

**PROPERTY TAX REDUCTION
AND PLANNING**

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DESCRIPTION OF PROGRAM ENGAGEMENT

State and Local Tax Consulting Services

Partner reviews client property tax assessments and seeks to uncover opportunities for property tax reduction through the property tax appeal process. Partner may also assist in the filing of business personal property returns where appropriate. Partner may consult with client on specific property tax issues/opportunities such as new construction, remodel, relocation. Partner may assist client in obtaining credits/incentives where applicable. Partner may consult on sales and use tax issues such as audit review and defense, exemptions, etc.

Client Meeting Analysis

Partner will engage with client through a discovery call arranged via Select Strategies. Will discuss potential needs/opportunities, past history of state and local tax efforts and seek to understand value of partner's services to client based on property value(s), location(s), and market.

Post Meeting Process

Partner will provide an Engagement Agreement (EA) directly to client outlining fees, terms, and other pertinent language customary to a service contract of this nature. Upon execution partner will engage in a kick-off call with client to introduce partner's client service team and discuss next steps including the collection of necessary dealership and financial data. In many cases partner may coordinate with client to physically visit their dealerships and talk with appropriate management to better understand the property. During such visits partner may take pictures and measurements of the properties.

Property Tax Appeals

Partner will review dealership property values utilizing recognized appraisal valuation methodology as well as proprietary approaches to validate if property is accurately assessed by the taxing jurisdiction. If partner's analysis finds potential opportunities for a reduction in property values, partner will file property tax appeals as agent for the taxpayer, attend necessary hearings, and represent the taxpayer's position to the best of their ability. In some cases the appeal may be taken through to litigation based on the strength of the case and net value (with client's consent).

Consulting

As needed partner may serve as a professional resource to client regarding all matters of state and local tax including audits, personal property compliance, sales and use tax and credits and incentives.

Fees

Partner's property tax appeal fees are typically contingency based and are calculated as a percentage of actual tax savings. Additional consulting work may be billed hourly or contingent. Fees will vary based on number of properties, locations and values, or scope of consulting projects.

Disclaimer

Pivotal does not have controlling authority over the timing of appeal cases and how quickly a matter will be resolved, this timing varies greatly from jurisdiction to jurisdiction. Not all appeals are successful in achieving reductions in value, and not all properties are viable subjects for appeal.

Best Opportunities

Multiple locations, higher value properties, larger jurisdictions.

Partner Bio

Partner is an industry respected, privately owned, debt free, 21 year-old business. Partner is the only known firm to specialize in the auto dealership space and is engaged with several of the largest dealership groups in the country. Partner has created a valuation methodology that has been successful for clients that have previously been unable to effect a reduction in property tax liabilities with or without 3rd party assistance.