

The current economic environment has prompted state and local tax governments across the country to place an unprecedented burden on taxpayers and businesses for desperately-needed tax revenues. The cost of doing business across the country has increased dramatically for all taxpayers as a result of newly-imposed taxes, substantial tax rate increases and audit activity which is at its highest and most aggressive level ever.

Our state and local tax professionals have a proven track record of providing taxpayers and businesses with value-added, effective consulting, planning and audit-defense services to ease and control this increasing burden. We advise on a wide range of state and local tax matters, including income (corporate, unincorporated and individual), franchise, net-worth, gross receipts, excise, property (real and personal), realty transfer, business license, hotel occupancy and commercial rent.

A FULL RANGE OF SOLUTIONS

We provide a full range of services that includes the following:

- *Transaction Advisory and Due Diligence*
- *Controversy and Audit Defense*
- *Voluntary Disclosure Agreements*
- *Compliance Enhancement/Risk Management*
- *Credits and Incentives Advisory*
- *Escheat Property/Unclaimed Funds Advisory*

THE SERVICES

Transaction Advisory

Minimizing current and prospective state and local tax costs with regard to client property acquisitions and dispositions. This ensures the most efficient and favorable entity structure is in place to minimize state and local transaction taxes and prospective tax liabilities.

Due Diligence

Identify historical state and local tax exposures/issues in advance of client business acquisitions. Ensures all significant state and local tax liabilities of a seller are identified prior to acquisition.

Controversy and Audit Defense

Represent clients with regard to all matters before state and local taxing authorities. This ensures the most favorable tax liability results from an audit examination by a state and/or local taxing authority.

Voluntary Disclosure Agreements

Represent clients in connection with voluntarily approaching the various state and local taxing authorities in order to favorably settle prior years' tax liabilities. Ensures that prior years' unpaid state and/or local tax liabilities are properly calculated and favorably negotiated with the respective taxing authorities.

Compliance Enhancement /Risk Management

Assist clients in enhancing their overall state and local tax compliance function for risk minimization. Ensures proper compliance with their state and local tax obligations to minimize the risk of unforeseen assessments of tax, interest and penalties.

SERVICES CONTINUED

Credits and Incentives Advisory

Secure state and local tax incentives for clients acquiring/constructing properties in designated areas, and ensuring that all available state and local tax credits are maximized. Enables maximization of opportunities to obtain favorable negotiated incentives for future property acquisitions and development, and ensures that all available state and local tax credits and similar targeted opportunities are obtained.

Escheat Property/Unclaimed Funds Advisory

Assist clients in complying with the various states' abandoned property/unclaimed funds remittance requirements. Ensures proper compliance with the various states' escheat/unclaimed/abandoned property laws and requirements.

OUR FOCUS

We offer a full range of state and local tax services that address the tax needs, concerns and issues our clients face in the course of their business.

- Sales and Use
- Income (Partnership, Corporate and Personal)
- Franchise
- Gross Receipts
- Excise
- Property (Real and Personal)
- Realty Transfer
- Hotel Occupancy
- Business License

ABOUT THE FTI CONSULTING REAL ESTATE AND INFRASTRUCTURE PRACTICE

The Real Estate and Infrastructure practice has a singular focus on the real estate and real estate finance industries and the capital markets that serve them.

Our services are designed to create integrated financial, operating and tax solutions for clients with interests in real estate. We provide an unsurpassed range of real estate advisory services including merger & acquisitions, due diligence, valuation, lease consulting, restructuring, litigation support, forensic accounting, financial outsourcing, IPO advisory, REIT tax structuring and compliance, executive compensation, development advisory, cost segregation and private client and family office services.

We represent leading public and private real estate entities including equity and mortgage REITs, financial institutions, investment banks, opportunity funds, insurance companies, hedge funds, pension advisors, family offices, owners/developers, tenants and government agencies.

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EXPERTS WITH IMPACT™

About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organizations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities..