Barton D. Haag
CPA
Principal

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Areas of Specialization

- **Auto Dealership**
- **Closely Held Businesses**
- **Business Advisory Services**

Education and Designations

- Bachelor of Science in Business Finance with a focus in Accounting, University of Montana
- Certified Public Accountant (CPA), Licensed in the States of Maine and Massachusetts

Barton Haag, CPA, is a Principal with ARB who brings a pragmatic, relationship-driven approach to serving **closely held businesses** and **automotive dealerships**. He is known throughout New England for helping business owners navigate complex financial and operational decisions with clarity, discipline, and a long-term perspective focused on sustainable success.

With three decades of experience in public accounting, Bart provides financial accounting, income tax planning, and **business advisory services** to automotive and motorcycle dealerships and to closely held and family-owned businesses located in New England and New York. He is widely recognized for his deep industry knowledge and his ability to translate financial data into actionable insights that improve profitability, operational efficiency, and strategic decision-making.

Bart serves as Practice Leader of ARB's Auto Dealership Group, where he works closely with dealership owners on manufacturer compliance matters, ownership transitions, acquisitions and dispositions, and performance improvement initiatives. He is instrumental in leveraging the ARB ADBI Report, the firm's proprietary financial benchmarking tool, to help dealership clients better understand their operational metrics, compare performance against peers, and identify opportunities for growth and improvement.

Bart began his accounting career in 1996 and joined ARB that same year. He became a Principal in 2005 and, in July 2026, celebrates 30 years with the firm. Throughout his tenure, he has played a key role in expanding ARB's automotive dealership niche and strengthening the firm's advisory capabilities for complex, closely held enterprises.

Bart lives in Harpswell, Maine, with his wife and is actively involved in community and nonprofit organizations. Outside of his professional work, he values community service and enjoys supporting organizations that strengthen local communities and improve access to education, the arts, and maritime programs and anything that helps children.

Specialties

- **Auto Dealerships** – As Practice Leader of ARB's Auto Dealership Group, Bart advises dealership clients on manufacturer compliance, ownership transitions, acquisitions and dispositions, and profitability improvement, using advanced benchmarking tools to drive informed decision-making.
- **Closely Held Businesses** – Bart works extensively with family-owned and closely held businesses, providing accounting, tax, and advisory services tailored to the complexities of multi-generational ownership, related entities, trusts, and estates.
- **Business Advisory Services** – He advises corporations, partnerships, and LLCs on tax compliance and planning, financial projections, cash flow analysis, due diligence, mergers and acquisitions, strategic planning, and process improvement initiatives.

Professional Associations

- Maine Society of Certified Public Accountants (MECPA), Member
- American Institute of Certified Public Accountants (AICPA), Member
- AutoCPA Group, Past Chairman, current member
- Maine Automobile Dealers Association (MADA), Member
- Massachusetts State Automobile Dealers Association (MSADA), Member
- New Hampshire Automobile Dealers Association (NHADA), Member
- Vermont Automobile Dealers Association (VADA), Member
- Connecticut Automotive Retailers Association (CAR), Member

Advisory Boards

- hear ME now!, Past member of Board of Directors
- Princes Point Improvement Association, Past member of Board of Directors
- SailMaine, Board of Directors

Firm Involvement

- **Auto Dealership Group, Practice Lead.** Bart leads ARB's Auto Dealership Group, overseeing client strategy, benchmarking initiatives, and advisory services specific to dealership operations. He plays a key role in developing tools, best practices, and industry-focused insights that enhance value delivered to dealership clients across the region.
- **Compensation Committee, Founding Member and Chairman**

Publications

- "QPVLI Compliance Guide: Reporting Vehicle Loan Interest Under the OBBBA." *ARB Blog*, January 20, 2026.
- "New England Auto Dealerships 2025 Year in Review." *ARB Blog*, December 30, 2025.
- "2025 Electric Vehicle Requirements and Incentives Across New England: What Dealerships Need to Know." *ARB Blog*, November 13, 2025.
- "Disaster Planning for Auto Dealerships: Safeguarding Your Business from Natural Emergencies." *ARB Blog*, November 19, 2024.
- "Protecting Your Dealership from Halloween Vandalism and Year-Round Risk." *ARB Blog*, October 22, 2024.
- "Auto Dealer Alert: CDK Cyberattack Update." *ARB Blog*, June 21, 2024.
- "Managing an Effective and Efficient Auto Dealership Parts Department." *ARB Blog*, June 12, 2024.
- "Maximizing Profitability: A CPA's Perspective for Auto Dealerships." *ARB Blog*, June 4, 2024.
- "Cash Flow Management for Auto Dealers: How to Boost Profits Amidst Disruptions." *ARB Blog*, May 7, 2024.
- "Considerations for Auto Dealership Owners Purchasing a New Location." *ARB Blog*, March 5, 2024.
- "Profitability Through Expense Control." *ARB Blog*, January 4, 2024.
- *MSADA Newsletter*, Contributing Writer
- *NHADA Newsletter*, Contributing Writer
- *VADA Newsletter*, Contributing Writer
- *Headlights: The AutoCPA Newsletter*, Contributing Writer

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