



MATTHEWS, CARTER & BOYCE
CPAs • ADVISORS

MCB MISSION
EMPOWER OUR CLIENTS INVEST IN OUR PEOPLE
EXCEED EXPECTATIONS

CLIENT TESTIMONIAL

HOPKINS FURNITURE COMPANY/HOPKINS INVESTMENT COMPANY

**Client for 35 Years
of Dave Frazier**

Company Size:
3 Employees

Industry:
Closely Held Business

Services Delivered:
Tax Returns, Tax Planning,
Projections, Trust & Estate

“If I was going to
open a new business,
I would hire Dave and MCB..”

—Spencer Hopkins, DDS

CLIENT OVERVIEW

O.B. Hopkins founded Hopkins Furniture Co. more than 100 years ago in 1898 in Alexandria, Virginia. It eventually included the Hopkins Furniture Store on Main Street in Annapolis, Maryland, which opened in 1925. Dr. Spencer Hopkins, the great grandson of the founder, worked for the company and became president in 2002. Dr. Hopkins (also a medical doctor) retired in 2001 from the Air Force and now manages the family investments.

CLIENT IMPACT

“We have been working with Matthews, Carter & Boyce’s Dave Frazier for more than 35 years,” Dr. Hopkins said. “In addition to his invaluable assistance with our business, he provides great financial insight on matters related to our family’s trust and estate planning, working directly with me and my parents. He gives great advice, and we trust him.”

THE SITUATION

As the business changed and evolved over time, Dave was available to provide financial planning for the family with respect to a myriad of short and long-term decisions. Depending on the needs of the business and the climate, Dave’s advice was always “on the mark and timely,” according to Dr. Hopkins.

MCB IMPACT

In working with multiple generations of the Hopkins enterprise, Dave understands the big picture and has earned the trust of the family. Dr. Hopkins runs ideas by Dave and relies on him, bringing him in on major financial decisions. “Dave will find a mistake I will make long before I make it,” he jokes. “That’s very important to find in a financial advisor.”

KEY RESULTS DELIVERED

When it comes to tax planning and forecasting, the work MCB has provided and the approach to service has been the right fit for the Hopkins family. “Dave is courteous, responsive, thoughtful, and honest,” Dr. Spencer said. “I highly recommend him.

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CPAs Serving Clients Since 1947