RubinBrown’s State and Local Tax (SALT) Services Group has developed a product solution, “Multistate Tax Physical” (MTP) that is provided at no cost, to help businesses get a better handle on their state and local taxes.

The MTP is:

- Designed to help transportation companies achieve significant state and local tax savings enjoyed by their competitors.
- A process of identifying and implementing solutions that will have a meaningful impact on owner value while managing downside risk.
- A scalable process that takes into account both direct and indirect taxes. We also may consider non-tax issues that are affected by these strategies (e.g., accounting, operational, legal, regulatory, etc.).
- A solution which enables a company to look beyond current compliance requirements and focus on the key issues that drive the state and local tax costs of doing business.

Through a review and analysis of current operations, as well as future business goals, we can deliver business-driven solutions that will help your company optimize profits and cash flow, while also managing tax costs as your business continues to grow and to limit unanticipated state tax exposure.

Key areas of operations for transportation companies that drive multistate taxation issues include, but are not limited to:

- Revenue per mile
- Backhauling
- Warehousing
- Location of repairs & maintenance
- Capital expenditures

Benefits

The MTP can yield financial benefits for companies that:

- Do not have current year taxable income. For example, there may be opportunities to reduce licensing fees, which is often a very sizable component of overall costs.
- Have other “above-the-line” taxes. Property tax and sales/use tax must be considered for review for each business operation.
- Are contemplating an expansion of an existing facility or relocation of its workforce. Tax credits or other economic incentives may be used to offset the cost of modernization or relocation.

Organizations that know their state and local profile usually see the following benefits:

- Increased bottom line
- Increased cash flow
- Optimal use of invested capital
- Sustained competitive advantage
- Mitigate tax risk

Deliverables

The MTP concludes with a written report, summarizing the areas reviewed and discussion points for additional consideration.

The report addresses various tax considerations, including areas of potential refund opportunities, liabilities, planning and additional review.
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