



## NAVIGATING THE INTRICACIES

State and local taxes (SALT) often account for a considerable portion of a business's total tax liability. State and local governments are actively passing legislation and regulations, especially on those businesses based out-of-state.

Navigating the intricacies of the laws of multiple jurisdictions can make compliance a difficult task for any business. In many cases, these complexities become a drain on internal resources and company profits. Often there are hidden tax savings just waiting to be uncovered. Warren Averett can provide support to your internal tax department or offer an outsourced solution.

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# 30 years

of combined state and local tax experience

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Warren Averett takes a proactive approach, assessing each organization's compliance with laws and regulations, and implementing strategies to reduce the cost of doing business. We work diligently to ensure that opportunities for state and local tax savings are realized through complete analysis and development of effective planning strategies, coupled with successful implementation and firm negotiations with taxing authorities.

Following are areas where our services can improve your business:

- State income, franchise and gross receipts taxes are constantly in flux. Many states, seeking to increase their tax base, are raising rates significantly and making substantial changes to their nexus and apportionment rules. [Warren Averett's SALT team keeps current on these changes and can assure that your business remains in compliance.](#)
- Sales and use tax audits are on the rise and assessments and penalties are increasing. [We can help you analyze the sales and use tax process including collections, payments and exemptions—potentially resulting in refunds or future cash savings.](#)
- For companies with rapidly expanding geography, an effective tax structure that aligns with business strategy and operations is essential. [We can create a tax approach that will accommodate your plans for growth while taking full advantage of credits and incentives in these regions.](#)
- For major business transactions, [we can provide an analysis of your state and local tax exposure to support your due diligence process.](#)
- Many companies have limited resources focused on managing filing deadlines and other urgent

matters that may inhibit strategic planning. We can support your team through our proactive advice and the resolution of outstanding issues or pending audits.

State and local tax planning helps your company minimize tax liabilities and improves your bottom line. Whether your company is undergoing multi-state growth, struggling with specific state tax matters or looking for advice on rapidly changing legislation, our tax professionals are well suited to address your state and local tax needs.

“State and Local taxes comprise a larger percentage of most company’s overall tax burden and the rules are ever-changing across the US which our team understands. The result is the best state tax solutions for our clients”

– Richard Huckaby, Member and Warren Averett SALT Team Leader



OUR TURF IS EVER EXPANDING  
TO HELP YOU  
THRIVE IN YOURS

For a current list of locations,  
visit [warrenaverett.com/offices](http://warrenaverett.com/offices)

### THE LARGEST CPA & ADVISORY FIRM IN YOUR REGION BAR NONE

**Warren Averett offers the following SALT services:**

- Credit, exemption & incentive utilization review
- SALT reviews
- Voluntary compliance review - analyze state nexus and limit exposure
- State and local compliance services - prepare appropriate filings; technical review
- Income/franchise tax planning - minimize state tax liabilities
- Geographic incentives and credits report, particularly related to expansion or relocation
- Reverse Sales Tax Audits and Tax Controversy Representation

To find out how we can help your business thrive, meet our team at [www.warrenaverett.com](http://www.warrenaverett.com) or call us at 800.759.7857.