

TAX PLANNING STRATEGIES

MULTI-STATE TAX PLANNING AND COMPLIANCE

For some taxpayers, State and Local Taxes (SALT) can be more than challenging.

Besides 50 states and the District of Columbia, there are municipalities, counties and other jurisdictions that impose a myriad of taxes. Lack of uniformity and constant changes in state and local tax laws, as well as changes resulting from company growth, can quickly create a compliance dilemma for many businesses. In addition, state and local governments have become increasingly sophisticated in finding unwary taxpayers and imposing penalties for noncompliance.

Sikich has extensive knowledge and experience with multi-state matters and taxing authorities including:

- Compliance in all states and all major municipalities
- Structural and transactional planning to minimize overall state tax liabilities
- Analysis of potential state and local tax opportunities or potential exposure
 - » Nexus studies
 - » Income tax compliance evaluations
 - » Sales and use tax procedures and compliance reviews
 - » Reverse audits
- SALT controversy including handling or consulting on:
 - » State and municipal audits
 - » Administrative appeals and providing support to litigation professionals
 - » Notices, questionnaires and other SALT inquiries
 - » Voluntary Disclosure Agreements, amnesty programs and negotiations to lower overall potential tax, penalties and/or interest

Sikich professionals are familiar with evolving changes in state tax laws such as:

- **Market sourcing rules:** An increasing number of states have changed their rules for determining the amount of revenue attributable to them for tax purposes from service businesses.
- **Economic "Wayfair" nexus:** The U.S. Supreme Court has significantly shaken the sales tax nexus rules by holding that physical presence is no longer required to be subject to a state's sales tax collection and reporting requirements and all but a few states have wasted little time in implementing Wayfair economic nexus rules.

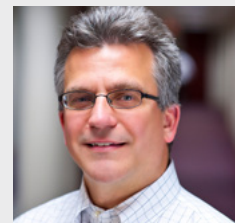
Sikich's SALT expertise extends to all major taxes, including income, franchise, sales/use and various other types of taxes imposed by state and local jurisdictions, as well as unclaimed property and state tax credits and incentives. In addition, SALT professionals at Sikich have experience with many different industries, enabling them to anticipate and manage the opportunities and challenges facing your business, minimizing your state and local tax costs.

OUR EXPERTS



EMMA SMITH
SENIOR MANAGER,
STATE & LOCAL TAX SERVICES

T: 630.328.2753
E: emma.smith@sikich.com



BRIAN KELLEY
CPA, MST
MANAGING DIRECTOR,
STATE & LOCAL TAX SERVICES

T: 262.317.8510
E: brian.kelley@sikich.com

Sikich practices in an alternative practice structure in accordance with the AICPA Professional Code of Conduct and applicable law, regulations, and professional standards. Sikich CPA LLC is a licensed CPA firm that provides audit and attest services to its clients, and Sikich LLC and its subsidiaries provide tax and business advisory services to its clients. Sikich CPA LLC has a contractual arrangement with Sikich LLC under which Sikich LLC supports Sikich CPA LLC's performance of its professional services. Sikich LLC and its subsidiaries are not licensed CPA firms.

"Sikich" is the brand name under which Sikich CPA LLC and Sikich LLC provide professional services. The entities under the Sikich brand are independently owned and are not liable for the services provided by any other entity providing services under the Sikich brand. The use of the terms "our company", "we" and "us" and other similar terms denote the alternative practice structure of Sikich CPA LLC and Sikich LLC.