagement:
 - **Engagement letter or statement of work**
 - **Final document request & new client questionnaire (Excel file containing items below & sample templates)**
 - **Document request**
 - Contains remaining list of items required to prepare/deliver client's final LIFO report package
 - Document request items typically includes year end inventory reports if not already provided & Often will include a trial balance or balance sheet schedule with applicable breakdowns for inventory-related subledger accounts
 - **New Client Questionnaire**
 - Includes document delivery deadlines to ensure timely LIFO report package delivery
 - Questionnaire also includes questions required to prepare/deliver client's IRS LIFO election forms package
 - **Required documents & completed questionnaire must be returned to LIFOPro prior to CPA firm/client receiving final deliverable**
- **Calculation:** LIFOPro will complete the calculation immediately upon receiving the items listed in the document request
 - LIFOPro software Excel data input sheet prepared using client documentation
 - Client's Excel data input sheet loaded into LIFOPro software & LIFO calculation completed
 - Standard LIFO PDF report package generated using LIFOPro software & LIFOPro reviews reports prior to delivery (reports can also be provided as Excel files)
- **Deliverables:** LIFOPro will electronically deliver the following to the client/CPA firm upon receipt of the above documents:
 - **LIFO PDF report package (and/or Excel reports)** – Contains all information required for financial reporting, audit/review & tax purposes
 - **IRS LIFO election forms package** - Required to be attached to client's year end tax return (first year only)
- **Implementation:** Client can complete all remaining LIFO-related tasks upon receiving the deliverables listed above, including:
 - Client records LIFO journal entry using amounts provided in LIFO report package
 - Client/CPA firm prepares LIFO-related tax return entries on year end tax return & attaches IRS LIFO election forms package to return



Turnkey Outsourcing Solutions Process Flow: First Year



Turnkey Outsourcing Solutions Process Flow: Recurring



Sample LIFO Election Benefit Analysis Report Excerpts

Pro Forma LIFO Calculation Results

Figure 1. Sample Company 20 Year Pro Forma LIFO Calculation Summary: External Index (IPIC Method)

Description	Result	Good LIFO Candidate Criteria	Good LIFO Candidate Criteria Met
Cumulative Inflation: 2005 - 2024	133%		
3 Year Average Annual Inflation Rate	14.9%		
5 Year Average Annual Inflation Rate	13.7%		
10 Year Average Annual Inflation Rate	6.3%		
20 Year Average Annual Inflation Rate	4.3%	≥ 1%	Yes
Inflation Frequency	70% (14 of 20)	≥ 50%	Yes
All Good LIFO Candidate Criteria Met?	Yes		
20 Year LIFO Reserve	\$21,110,880		
Average Annual LIFO Expense	\$1,055,544		
Combined Federal & State Tax Rate	30%		
20 Year LIFO Tax Benefit	\$6,333,264		
Average Annual LIFO Tax Benefit	\$316,663		
Estimated Recurring Annual Outsourcing Fee	\$2,500		
Cost as % of Avg. Annual LIFO Tax Benefit	0.8%		

Note: For tax purposes, LIFO is applied prospectively beginning in the year of election. Estimated 20 year LIFO reserve and 20 year tax liability reduction amounts are forecasts of the future LIFO tax benefit and are for analysis purposes only.

Figure 2. Sample Company 2024 Year End LIFO Calculation Estimate Comparison Summary

Description	External Indexes (IPIC Method)	Internal Indexes	Difference: External vs. Internal
2024 Year End Inventory Balance at Cost	\$31,972,730	\$31,972,730	-
2023 Year End Inventory Balance at Cost	\$35,613,933	\$35,613,933	-
2024 Year End Inflation Rate	23.4%	2.9%	20.5%
2024 Year End Inventory Balance at LIFO	\$25,912,644	\$31,073,512	-\$5,160,868
2024 Year End LIFO Expense/Reserve	\$6,060,086	\$899,218	\$5,160,868
Combined Federal & State Tax Rate	30%	30%	
2024 Year End LIFO Tax Benefit	\$1,818,026	\$269,765	\$1,548,260
2024 vs. 20Y Average Inflation Multiplier	5.4	0.7	
Election Recommendation Criteria	Inflation Multiplier ≥ 1		
LIFO Election Recommendation Criteria Met?	Yes		

Preferability Scoring Results & Recommendations

Criteria Type	Criteria Description	Criteria Requirement	Result	Criteria Met?
Good LIFO Candidate	20 Year Average Annual Inflation Rate	Greater than or Equal to 1%	4.3%	Yes
Good LIFO Candidate	20 Year Inflation Frequency	> 50% (11 or more of 20 Years)	70% (14 of 20)	Yes
Election Recommendation	2024 vs. 20Y Average Inflation Multiplier	Greater than or Equal to 1	0.2 - 5.7	Yes
All Good LIFO Candidate Criteria Met?				Yes
2024 Year End LIFO Election Recommended?				Yes

Preferability Statement

Upon our evaluation of Sample Company's current and historical inventory costs, it is our opinion that the LIFO method of inventory costing is preferable over Sample Company's present method and other alternatives available because it allows for better matching of costs and revenues, as historical inflationary inventory acquisition prices are expected to continue in the future and the LIFO method uses the current acquisition prices to value cost of goods sold.

