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biography

Terence M. O'Neil CPA, CVA

Partner

PROFILE

Terry O'Neil is the partner-in-charge of Katz, Sapper & Miller's Veterinary Services Group. He has been with the firm since 1999. Terry provides veterinary hospitals with business, financial, and tax advice to assist with the growth and management of their businesses. He aids clients with tax and strategic planning, forecasting, budgeting, mergers and acquisitions and/or sales of businesses, debt structuring, employment incentive contracts, financing, business valuations, buy-sell agreements, and other business and accounting services. In addition, Terry is responsible for the preparation and review of financial statements and tax returns.

Terry often speaks at conferences regarding profit improvement, veterinary business valuation, succession planning, financial benchmarking, and other business topics.

VETERINARY-RELATED WORK EXPERIENCE

In addition to representing numerous veterinary medical practices over the last 30 years, Terry was previously the CFO for a group of eight veterinary medical practices and was a stakeholder in the business. He was also a regional financial analyst for a national veterinary medical practice. Terry assisted with the sale, purchase, integration of new acquisitions, and the preparation of regional and national budgets. His work as a CFO and with the national organization allowed Terry to gain valuable insight on how the private and public veterinary medical practices operate.

Terry is responsible for the management of the Veterinary Study Groups' database of veterinary hospital financial data for over 400 hospitals across the country. Leading this database allows Terry to identify trends and opportunities.

EDUCATION

Terry received a Bachelor of Science degree in accounting from Manchester College.

ASSOCIATIONS AND COMMUNITY INVOLVEMENT

Terry is a member of the Indiana CPA Society, the American Institute of CPAs, and the National Association of Certified Valuation Analysts. He has previously served as president, treasurer, and board member of the Venture Club of Indiana. Additionally, Terry has been a volunteer soccer coach for various leagues for 17 years.