



Multistate taxes

The complexity presents many potential tax savings opportunities

Multistate tax services

Our multistate tax team at Deloitte strives to deliver integrated tax approaches that align with a client's overall business objectives. Our professionals are committed to helping clients manage the broad range of complex state and local tax issues at all stages of a company's life cycle — from initial registrations to complex mergers and acquisitions transactions — providing insight based on our technical experience and wide-ranging industry backgrounds. Our multistate tax team includes more than 900 professionals drawn from a mix of accounting, legal, industry, and state government backgrounds, including former high-ranking officials and auditors in state tax agencies. With this background, we have significant experience with state and local jurisdictions in all 50 states. Simply stated, we stand for quality, integrity, and effective client service.

Our services include:

State income, franchise, and gross receipts taxes

State income, franchise, and gross receipts taxes are a constantly moving target. Rules vary widely among the states, which are becoming more creative in their attempts to increase their tax base with some state and local tax rates increasing to over 10 percent. We are also seeing substantial changes in nexus and apportionment rules, and a choice by some states to replace their tax systems with gross receipts tax regimes. The compliance and accounting for these changes can be cumbersome. Too often these complexities become a drain on tax department resources and company profits. Deloitte can help.

State tax compliance services

The complexity of state taxes presents potential opportunities to both explore tax savings as well as address corporate tax compliance risk. Through our use

of automated software and our in-depth knowledge of state taxation, we can help you pursue efficiencies in the tax process. Whether your in-house tax department needs support with the compliance process, or if outsourcing is an option for you, Deloitte can help.

Recognizing the challenges facing our clients, Deloitte has also developed a proprietary Revenue Agent Report (RAR) compliance application aimed at helping clients facilitate data collection, return preparation, and project administration associated with the state compliance requirements following an Internal Revenue Service audit. We have assembled a team of seasoned multistate tax specialists with in-depth RAR experience to work with our clients across the country to provide various levels of co-sourcing of the state RAR compliance process. Our process, experienced resources, and a proprietary technology tool allow us to provide these services in an efficient and cost-effective manner.

Sales and use taxes

Sales and use tax liabilities can be substantial, both in good times and bad. State tax authorities continue to seek new revenue opportunities. Sales and use tax audits are on the rise and assessments and penalties are increasing. For some companies, a failure to implement and apply proper sales and use tax practices may represent a significant liability, or even a material weakness in internal control over financial reporting. Deloitte can help you analyze the sales and use tax process, including collections, payments, and exemptions, possibly resulting in refunds or future cash savings.

Credits and incentives

If your company is entering new markets; acquiring or merging with another company; consolidating, divesting,

As used in this document, "Deloitte" means Deloitte Tax LLP and Deloitte Consulting LLP, which are separate subsidiaries of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

or relocating facilities and operations; or simply growing, state and local incentives and tax credits can present a significant opportunity. By exploring, securing, and implementing available credits and incentives, you can potentially: avoid paying unnecessary taxes; obtain immediate tax refunds; manage operational costs; improve earnings before interest and tax, net income, and shareholder value; and enhance the economic value of company initiatives. However, many different factors affect the specific types of credits and incentives that may be available to your company. Deloitte can help you sort through the potential benefits along with the related requirements.

State strategic tax review

As companies continue to evolve in today's dynamic marketplace, their operations and geographic footprints change rapidly. Consequently, having an effective tax structure that aligns with business strategy and operations is critical. Our process includes a detailed understanding of a company's business strategy and operations to help the company design and implement a multistate tax approach that not only aligns with business goals, but also seeks to accommodate growth.

Consequently, having an effective tax structure that aligns with business strategy and operations is critical.

If your company pays significant state and local taxes and operates in multiple jurisdictions, it makes sense to explore your options through a Strategic State Tax Review. This involves a detailed review of state and local taxes, including: income, franchise, and gross receipt taxes; transactional taxes; telecommunications taxes; credits and incentives; excise taxes; and utility taxes. This approach focuses on potential opportunities that may arise from this broad-spectrum tax review

Multistate tax transaction services

Virtually every business decision has a tax consequence. When your company is facing strategic business decisions such as forming an entity, buying or selling assets, or acquiring or merging with another company, are you considering the multistate tax consequences? Does the resulting multistate tax posture align with your company's business objectives and strategies? Given the complexities of major business transactions, a review of your multistate tax posture should figure prominently in your analysis when

unique transactions arise. Deloitte can help you assess how your multistate tax planning and compliance activities align with the proposed transaction.

State tax controversy services

What tax issues keep you up at night or worry you during the day, apply a constant pressure of unexpected exposure, revive the frustration of resource constraints within your department, apply long-standing procedural delays with taxing authorities, or generate the absence of a broad substantive background on the issues? Many tax departments have limited resources and personnel. Competing tax return filing and other deadlines consume these resources. Tax planning and issue resolution often take a back seat to the day-to-day demands of compliance. At the same time, your management is calling for improved risk management and resolution of pending audits. Deloitte can help your company analyze its state tax audit exposure and develop responses to state tax auditor inquiries. Also, we can help you address outstanding issues by meeting with state tax audit personnel and by seeking informal or formal state tax rulings and guidance.

