



DILLON TAX CONSULTING

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MICHAEL T. DILLON, ESQUIRE PRESIDENT, DILLON TAX CONSULTING

Mike is the founder and President of Dillon Tax Consulting. With his focus primarily on the state and local tax needs of businesses, Mike provides solutions and planning recommendations to clients' questions regarding sales tax, property tax, business license tax, various other state and local tax matters, and other business compliance requirements. In this capacity, he assists clients to identify their state and local tax obligations and areas of tax exposure, proactively mitigate these exposure items, secure refunds of overpayments, and develop controls to meet tax obligations and minimize tax compliance risks. To date, Mike has saved his clients several \$Millions by identifying and securing refund opportunities and minimizing potential exposure. Mike also represents the firm's clients before taxing authorities in successfully resolving tax audits and disputed tax matters.



With approximately fifteen years of state and local tax experience, Mike has both public accounting and private industry expertise. Mike began his career as a tax attorney for a multi-billion dollar international communications company, which he successfully represented in over fifty sales and transaction tax audits before state and local taxing authorities around the country, resulting in savings exceeding \$20Million. Mike also assisted this company determine the taxability of its products and services, as well as in the conversion of twenty-one legacy billing systems to two new platforms.

In his capacity as a state and local tax attorney and consultant, Mike regularly defends taxpayers against state auditors, both during the audit process and on appeal, after an assessment has been issued. Mike also provides nexus evaluation services, negotiates the voluntary disclosure of taxpayer liabilities with taxing authorities, provides multi-state tax research, and strategic tax planning services for companies ranging in size from small sole proprietors to large Fortune 500 companies. Mike has assisted his clients in countless sales and transaction tax projects throughout the country, and primarily in Maryland, Virginia and the District of Columbia. Gaining this regional sales and transaction proficiency has also provided Mike with critical relationships with a number of key state taxing officials, which enable more effective and efficient resolution of issues involving taxing authorities. Mike is an active member of the Maryland Chamber of Commerce and the Fight the Tech Tax Coalition, a coalition of business organizations and Maryland companies working to repeal the computer services sales tax during the 2008 General Assembly Session. In this capacity, Mike has testified before the Maryland General Assembly in support of business community and taxpayer efforts to repeal specific tax laws.

Prior to forming Dillon Tax Consulting, Mike managed the national State and Local Tax practice for an international accounting and management consulting firm whose client base ranged from emerging businesses to large Fortune 500 companies. In this capacity, Mike helped grow the practice by identifying new opportunities, seeking and winning new business, and managing engagement teams. Mike also led the Midatlantic Practice of the National Communications Industry Tax practice for a Big 4 accounting and consulting firm. He also managed the sales and transaction tax practice of the State and Local tax department for two of the country's largest accounting and consulting firms. Mike has also served as Tax Director and Pension Plan Administrator for a publicly-traded Internet company.

Mike has a Bachelor of Science degree in Business Administration with a concentration in Accounting from the State University of New York at Buffalo and a Juris Doctor degree from The Catholic University of America. He is a member of the Maryland State Bar Association and the Pennsylvania State Bar, as well as a frequent lecturer and published author on sales and transaction tax topics. Most recently, Mike's article on sales tax audits of the bar, restaurant and packaged goods store industry was published in CCH's *Journal of State Taxation*.

MEETING YOUR OBLIGATIONS, EXCEEDING YOUR EXPECTATIONS