



SIMPLIFYING THE COMPLEXITIES OF STATE AND LOCAL TAX

State and local taxes (SALT) often account for a considerable portion of a business's total tax liability. State and local governments are actively pursuing new ways to generate revenue, and many are currently targeting remote businesses that are 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.

Warren Averett's SALT group, part of the Firm's Specialty Tax Services Division, can provide support to your internal tax department or offer an outsourced solution.

More than **30 years**

of combined state and local tax experience

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, development of effective planning strategies, successful implementation and firm negotiations with taxing authorities.

WARREN AVERETT'S STATE AND LOCAL TAX SERVICE OFFERINGS INCLUDE:

- **Tax compliance reviews** – State and local taxes are constantly in flux. Companies are facing challenges complying with rules as the states seek to increase revenue via expanded tax bases, the imposition of new taxes and the aggressive assertion of nexus. Warren Averett's SALT team can help your business become compliant.
- **Audit defense planning and support** – In the wake of *South Dakota v. Wayfair*, state tax audits are on the rise, and assessments and penalties are increasing. Our experience managing tax audits can support your team through proactive planning, representation and resolution of outstanding issues.
- **Tax planning** – For companies that have a rapidly-expanding business footprint, 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.

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- **Due diligence** – Whether you’re contemplating a transaction or you’re in the throes of negotiations, we can provide guidance and resources to manage the state and local tax aspects of your due diligence process.

WHEN SHOULD OUR TEAM BE INVOLVED?

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 positioned to address your state and local tax needs.

Some examples of scenarios in which our SALT team can assist include:

- You intend to sell or recently acquired a company within 12-18 months;
- You have utilized all or most net operating losses;
- You sell services, software or SaaS;
- You file taxes in five or more states, or you file in states with complex tax laws, like California, New York, Washington, Florida, Texas or Illinois;
- You have been notified of a pending state audit or recently received a state tax assessment; or
- You haven’t recently reviewed your nexus footprint for sales and income taxes.

ADDITIONAL STRENGTH FROM BDO

As an independent member of the BDO Alliance USA, we are able to further enhance our services and broaden our capabilities. BDO Alliance USA membership offers Warren Averett access to the resources of BDO USA, LLP, one of the nation’s leading professional services firms, as well as those of other Alliance members.



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TO HELP YOU
THRIVE IN YOURS

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EXAMPLES OF WARREN AVERETT'S SALT PROJECTS

- Assisted a SaaS provider with state sales and use tax nexus determinations, mitigation strategies for three states and process management to resolution with each jurisdiction
- Managed the state tax audit defense for a growing service company doing business throughout the Southeast
- Analyzed and documented state income and sales tax filing positions during the due diligence process for a manufacturing company with \$50 million in revenue
- Performed required agreed-upon procedures to \$160 million of capital expenditures of an expanding manufacturer for a state tax incentive program
- Led the design of the state compliance component of a manufacturer’s internal improvement process

To find out how we can help your business thrive, call us at 800.759.7857 or meet our team at www.warrenaverett.com/salt.