

# SOLUTIONS BEYOND THE OBVIOUS

## *State & Local Tax Services*

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Our State and Local Tax (SALT) team specializes in Managing Risk and Adding Value to our clients' businesses through their years of experience providing state and local tax, including sales and use tax, consulting services to both large and small businesses, in a wide range of industries.

We manage our clients' risk by providing tax advisory services that enable them to sufficiently manage risk or potential exposure related to state & local taxes through a variety of initiatives:

- Nexus Study
- Tax Registration
- Voluntary Disclosure / Amnesty
- Tax Research
- Tax Compliance
- Audit Defense

We add value by providing tax advisory services that add value to the clients' businesses through the recovery or reduction of state & local taxes:

- Refund Study
- Utility Study
- Credits & Incentives
- Transaction Planning
- Due Diligence
- Outsourcing

## What Benefits Can You Expect?

While different services are designed to yield different benefits, and state and local tax laws vary from state to state, you can expect to benefit in one or more of the following ways from our SALT services:

- Improved cash flow, if we find that you have been overpaying sales & use taxes in various ways.
- Higher level of confidence in your sales & use tax compliance process, if we find that your process was incomplete, ineffective or inaccurate.
- Access to experienced state & local tax professionals who have also earned the designation of Certified Public Accountant, giving them (and you) a much broader perspective of your issues.
- Access to former state tax department employees on our staff who understand state tax authorities' goals and can guide you successfully through a sales tax audit.

TRONCONI SEGARRA  
& ASSOCIATES<sup>LLP</sup>

Certified Public Accountants  
Business Consultants

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## The Benefits of Engaging Tronconi Segarra & Associates

- Your professional services will be provided by skilled, experienced CPAs, accountants and other para-professionals focused on delivering your work accurately and efficiently.
- Partners and senior management team members of our Firm will be actively involved in client engagements.
- You will work with a team of professionals who will actively listen to you to understand your unique needs, which will be the basis for our approach to tailoring an engagement that best suits you.
- We will look for opportunities to add value to every engagement we perform for you and will draw on our years of expertise and best practices gained across a wide range of industries to provide you with additional insights, competitive rates and exceptional client service.
- Above all, Firm associates will exhibit qualities of honesty, integrity, enthusiasm and innovation in the delivery of professional services to you.

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Some of the industries our State & Local Tax Practice serves include:

- Aerospace
- Automotive
- Banking
- Consumer Products
- Construction
- Electronic Commerce
- Energy
- Food & Beverage  
(Processing, wholesale  
and retail)
- Healthcare
- Manufacturing
- Medical Devices
- Printing
- Technology

To learn more about our State & Local Tax Services (SALT), contact our SALT team leaders – David Werth, Andy Toth, and Tom Mazurek – or visit [www.tsaSALT.com](http://www.tsaSALT.com).



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Members – American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA).