

Dark Horse CPAs Announces Hiring of Richard B. McCoy as Principal Accelerator

McCoy Begins Principal Accelerator Program, Bringing 15 Years of Public Accounting Experience to Dark Horse CPAs

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/EINPresswire.com/ -- Dark Horse CPAs, a top accounting and tax firm serving small businesses across the nation, announces the hiring of Richard B. McCoy, CPA, MBA, as an Accelerator in the firm's Principal Accelerator Program.

McCoy joins Dark Horse after 15 years with national and regional accounting firms. Over the course of his career, he has developed a perspective shaped by both the technical demands of public accounting and the business decisions clients are trying to make outside of a tax return.



Richard B. McCoy, CPA, MBA

After years in the traditional firm model, McCoy began looking for a path where the practice he built could translate directly into ownership.

"I like to keep things simple: dollars in, dollars out," said McCoy. "At a traditional firm, so much emphasis is placed on billable hours, utilization, and realization, even though those metrics can work against each other. Dark Horse offered something different. I could build a book brick by brick, with business development support and a referral network behind me and have that work lead toward ownership."

That practical lens also carries into his work with business owners. McCoy approaches tax strategy as part of running the business rather than a conversation reserved for filing season,

using his MBA background to help clients weigh tax implications alongside the broader decision in front of them.

“Most business owners don’t need another return preparer,” McCoy said. “They need someone who can sit beside them on the bigger decisions and bring a tax perspective without letting the tax tail wag the dog. The earlier I can be part of those conversations, the more room we have to plan around the decision instead of reacting after it has already been made.”

For McCoy, that can include conversations around entity structure, multi-state exposure and succession planning. He also sees responsiveness and a willingness to offer a point of view as central to a strong advisory relationship.

“Clients want someone they can bring ideas to,” he said. “A CPA should be able to act as an objective but positive sounding board and help them think through the implications before they commit to a direction.”

At Dark Horse, McCoy sees an opportunity to continue growing his practice with small businesses and family enterprises, particularly in areas such as multigenerational tax planning, operating partnerships and S corporations. He also plans to contribute his experience internally by collaborating with other Accelerators and Principals on client work and referrals.

“I’ve benefited from strong mentors throughout my career, and that has shaped the way I want to contribute here,” McCoy said. “One of the things I value about Dark Horse is that you can build your own practice without operating in a silo. I can be a resource when someone else needs my experience, and I can tap into theirs when a client needs something outside my lane.”

“Rick isn’t joining Dark Horse because he needs a different version of the same firm,” said Chase Birky, CEO and co-founder of Dark Horse CPAs. “He’s been there, done that, and it’s come at a personal cost. The upside is that through such trials and tribulations, you realize what you’re moving towards is the opposite of what you left behind. You create boundaries, and you move forward with intention. Rick is battle-tested and has so much to offer his clients and peers. He now has the platform and community to do his life’s work with leverage and with balance. I know he’s going to build a great practice, and I’m honored that he chose to do so here at Dark Horse. I’m excited to witness and support his journey.”

About the Dark Horse Accelerator Program

The Dark Horse Principal Accelerator Program was created for entrepreneurially minded CPAs who want to build a scalable book of business without the personal and financial sacrifices required to start a firm from scratch. Dark Horse provides its CPAs with the resources and support needed to grow intelligently and profitably. Its proprietary technology, flexible staffing model and established systems allow CPAs to focus on advising clients and building lasting relationships.

Accelerators complete a training program covering the firm's technology, sales process and practice-building model before beginning to develop their own books of business. They receive one-on-one coaching and access to full-time and fractional professional personnel as they grow. After successfully completing the program and meeting the firm's ownership requirements, Accelerators may become equity Principals of Dark Horse CPAs.

The Dark Horse Principal Accelerator Program is currently accepting new Accelerators. Interested CPAs can learn more at abetterway.cpa or by emailing info@darkhorse.cpa.

About Dark Horse CPAs

Dark Horse CPAs provides integrated tax, accounting and CFO services to small businesses and individuals across the United States. The firm was founded to give small businesses and their owners access to the tax strategies, accounting insight and client experience often reserved for larger companies. To learn more, visit darkhorse.cpa.

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