

Lance H. Jacob
Manager

Professional and Volunteer Memberships

Maryland Society of Accountants
Carroll County Chamber of Commerce
Maryland Horse Council
Potomac Valley Dressage Association

Academic Preparation

1987
University of Maryland
Bachelor of Science, Accounting

Professional Experience

Manager
Naden/Lean, LLC
1991 – Present

Staff Accountant
Gross, Mendelsohn & Weller
1989 – 1990

Staff Accountant, Office Administrator
Harry B. Gorfine & Co.
1988 – 1989

Staff Accountant
Hughes, Zillig & Wilson
1988

Entry Level Accountant
Daniel C. Conkling
1987

BACKGROUND

Lance joined Naden/Lean, LLC in 1991. Lance provides accounting, tax, and consulting services for individuals and businesses which include dentists, other healthcare providers, retail, and equine.

Lance provides start-up services to new businesses including working with banks to help obtain financing. With his equine clients, Lance works to ensure they are in compliance with the federal, state, and local taxing authorities with respect to employment, business tax and reporting issues.

Lance grew up on farms with horses. He has owned horses for the last ten years (or could better be classified as chief stall cleaner for his wife's horses). His home zoo consists of five horses, four dogs, three cats, two sons and a goat. His wife Karen is a board member of the Potomac Valley Dressage Association.

PRESENTATIONS and PUBLICATIONS

- *“Top Ten Mistakes Dentists Make Filing Taxes”* The Oracle, Southern Maryland Dental Society Newsletter, February 2011
- *“Should I Start an Equine Business?”* University of Maryland Equine Business Seminar, Horse World Expo, 2011
- *“Farm Accounting Basics”* University of Maryland Equine School, March 2010
- *“New IRS Regulations for Equine Operations”* University of Maryland Equine Business Seminar, Horse World Expo, January 2010
- *“How to Avoid an Audit”* Maryland Horse Council, February 2009.
- *“For Love or Money – Defining you equine activity as a hobby or business.”* Paint Horse Journal, January 2009.
- *“Unlocking the Mysteries of LLCs”*, University of Maryland Equine Business Seminar, Horse World Expo, 2009
- *“Bookkeeping 101 – Six tips for better horse keeping accounting practices.”* Cutting Horse Chatter, June 2008.
- *“Is it a Business?”* Hobby Loss Rules, University of Maryland Equine Business Seminar, Horse World Expo, 2008