

# Delorey in for the long run

*First 34 years  
just a warm-up  
lap for CPA*

**By MARIA INES ZAMUDIO**  
Business 101

**QUESTION: What does a Certified Public Accountant do?**

**ANSWER: I prepare corporate, partnership and individual tax returns for farmers (and other businesses within agriculture), physicians, contractors and retail entities. I also enjoy working with the elderly and their families.**

**I also track business trends, prepare audits,**

## ABOUT MY JOB

Business 101's **Maria Ines Zamudio** sat down Jan. 9 with **Gail A. Delorey**, Certified Public Accountant and partner at Bianchi, Kasavan & Pope LLP in Salinas, a position she's held for 14 years — plus another 20 working for the firm before becoming a partner. She keeps accounts for a variety of business people, including farmers, physicians and contractors, and some retail enterprises. She is also responsible for

**business and estate planning.**

**Q: What do you like about being a CPA?**

preparing audits, estate planning, tracking business trends, and evaluations for people who are trying to sell their business, among other things. Delorey, 50, has a Bachelor of Science degree in accounting from Golden Gate University. She then took the Certified Public Accountant exam to become a certified accountant. She lives in Salinas with her husband, John. Their two sons are both off to college.

**A: The best part of my job is the relationship I have with my clients. Tax season is a wonder-**

**ful time of the year for me because I get to see clients that I haven't seen all year.**

**I've watched some of my clients age and others I've watched grow. The personal relationships are the very best part of this job, and also knowing that I've met their needs really makes the job.**

**Q: What type of training or education did you need to become a CPA?**

**A: I have a bachelor of science in accounting from Golden Gate University. Before that, I went to Hartnell College for two years.**

**After graduation I was working full time and studying nights and**

**weekends for the Certified Public Accountant exam. It took two and a half days to take the exam.**

**The exam was broken**

**up into five sections: two practice sections, an audit section, a law section and a tax section.**

**Upon successful completion of the CPA exam,**

## APPRAISAL RESOURCE GROUP



**Stuart Wolf, IFA**  
Commercial Appraiser

Stuart is President of Appraisal Resource Group which employs a team of dedicated full time appraisers who specialize in a wide range of commercial and residential property types.

Stuart is a life long resident of the County and has been appraising for over 23 years. Stuart is the past President of the local chapter of the independent fee appraisers association and specializes in the appraisal of commercial real estate.

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## APPRAISAL RESOURCE GROUP



**Melissa La Fountain**  
Commercial Appraiser

Melissa has been with Appraisal Resource Group since 2004 and is a Certified General Appraiser specializing in commercial narrative appraisals. Raised locally, Melissa attended Notre Dame High School and attained her Bachelors degree from California State University, Sacramento. Melissa performs appraisals of office, industrial and retail buildings as well as complex appraisals like mini storage, motels, historic properties, row crop land, medical buildings and restaurants. Appraisal Resource Group celebrated 15 years of business in 2007 and is recognized as the leading full service appraisal firm in the County.

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## APPRAISAL RESOURCE GROUP



**Mandy Lebow**  
Residential Appraiser

Amanda "Mandy" Lebow has been with Appraisal Resource Group since 1998. Raised locally, Mandy graduated from Notre Dame High School in Salinas and attained a Bachelors degree from UC Santa Cruz. She has appraised thousands of homes in Monterey County. Her primary areas of specialty are South Salinas, the Monterey Salinas Hwy corridor and the Monterey Peninsula. Mandy is an FHA approved appraiser and regularly performs appraisals for reverse mortgages and relocations. She is the office coordinator for the Real Value Appraisal Program which aids home sellers in determining accurate listing prices in the current complex market.

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**Greg Migdale**  
Residential Appraiser

Greg is a certified residential appraiser specializing in the appraisal of homes and apartment buildings. Greg grew up locally and graduated from Carmel High and attained his BA degree from UCSB. Greg's clients benefit from his high quality work product, stunningly fast turn around times and great communication skills. Greg is the appraiser to call if you need a well researched appraisal and you need it done fast.

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**Linda Miranda**  
Residential Appraiser

Linda is a licensed residential appraiser and has been with Appraisal Resource Group since 1993. In the last 14 years she has appraised thousands of homes in Monterey, Santa Cruz and San Benito Counties. Her primary areas of specialty are North Salinas, North Monterey County, Hollister and Santa Cruz. Linda is the office coordinator for assessment appeal appraisals and mobile home appraisals. She is an FHA approved appraiser and as such completed many reverse mortgage appraisals. She also performs appraisals for a variety of other purposes including sales, refinances and estates.

