



KGS CPAs PLLC

Audit, Tax, Accounting & Advisory Services for Growing Organizations

Kennard G. Smith, MBA, CPA, CGMA · Managing Member
Greater Washington Area · Serving clients nationwide
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CAPABILITY STATEMENT
FEDERAL

30%

REPORTING EFFICIENCY IMPROVEMENT

20%

PROCESSING TIME REDUCTION

From the principal's prior engagements

CORPORATE OVERVIEW

KGS CPAs PLLC is a Greater Washington Area CPA firm delivering audit support, tax, accounting, and financial advisory services to government contractors, growing businesses, and grant-funded organizations. Our principal brings 15+ years of accounting and financial advisory experience, including federal contracting, financial reporting, audit support, and financial systems implementation.

We are built for organizations at the point where finance stops being bookkeeping and becomes infrastructure — entities carrying federal funding, multi-state obligations, lender covenants, or audit exposure.

CORE COMPETENCIES

Audit & Assurance — Financial statement preparation; 2 CFR 200 single audit readiness; internal controls; audit liaison; PBC coordination; finding remediation.

Tax Compliance & Advisory — Federal, state, and multi-state tax compliance; entity structuring; tax planning; R&D and employment credits; tax authority representation.

Government Contract Accounting — Monthly close; AP/AR and payroll; job cost and project accounting; accounting systems designed to support DCAA requirements and government contracting compliance; FAR Part 31 cost-principle support.

Indirect Rate Development & Management — Direct and indirect cost classification; indirect cost pool and allocation-base development; provisional billing rates; actual indirect rate calculations; wrap rate development; rate forecasting and monitoring; variance analysis; support for DCAA-compliant rate structures.

Financial Advisory & Consulting — Fractional CFO/controller services; cash flow forecasting; budgeting; KPI reporting; financial due diligence; contract and grant compliance; systems implementation.

Platforms — Deltek Costpoint · Oracle · PROCAS · QuickBooks · Unanet · Gusto

DIFFERENTIATORS

Licensed CPA oversight. Audit-defensible documentation and a stated accounting rationale — not just reconciled books. CPA, CGMA and MBA credentials in a single point of contact.

Compliance-first orientation. Expertise in the frameworks that carry consequences — GAAP, FAR Part 31, 2 CFR 200 and multi-state nexus — supporting audit readiness and minimizing rework.

Principal-led delivery. The person who scopes the engagement performs it — no handoff to junior staff, one point of accountability.

Subcontracting plan support. Qualified accounting and financial management services that help prime contractors meet small business subcontracting objectives under FAR 52.219-9.

Multilingual. Fluency in Spanish.

CORPORATE DATA

UEI	W9K5NN2AANE4
CAGE Code	20QS9
NAICS	541211 · 541219 · 541214 · 541611 · 541618 · 541511 · 541512 · 541519
PSC	R703 · R704 · R710 · R499 · R799 · R408 · D302 · D306
Standards	GAAP · GAAS · FAR Part 31 · 2 CFR 200 Uniform Guidance · IRC

PAST PERFORMANCE

VALLEY ROOTED CONSULTING (VRC) — U.S. MARSHALS SERVICE CONTRACT

2026–Present | \$9M+ Contract

- Designed and implemented a CLIN-level accounting system with project and task-order cost tracking; built wrap-rate, budget, and cash-flow models supporting proposal pricing; documented invoicing and monthly reporting SOPs.
- Performed Service Contract Act classification review with formal CPA determination memo; supported DOL wage-determination timekeeping/payroll documentation, SF-1444 conformance, multi-state nexus analysis, and multi-year S-corp and individual tax workpapers.

CDM SMITH — FEDERAL & COMMERCIAL PROJECT ACCOUNTING (MANAGER/PRINCIPAL)

2012–2022 | \$100M+ Annual Portfolio

- Managed full project lifecycle accounting (setup, monitoring, and closeout) in Deltek Costpoint and Oracle across a federal and commercial portfolio exceeding \$50M annually, under GAAP and FAR.
- Reconciled general ledger and balance-sheet accounts and coordinated annual financial and compliance audits with Big Four firms; reduced audit findings 30% over two years with consistent clean audit outcomes.
- Automated Excel-based financial reporting across the federal portfolio, eliminating 40+ hours of manual reporting per month and improving project-performance visibility.

KENETICS SOLUTIONS — FINANCIAL PLANNING & BUSINESS ADVISORY

2026–Present | \$10M Company Valuation

- Built integrated operating budgets, cash-flow forecasts, and scenario-based cost models to guide pilot launch, funding needs, spending priorities, and scalable growth planning.
- Advised leadership on pricing, contractor costs, resource allocation, and profitability, translating operating assumptions into decision-ready financial analysis for management and growth decisions.

Client references available on request.

LICENSES, CERTIFICATIONS & BUSINESS DESIGNATIONS

Small Disadvantaged Business (SDB)

Minority-Owned Business

CPA (Virginia, Lic. #45150)

CGMA

Minority-Owned Business is a business ownership/status designation, not a separate federal certification.