

**Better Ideas.  
Sharper Results.**

**SHORTS**

# Better Ideas. Sharper Results.

*We're not your average accountancy firm.  
We're a team of specialists all pulling in the same  
direction. With a long standing heritage of over 125  
years, we've grown from a local business, to a nationally  
recognised award-winning firm.*

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There are five key ingredients  
to our success...

1. — Experience
2. — Services
3. — Expertise
4. — Approach
5. — Ambition

1.

# Experience

## Shorts in numbers

120

With over 120 staff, Shorts are one of the largest practices in the region.

Shorts were founded in 1890 and we've been trading for over 125 years.

125 20%

Over 20% growth PA since 2014.

£1.5m Invested in developing our Sheffield and Chesterfield offices.

£1.5m

2.

# Services

Better Ideas. Sharper Results.

Our services and expertise are outstanding - they have earned us the reputation we're so proud of. We provide all the services you would expect from the region's leading accountants but what makes our work exceptional, is the way we seamlessly blend this expertise across all our services.

No matter which service you access, you can be sure we'll proactively pull together in your best interests.



## Accountancy

Our award-winning accountancy services free you up to focus on growing your business, safe in the knowledge that we're on your side. You'll have our attention year-round, not just at the year-end, as we actively seek opportunities to make a real difference to the health and wealth of your business.



## Business Taxes



Our expert team is strategic and proactive, so you're not just compliant or surviving, you're thriving. With Shorts, tax is not an endurance but an opportunity, and by getting to know you and your goals, we can make it work to the best advantage for you and your business.

## Corporate Finance



Leading a business through change is a challenge and finding the best route to the future you want requires true expertise. Whether you're buying, selling or raising finance for a business, our award-winning team are with you all the way, bringing strategy, insight and conviction to get you the results you really want.

## Private Client



Our team are specialists in trusts, wills, estate planning and personal tax. Our market-leading service gives you a complete and uninterrupted view of your finances - business to personal, one generation to the next, present to future.

By understanding your business and its goals, as well as your own personal ambitions, we're in a great position to optimise your finances to create the best possible future.

## Wealth Management



Wealth management has been in the DNA of our business since 1890. For generations since, we've been that safe pair of hands helping clients to create, manage and preserve their wealth.

Our team of independent financial advisers combines deep professional expertise in pensions and retirement, investments, trusts, wills, estate planning and personal tax. They will work closely with you to unravel the complex and build a complete picture of your personal finances. Our solutions then take everything into account, optimising wealth now and for future generations.



# A superb piece of work.



Chris Alsop,  
HSBC



It takes a certain expertise to manage the R&D claims process properly and I doubt whether there are many in this area who genuinely do it as well as Shorts.



Stuart Murphy,  
Rollem Patent Products Limited



Shorts are constantly looking for new ways of doing things. They solve problems very quickly.



Sue Morton,  
Abbeydale Brewery Limited



Very quickly we knew that our interests were in good hands.



Julia Proctor,  
Sheaf Motors Limited



Shorts' tax department has been absolutely fantastic - very reactive to any changes in law and saved our company a lot of money in terms of corporation tax paid.



Ashley Holmes,  
Penny Hydraulics Limited

# Expertise



We're home to some incredible expertise – specialists have come to us from some of the worlds leading firms, bringing years of experience that they have shared and continued to hone.

Today, we're recognised as an award-winning, leading regional firm, that's not just delivering but that innovates; using deep knowledge, technology and expertise to find new ways to make our clients' businesses better and their personal finances stronger.

## Partners & Directors

### Credentials



**Andy Irvine**

- Chartered Tax Adviser
- Chartered Accountant



**Howard Freeman**

- Chartered Tax Adviser
- Chartered Accountant



**Chris Chambers**

- Chartered Tax Adviser
- Chartered Financial Planner
- Advanced Diploma in Financial Planning



**Malcolm Pope**

- Chartered Accountant



**Scott Burkinshaw**

- Chartered Tax Adviser



**Simon Hollin**

- Chartered Financial Planner
- Advanced Diploma in Financial Planning



**Andy Ryder**

- Chartered Accountant
- ICAEW Corporate Finance Qualification



**Rachael Dronfield**

- Chartered Tax Adviser
- Chartered Financial Planner
- Society of Trust and Estate Practitioners
- Advanced Diploma in Financial Planning



**Ceri Lewis**

- AISMA accredited
- 30 years' experience advising healthcare professionals



**Brian Gooch**

- Chartered Tax Adviser
- Chartered Accountant



**Adam Ames**

- Chartered Accountant



**Andrew Heelin**

- Over 40 years' audit and accounting experience with Shorts



**David Robinson**

- Chartered Tax Adviser
- Chartered Accountant

### Services

- Accountancy Services
- Corporate Finance
- Business Taxes
- Private Client
- Wealth Management



# Approach

Our reputation has grown on trust, through the enduring relationships built with clients who have worked with us for generations. Our advice is active, strategic and perfectly tailored to you and your business. We don't wait for you to ask, we come to you with ideas and opportunities.

We are:

### Proactive

We continually look for opportunities to make your business better and your personal finances stronger.

### Human

Because people do business with people. That's why we are approachable and focus on building strong, open relationships with our clients.

### Joined-up

Seamless expertise from across all our services creates better advice for your greater prosperity.

### Partners

This is how we want our clients to see us – because we will always deliver our best when we are in a position to truly partner and collaborate with them. Their success becomes ours.

### Leading

Always. In everything we do, we strive to be the outstanding, innovative practice in our region.

# Ambition

## For Shorts

Our ambition is to become the leading firm in our region. This goal defines who we are and underpins everything we do. It's also led to substantial recognition from our peers:

- Advisory Firm of the Year, Yorkshire Accountancy Awards Winner 2018
- Mid-Tier Firm of the Year, British Accountancy Awards Finalist 2016
- Insider Dealmakers, Corporate Finance Firm of the Year – Shortlisted 2016, 2017 & 2018
- Insider Dealmakers, National / International Dealmaker of the Year – Shortlisted 2017 & Winner 2018
- Insider Dealmakers, Mid-Market Dealmaker of the Year – Winner 2017 & Shortlisted 2018
- Insider Dealmakers, Deal of the Year up to £2.5m – Winner 2018

## For the Sheffield City Region

We are also ambitious for the Sheffield City Region. It's where we live and work, and we are committed to ensuring we do our bit to boost local prosperity. That's why we partner with so many important local business organisations:

- Chesterfield Champions
- Sheffield Chamber of Commerce; Patron, R&D tax relief partner
- East Midlands Chamber of Commerce; Patron, R&D tax relief partner
- Barnsley & Rotherham Chamber of Commerce; R&D tax relief partner
- AMRC R&D tax relief partner
- Friends of the Company of Cutlers
- The Manufacturing Forum, sponsors



Rolleem Patent Products



Abbeyle Brewery



Penny Hydraulics



Pinelog Group



Industrial Ancillaries



Vivid Creative

**Begin your journey with us today**

*Drop us a line to see how we can  
help your business thrive.*



*Get in touch* —

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63 Napier Street  
Sheffield  
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For Satnav use S11 8HN  
(Sunderland Street)

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**shorts.uk.com**

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