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## LINDA L. DORRIS

REALTOR ASSOCIATE BROKER



Linda say's "real estate is my life". Since 1973 she has sold, marketed or managed real estate in Monterey County and other counties. Completely bilingual in Spanish, her satisfaction is providing her clients with the best and most professional service because her commitment is to help her clients meet the goals in the sale or purchase of their properties. Call Linda Dorris at 594-5523 or visit her website at [www.LindaDorris.com](http://www.LindaDorris.com).

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Gail Delorey, CPA, with Bianchi, Kasavan & Pope, LLP, in her Salinas office.

I was required to take an ethics exam. Once that was completed, I still had to have 500 hours of audit experience with a Certified Public Accountant in order to receive my certification.

**Q: How long have you been in the business?**

**A: I started as an intern about 34 years ago.**

I became a partner (in Bianchi, Kasavan and Pope) in January of 1994. And I was ... named the managing partner of our Salinas office in July of 2007.

**Q: What are some of the challenges of your job?**

**A: Working long hours during tax season is definitely a challenge. I work between 55 to 60 hours per week. It is very demanding trying to keep my mind sharp after working long hours in the office. Also, working with**



RICHARD GREEN | BUSINESS 101

**clients who are dealing with difficult times in their lives can be challenging. But I guess it's just a matter of finding balance in your life and finding the time to go out of your office and take a breath of fresh air.**

**Q: What made you want to become a CPA?**

**A: When I was in high school I wanted to become a dental hygienist. But in my senior year ... at Notre Dame High School in Salinas, I took a bookkeeping class. I am**

**not so sure that it caused me to want to become a CPA. I just knew that I really enjoyed bookkeeping and making sense out of the numbers. But my classmates certainly were convinced that I had found my true calling**

**when they predicted that I would become a CPA.**

**But it wasn't until my first year at Hartnell when I took an accounting course and became a part-time employee with Kasavan, Pope and Williams that I really decided that I wanted to become a CPA.**

**Q: What has been your experience being a woman in this field?**

**A: There were very few women when I started. I was one out of four or five women in a class of 30. But the tables have really turned. And I think it's because of the flexibility of this job. Women are generally the caregivers and the flexibility of the job is a plus.**

**It was also challenging being a mother and a CPA. Often times, I felt I had to swap hats between the mommy hat and the CPA hat.**

**There were times when it was overwhelming, but it's a wonderful profession for women.**

**Q: I understand that you are pretty involved in the community; can you tell me some of the organizations you are involved with?**

**A: I am very passionate about literacy, and because of it I've been involved with the Foundation for Monterey County Free Libraries for 14 years. I am the president of the organization. I've also been involved with Rancho Cielo, which offers a variety of prevention and early intervention programs for at-risk youth. I am also involved in the financial committee at Palma High School.**

Contact Maria Ines Zamudio at [mzamudio@thecalifornian.com](mailto:mzamudio@thecalifornian.com).

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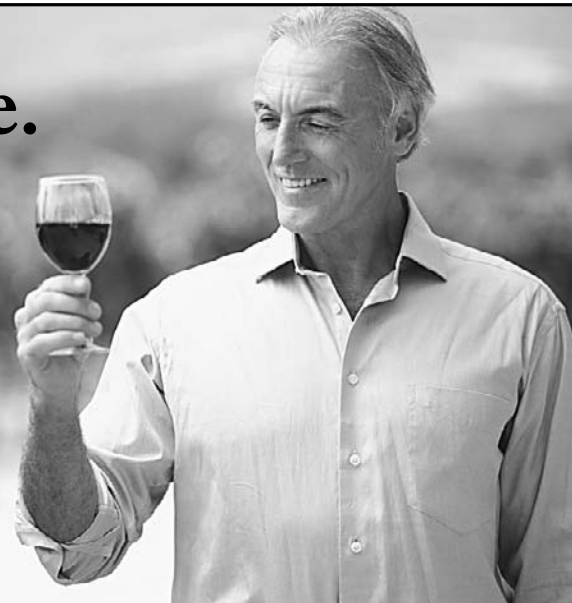
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