

Measurable Results.® - The Victory Companies

John Stoker: Hi, I'm John Stoker, President of The Victory Companies.

Daryl Prusow: I'm Daryl Prusow, Vice-President of Victory Companies.

John: The Victory Companies is a residential home builder and remodeler in southeastern Wisconsin. We've been in business since 2003. We build approximately 75 to 85 homes per year and do approximately 15 remodeling jobs per year. We have three different building companies that are comprised in the Victory Companies. We have Victory Homes of Wisconsin, Allen Builders and Jay Anthony Homes. We have three building companies so we kind of covered the whole spectrum of the residential market. We have first-time introductory homes, mid-level homes, and more custom homes.

Daryl: We picked SVA as we were starting our business out. We ended up with a building program called "Master Builder" and the master builder program was a specific program that SVA had worked with in the past. We were referred to SVA by a commercial building company that John and I were both friends with the people that owned that company. And ever since we started doing business with them, that's been a great thing for us.

John: In 2009 when we acquired Anthony Homes, Daryl and I had not had much experience in company acquisition and SVA was there to help us through that whole process. In addition to just helping us with the acquisitions, we had to restructure our company. And hence we ended up as The Victory Companies with three subsidiary companies.

During the downturn in the economy, SVA was instrumental in teaching both Daryl and I how to really look forward and do projections three, four, six months out, which is something that we had not been doing previously. It really taught us a way to be forward-thinking in our business. Recently, SVA has brought to our attention that we need to start thinking about succession planning. Daryl and I hadn't really put a lot of thought into that. But they've explained the importance of that and we've actually put a plan into place, through their guidance and some suggestions they've made to start to take Daryl and I out of the business a little bit and refocus our energies. And really have some of the internal employees take over some of the key points, key responsibilities in our business.

Daryl: During the restructuring of all the companies into The Victory Companies, it was a great savings when it came down to tax dollars for us. And on top of that, it was a great savings in regards to the amount of time that our office staff and our bankers were working on the books themselves.

John: SVA is more than an accounting firm to us. Many people have heard of relationship banking, well that's the way I feel about SVA. They truly are a relationship professional services firm to us. We feel like we can call on any of the staff there at any time and they're very responsive to our needs.