Figure 3. LIFO Submethods Recommendations

Description	Recommendation
Index Computation Method	Dollar-value
Inflation Comparison Period Method	Link-chain
LIFO Election Scope	All inventories
Inflation Measurement Source	External Indexes (IPIC method)
Item Definition Method	Applicable BLS categories
LIFO Pooling Method	IPIC Pooling Method
Number of LIFO Pools	1
IPIC Submethods	
BLS Index Type	Producer Price Index (PPI)
10% or non-10% Method	Non 10% method
Appropriate Month	TBD
Appropriate Month Selection Type	Annual Selection
Preliminary or Final Indexes	Preliminary
Preliminary Index Release Version	1st Release



Sample LIFO Election Benefit Analysis Report Excerpts

20 Year Pro Forma IPIC LIFO Taxable Income & Tax Liability Reduction Schedule

Period	Inflation Rate	Taxable Income Reduction (Increase)		Tax Liability Reduction (Increase)					
				25% Tax Rate		30% Tax Rate		35% Tax Rate	
		Current Period	All Periods	Current Period	All Periods	Current Period	All Periods	Current Period	All Periods
12/31/2005	10.3%	\$2,997,620	\$2,997,620	\$749,405	\$749,405	\$899,286	\$899,286	\$1,049,167	\$1,049,167
12/31/2006	37.3%	7,874,143	10,871,763	1,968,536	2,717,941	2,362,243	3,261,529	2,755,950	3,805,117
12/31/2007	-15.4%	-4,936,557	5,935,206	-1,234,139	1,483,802	-1,480,967	1,780,562	-1,727,795	2,077,322
12/31/2008	-24.0%	-7,688,003	-1,752,797	-1,922,001	-438,199	-2,306,401	-525,839	-2,690,801	-613,479
12/31/2009	18.7%	5,039,254	3,286,457	1,259,814	821,614	1,511,776	985,937	1,763,739	1,150,260
12/31/2010	6.0%	1,530,144	4,816,601	382,536	1,204,150	459,043	1,444,980	535,550	1,685,810
12/31/2011	14.9%	3,972,776	8,789,377	993,194	2,197,344	1,191,833	2,636,813	1,390,472	3,076,282
12/31/2012	-10.8%	-3,444,934	5,344,443	-861,234	1,336,111	-1,033,480	1,603,333	-1,205,727	1,870,555
12/31/2013	-0.4%	-117,532	5,226,911	-29,383	1,306,728	-35,260	1,568,073	-41,136	1,829,419
12/31/2014	9.8%	2,851,461	8,078,372	712,865	2,019,593	855,438	2,423,512	998,011	2,827,430
12/31/2015	-2.9%	-921,838	7,156,534	-230,460	1,789,134	-276,551	2,146,960	-322,643	2,504,787
12/31/2016	12.0%	3,312,748	10,469,282	828,187	2,617,321	993,824	3,140,785	1,159,462	3,664,249
12/31/2017	5.0%	1,105,266	11,574,548	276,317	2,893,637	331,580	3,472,364	386,843	4,051,092
12/31/2018	4.0%	783,169	12,357,717	195,792	3,089,429	234,951	3,707,315	274,109	4,325,201
12/31/2019	-24.0%	-7,677,196	4,680,521	-1,919,299	1,170,130	-2,303,159	1,404,156	-2,687,019	1,638,182
12/31/2020	7.4%	2,196,669	6,877,190	549,167	1,719,298	659,001	2,063,157	768,834	2,407,017
12/31/2021	16.6%	4,250,033	11,127,223	1,062,508	2,781,806	1,275,010	3,338,167	1,487,512	3,894,528
12/31/2022	2.6%	654,519	11,781,742	163,630	2,945,436	196,356	3,534,523	229,082	4,123,610
12/31/2023	18.7%	3,269,052	15,050,794	817,263	3,762,699	980,716	4,515,238	1,144,168	5,267,778
12/31/2024	23.4%	\$6,060,086	\$21,110,880	\$1,515,022	\$5,277,720	\$1,818,026	\$6,333,264	\$2,121,030	\$7,388,808

2024 amounts shown above are estimates and are not final figures.

