



DILLON TAX CONSULTING

4 STEELE AVENUE
ANNAPOLIS, MD 21401
DIRECT: 410.507.9282
FAX: 410.267.6585
MIKE@DILLONTAXCONSULTING.COM
WWW.DILLONTAXCONSULTING.COM

THE SITUATION:

Developer/Construction: Obtained \$120,000 refund of sales tax paid on qualifying exempt materials for qualifying exempt job.

Software: Obtained sales tax refund for exempt production equipment. Also negotiated settlement of "penalty-free" historical liabilities with State.

Hospitality: After hearing on the merits, reduced \$300,000 MD tax assessment by 60%.

Service Contractor: Received tax bill for \$100,000 from State of WV. After getting original assessment withdrawn, reduced tax liability by 50%.

International Retailer: After hearing on merits, achieved 90% reduction in client's NV tax assessment.

THE FACTS:

There are more than 30,000 state and local tax jurisdictions in the United States. Over 7,500 of these jurisdictions impose their own sales and use tax - each with a different rate, and different definitions of taxable goods and services. Even more jurisdictions impose additional gross receipts taxes, income/franchise taxes, property taxes, business license taxes and fees, among others.

THE ISSUE:

Your company must recognize and tackle important multi-state tax obligations on a daily basis. The significance of these obligations can be overwhelming, and is typically overlooked until a company finds itself having to react to a taxing authority's inquiry or audit. At that point, the company is simply "putting out fires" as opposed to proactively meeting and minimizing these obligations, and seeking potential refund opportunities.

THE SOLUTION:

Dillon Tax Consulting successfully adds value to their clients' businesses by identifying and minimizing tax obligations, and maximizing refunds and reductions of tax. Michael T. Dillon, Esq. regularly represents companies during and after state tax audits, often coming in at critical, "all hope is lost" stages to minimize potential liabilities and negotiate favorable settlements. Mike partners with his clients to identify and streamline their multi-state, multi-tax compliance obligations. Mike has assisted his clients by both recovering millions of dollars in state and local taxes and reducing tax liabilities due to the successful completion of:

- Reverse Audits
- Audit Defense
- Nexus Surveys
- Voluntary Disclosure Services
- Sales Tax Matrix Development
- Exemption Certificate Management
- System Surveys & Process Review
- Proactive Transactional Analysis
- Managed Audits
- Compliance Services

Dillon Tax Consulting provides advisory services and solutions to companies across all industries, ranging in revenue size from several hundred thousand dollars to multi-billion dollars.

FOR MORE INFORMATION, PLEASE CONTACT MIKE AT 410.507.9282 OR VISIT WWW.DILLONTAXCONSULTING.COM.

MEETING YOUR OBLIGATIONS, EXCEEDING YOUR EXPECTATIONS



DILLON TAX CONSULTING

4 STEELE AVENUE
ANNAPOLIS, MD 21401
DIRECT: 410.507.9282
FAX: 410.267.6585
MIKE@DILLONTAXCONSULTING.COM
WWW.DILLONTAXCONSULTING.COM

FOR MORE INFORMATION, PLEASE CONTACT MIKE AT 410.507.9282 OR VISIT WWW.DILLONTAXCONSULTING.COM.

MEETING YOUR OBLIGATIONS, EXCEEDING YOUR EXPECTATIONS