

SALT Services

Urish Popeck has the technical resources required to interpret challenging state and local tax laws and regulations, and to implement legitimate and innovative solutions to minimize State and Local taxes

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Income Tax Credit Reviews

Many tax jurisdictions have a variety of tax credits for new investment or new employees in a particular location. However, the laws and regulations pertaining to these tax credits are difficult to understand and the data accumulation and record-keeping of these tax credits are time-consuming given strict tax return compliance deadlines. Our team has the necessary experience and expertise and can assist companies in securing the maximum benefits with a detailed review of a company's tax returns and other records to determine potential tax refunds in states in which the opportunity may have been overlooked.

Tax Incentive Procurement

Many tax jurisdictions offer incentives to attract new businesses and encourage growth. These incentives greatly enhance the returns on investment that companies realize when undergoing a physical expansion. When properly executed, the process for securing incentives can reap extraordinary benefits. These incentives include, but are not limited to:

- Property tax abatements;
- Training grants;
- Site preparation assistance;
- Sales and use tax exemptions;
- Utility rate reductions; and,
- Tax incremental financing.

In order to obtain the maximum incentives, our team approaches the negotiations uniquely with both the tax jurisdiction and the company in mind. We validate the economic impact to the local community along with the return on investment to the company to ensure a maximum incentives package.

Property Tax Analysis

Our team can assess the value of your properties and identify possible areas of significant property tax savings. We understand the nuances of various taxing jurisdictions and the sometimes limited capabilities of a client's fixed asset computer systems. Clients may benefit from our analysis of:

- Asset classifications;
- Property valuations;
- Property tax assessments; and,
- Obsolete and/or ghost assets.

Income & Franchise Tax Analysis

Companies with locations in multiple states are subject to the ever-changing laws and regulations that vary state-by-state. As a result, companies may substantially overpay state income/franchise taxes. Our team can analyze many unique situations and suggest various income/franchise tax strategies such as:

- Legal entity structural planning;
- Apportionment analysis;
- Tax controversy/audit defense;
- Nexus studies; and,
- Combined reporting approaches.

Sales & Use Tax Analysis

Sales and use taxes are imposed in 45 states, the District of Columbia, and thousands of local jurisdictions. Because laws and regulations vary between these many jurisdictions, managing sales and use taxes can be burdensome. Also, failure to collect and remit sales and use taxes may lead to substantial assessments and penalties.

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We are adept at developing solutions including:

- Tax collection matters;
- Audit examination and appeals representation;
- Development of sales and use tax management systems;
- Confusion of transaction taxability; and,
- Overpayment of past sales & use taxes.

State tax auditors are focusing more and more on these non-income tax exposures. Our team can develop key strategies to reduce past and future sales and use tax liabilities.

Tax Compliance Outsourcing

In addition to the aforementioned specialty services, our team can also assist companies with the outsourcing of the following tax compliance functions:

- Income & franchise taxes;
- Real & personal property taxes;
- Sales & use taxes.

For more information, please contact Dominic Stinelli at 888.287.0335 or email dstinelli@urishpopeck.com.