Using Sample Company's 2024 product mix & inventory balance of \$31.9M for all prior periods, pro forma LIFO calculations were made for each of the past 20 years using external inflation indexes published in the Producer Price Index division of the Bureau of Labor Statistics (BLS PPI). These results are a conservative estimate of the potential taxable income reduction & tax liability reduction from LIFO that could occur over the next 20 years by using the current year end inventory balance at cost, product mix & the weighted average BLS PPI inflation rates calculated for the 2005 – 2024 year ends.

Note 1: 20 year projection is for analysis purposes only to illustrate the potential tax liability reduction from LIFO that could occur over the next 20 years. LIFO adoption is treated prospectively, and change is applied beginning in the year of change. Accordingly, only the 2024 year end tax liability reduction from LIFO shown above would be obtained by electing LIFO this year.

Note 2: 2024 year end calculation assumes a base year of 2023, and accordingly, the 2024 LIFO expense is built off the prior year end inventory balance. All other periods shown above use current period's inventory balance to calculate LIFO expense.



Sample LIFOPro Fee Quote Excerpts

LIFO-PRO, Inc.

11620 Arbor St Suite 100
Omaha, NE 68144

Tel 402-330-8573 www.lifopro.com
Fax 877-848-6583 lifopro@lifopro.com



November 8, 2023

Mr. John Doe
ABC CPA Firm
1234 Anywhere Lane
Sometown, NE 68144

Turnkey Outsourcing Solutions Fee Quote: Sample Company

• Services Included:

- Current year inflation index calculation Excel work file preparation using Client-provided documentation
- Bureau of Labor Statistics (BLS) Producer Price Index (PPI) category assignment to all inventory items present at year-end for Client's current year inflation index calculation (if applicable)
- Current year inflation index calculation preparation
- Year end LIFO reserve calculation preparation
- LIFO layer history maintenance & update
- LIFOPro report package preparation & delivery containing current year inflation index calculation documentation, current year LIFO reserve documentation & LIFO layer history
- Sec. 263A UNICAP costs using company-provided absorption ratio (if applicable)
- IRS Form 970 Application to Use LIFO Inventory Method & statement preparation (first year only)
- Preparation of up to three interim LIFO estimates (for client's using external indexes or IPIC method)
- Any LIFO calculation and/or report revisions requested by client
- Unlimited training, support & best LIFO practices feedback
- Up to 40 hours of IRS audit support
- LIFOPro's Service Organization Control Report (SOC 1 Type 2 report; formerly SAS70 report)

• Deliverables Timing:

- LIFOPro report package: Earlier of the following two dates:
 - 1 week of receipt of client documentation
 - Client-requested delivery date
- IRS Form 970 & statement: 3 days of receipt of completed New Client Questionnaire

• Estimated Service Costs

- First year estimated cost:
 - LIFO calculation services \$1,950
 - IRS Form 970 preparation \$ 600
 - Total first year services cost \$2,550
- Recurring annual calculation services cost:
 - Using external indexes
 - Year end LIFO calculation \$ 950
 - BLS PPI category assignment (optional) \$ 250
 - Total recurring service cost \$1,200
 - Using internal indexes
 - Year end LIFO calculation \$1,200
 - Interim estimate (per estimate) \$ 400

• Terms

- Engagement Period: 1 year with optional annual renewal
- Recurring annual calculation service fee lock period: 3 years

• Client Documentation Requirements

- Current & prior period's item detail reports
- Trial balance or balance sheet schedule for each of the past three year ends showing all inventory-related subledger accounts
- Completed new client questionnaire



Sample LIFO PDF Report Package Excerpts

Sample Company

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LIFO CALCULATION HISTORY FOR 12/31/2022 BASE YEAR THROUGH 12/31/2023 REPORT 16

Pool: 1 All inventories

PERIOD	CURRENT YEAR COST	CUR. YR. DEFLATOR INDEX	CUMLTV. DEFLATOR INDEX	INVENTORY AT BASE PRICES	INC(DEC) AT BASE PRICES	CUMLTV. INFLATOR INDEX	PRICED INC(DEC)	LIFO INVENTORY	LIFO RESERVE	LIFO EXPENSE	LAYER AT BASE	LAYER AT COST
12/31/2022	8,904,459		1.000000	8,904,459	8,904,459	1.000000	8,904,459	8,904,459	0	0	8,642,823	8,642,823
12/31/2023	9,356,684	1.082596	1.082596	8,642,823	-261,636	1.000000	-261,636	8,642,823	713,862	713,862	0	0
					8,642,823	1.000000	8,642,823			713,862	8,642,823	8,642,823

Sample Company

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LIFO RESERVE CALCULATION PROOF REPORT 18a