Financially stressed company services

The economic downturn has affected even the strongest companies. As businesses experience increased economic stress, activities directed at sustaining and possibly enhancing company value create unique tax considerations. Understanding the potential multistate tax effect of these activities can potentially improve the decision-making ability of business leaders as they seek to preserve and increase enterprise value or acquire troubled companies. Conversely, the failure to assess and address the relevant multistate tax considerations when a stressed company faces economic challenges could result in unexpected and unplanned financial statement impact, increased tax liability, and missed refund opportunities. Deloitte can provide valuable assistance in this area, including helping you analyze the unique federal and state tax differences between net operating losses, debt restructurings, and issues associated with bankruptcy emergence.

The Deloitte difference

The right resources whenever and wherever you need them, nationwide with extensive experience with the requirements and nuances in all 50 states.

A variety of experienced multistate tax professionals, including former state tax auditors, department of revenue officials, and even tax commissioners who can help you gain insight regarding what to expect and how to effectively interact with various states.

Collaborative approaches, methodologies, and technologies Reliable, quality services overseen by our Washington National Tax Multistate Group.

This brochure contains general information only and Deloitte is not, by means of this brochure, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This brochure is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this brochure.

Multistate Tax Services

Bringing the big picture into focus

Your business faces complex issues every day. One choice often impacts others. Our business is to help you analyze your multistate tax issues and assist you in evaluating and choosing available solutions. Deloitte multistate tax professionals across the country have experience in a variety of disciplines and industries and can work with you to bring your state tax picture into focus.

Our services

- Income and Franchise Tax
- Sales and Use Tax
- State Strategic Tax Reviews
- State Tax Controversies
- Federal RAR Multistate Services
- Credits and Incentives
- Multistate Transaction Advisory Services
- Excise Tax (Motor Fuels, Medical Device, other)

We invite you to sign up to receive State Tax Matters, our weekly at-a-glance newsletter showcasing current developments, articles on substantive issues and explanations of key state tax concepts. To subscribe visit www.deloitte.com/us/statetaxmatters.



As used in this document, "Deloitte" means Deloitte Tax LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2017 Deloitte Development LLC. All rights reserved.
Member of Deloitte Touche Tohmatsu Limited

Deloitte.



For more information contact an Ohio Deloitte Multistate Tax Specialist

Ohio			
Mike O'Brien	Practice Leader	miobrien@deloitte.com	+1 313 396 2820
David Adler	Ohio Jurisdiction Lead	daadler@deloitte.com	+1 614 229 4687
Columbus			
David Adler	Income/ Franchise Tax Managing Director	daadler@deloitte.com	+1 614 229 4687
Courtney Clark	Income/Franchise Tax Senior Manager	courtneyclark@deloitte.com	+1 614 229 5924
Jonathan Ross	Sales & Use Tax Service Consultant	joross@deloitte.com	+1 614 229 5932
Cincinnati			
Todd Best	Income/Franchise Tax Partner	tbest@deloitte.com	+1 513 784 7129
Jesse McWhorter	State Strategic Tax Partner	jmcwhorter@deloitte.com	+1 513 784 7108
Brian Hickey	Sales & Use Tax Managing Director	bhickey@deloitte.com	+1 513 784 7171
Guy York	State Strategic Tax Managing Director	gyork@deloitte.com	+1 513 723 3248
Ying Lee	Income/Franchise Tax Managing Director	yinlee@deloitte.com	+1 513 723 3033
Traci Cull	Sales & Use Senior Tax Manager	tcull@deloitte.com	+1 513 412 8362
Barbara O'Mara	Income/Franchise Senior Tax Manager	bomara@deloitte.com	+1 513 784 7187
Shonda Bajorek	Income/Franchise Tax Manager	sbajorek@deloitte.com	+1 513 784 7105
Cleveland			
Elaine Seguin	Income/Franchise Tax Senior Manager	eseguina@deloitte.com	+1 216 589 5441
John Hirz	Sales & Use Tax Senior Manager	jhurz@deloitte.com	+1 216 589 1463
Victoria Bender	Income/Franchise Senior Tax Manager	vbender@deloitte.com	+1 216 589 5453
Katie Gore	Income/Franchise Tax Manager	kgore@deloitte.com	+1 216 589 5023
Mike Fink	Income/Franchise Tax Manager	mfink@deloitte.com	+1 216 589 1309

As used in this document, "Deloitte" means Deloitte Tax LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2017 Deloitte Development LLC. All rights reserved.
Member of Deloitte Touche Tohmatsu Limited