

Subscribe  
LI Biz Blog  
LI Bizcast

### Fl@sh report

Free to your Desktop... Sign up now.

**SIGN UP**

## Weekly Edition

# Despite accounting crunch, it's long addition at M&K

By Claude Solnik

Friday, January 19, 2007

ADVERTISEMENT

- [Banking/Finance](#)
  - [Economy](#)
  - [Energy](#)
  - [Government](#)
  - [Healthcare](#)
  - [Hospitality/Tourism](#)
  - [Law](#)
  - [Not-for-Profits](#)
  - [Opinion](#)
  - [Real Estate](#)
  - [Small Business](#)
  - [Technology](#)
- [Calendars](#)
  - [Newsmakers](#)
- [Focus](#)
  - [Growth Strategies](#)
  - [Homes of Distinction](#)
  - [Luxury Auto Guide](#)
- [Advertiser Spotlights](#)

Article Tools

E-mail this

Printer friendly

While some accounting firms are having trouble filling seats, the bodies are piling up at Marcum & Kliegman.

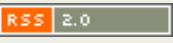
After hiring 120 people last year, the Melville-based accounting firm hopes to hire 175 to 200 more.

Managing Partner Jeffrey Weiner said businesses has expanded across the board, with 60 percent of its growth occurring on Long Island. Its private equity fund, publicly traded company and hedge fund practices have all blossomed, largely by recruiting people from other New York City firms. M&K handles 200 of the nation's 10,000 hedge funds and 85 of 14,000 publicly traded companies.

Weiner said the company is looking for a Long Island satellite office to accommodate its new personnel.

While the firm's staff growth – it now employs about 400 – is noteworthy, it especially stands out for having occurred while accountants are in short supply.

"It's easy to attract people (to Long Island) ... who want better quality of life with the same salary they've been getting in New York City," Weiner said. "Most of the people



we recruit [to] Long Island are from New York City firms.”

Finding the right people hasn't been easy, though. The firm hired nearly half of its new staffers through recruiting firms, which charge up to 25 percent of first-year salaries.

“Everybody's looking for accountants,” said Steve Speter, a managing director at Melville-based Lloyd Staffing, which M&K has contracted.

“It's like it was for Y2K in the year 2000 for the IT departments.”

A Port Washington company, Speter said, just put in an order for 10 accountants. And as demand rises, so do salaries – and Lloyd Staffing's cut. Senior accountants with four to six years of experience today earn \$80,000 to \$110,000, up from \$70,000 to \$90,000 just two years ago, Speter said.

Marcum & Kliegman also is recruiting online through Hotjobs, and plans to do so through facebook.com. The firm is even considering potential mergers for even faster growth, Weiner said.

“We're talking to a number of people,” he said. “Nothing will probably happen until the second half of '07.”

[Help](#) • [Privacy Policy](#) • [Advertise](#)

© 2007 Long Island Business News