12/31/2023

Pool number	Row	Formula/Source	1
Pool name			All inventories
Current-year cost	7	Inventory total	9,356,684
Current year deflator index	8	Pool index calculated	1.082596
Prior year cumulative deflator index	9	Layer history Report 16	1.000000
Current year cumulative deflator index	10	Row 8 times Row 9	1.082596
Current year inventory at base	11	Row 7 divided by Row 10	8,642,823
Prior year inventory at base	12	Layer history Report 16	8,904,459
Increase(decrease) at base	13	Row 11 minus Row 12	-261,636
Current year cumulative inflator index	14	Same as Row 10 for increment	n/a
Increase(decrease) in LIFO cost	15	Row 28	-261,636
Prior year LIFO inventory	16	Layer history Report 16	8,904,459
Current year LIFO inventory	17	Row 15 plus Row 16	8,642,823
Current year LIFO reserve	18	Row 7 minus Row 17	713,862
Prior year LIFO reserve	19	Layer history Report 16	0
Current year LIFO expense(income)	20	Row 18 minus Row 19	713,862
Detail of decrements calculation:			
Decrease at base by year:	23		
	24	Report 16a	-261,636 22
Cumulative inflator indexes for decrements:	25		
	26	Report 16a	1.000000 22
Decrease at LIFO cost by year:	27		
	28	Report 16a	-261,636 22
Proof of current year LIFO expense(income):			
Current year inflation(deflation)	30	Row 8 minus one as a percentage	8.26%
Prior year current-year cost	31	Layer history Report 16	8,904,459
C/Y expense(income) due to inflation	32	Row 30 times Row 31	735,472
C/Y cum. def. index minus avg. index of layers eroded	33	Row 10 - Row 26	.082596
Expense(income) due to layer erosions	34	Row 13 * Row 33	-21,610
Total current year LIFO expense(income)	35	Row 32 plus Row 34(ties to Row 20)	713,862



Frequently Asked Questions

- **What are LIFOPro's turnkey outsourcing solutions costs?**
 - **First year including IRS LIFO election forms preparation** – Fees start as low as \$1K
 - **Recurring (optional)** – Fees start as low as \$500/year
- **What is LIFOPro's standard turnaround time?**
 - **LIFO election benefit analysis report & fee quote:** 1 week or less upon receipt of the required documents, but can be expedited as quickly as 1 – 2 day turnaround time as needed
 - **Engagement letter & document request:** 2 – 3 business days of receiving engagement request, but can be expedited to be provided the same day as needed
 - **LIFO report delivery:** 1 week or less upon receipt of the executed engagement letter & requested documents, but same-day turnaround time can be provided as needed. Interim estimates are typically made within 1 – 2 business days, but also can be expedited if need be.
- **Will LIFOPro deliver LIFO report packages and/or invoices to a specific or multiple parties even though the engagement is only with the CPA firm/client?**
 - LIFOPro will deliver the LIFO PDF report package and invoices to all parties who desire to receive it, including various company and CPA firm contacts
 - LIFOPro will deliver the LIFO PDF report package and invoices to only the CPA firm for firms who are directly engaging with LIFOPro
- **What are LIFOPro's billing/payment policies?**
 - **Billing**
 - LIFOPro will invoice the client within 1 – 3 business days of LIFO report package delivery
 - Standard payment term is due upon receipt, but can be modified as needed
 - LIFOPro's engagements are for a one-year period, but allow for optional annual renewal
 - LIFOPro's recurring fee stated in the engagement is guaranteed to remain the same for a 3-year period, meaning the engagement letter is designed to survive for the first four years of the engagement (one year for first year fees stated in engagement & 3 years for the recurring fees)
 - **Payment:** Physical check & electronic check (e-check offered via CPACharge free of charge) or Credit card (offered via CPACharge; 2.95% processing fee applies)



Resources

- [LIFOPro's Offerings Overview \(1-page summary\)](#)
- [2024 Top LIFO Election Candidates Guide](#)
- [2024 LIFO Opportunities & Strategies Guide](#)
- [2024 Top LIFO Election Candidate List & Client Identification Tool](#)
- [LIFO Election Benefit Analysis Document Request List – Non Dealers](#)
- LIFO Election Benefit Analysis Questionnaires – Dealerships
 - [Auto Dealership LIFO Election Benefit Analysis Questionnaire](#)
 - [Other Dealership LIFO Election Benefit Analysis Questionnaire](#)
- [Sample LIFO Election Benefit Analysis Report](#)
- [Sample LIFOPro Report Package](#)
- [LIFOPro's SOC 1 Type 2 Report](#)
- Contact Bob Richardson for business development questions and requests (primary contact for all business development opportunities & first-time engagements):
 - Bob Richardson, CPA
 - robert@lifopro.com
 - Direct dial: 531-466-4275
 - Cell: 402-850-4807

LIFO-PRO, Inc.
11620 Arbor St
Omaha, NE 68144
(402) 330-8573 office
(877) 848-6583 fax
lifopro@lifopro.com
www.lifopro.com

