



PROPERTY TAX MITIGATION

Outside of income taxes, the single largest recurring charge for commercial property owners are Property Taxes. In most states, owners are required to pay taxes on both their real estate as well as their personal property. These charges are often an immense expense and a constant hit to their bottom line. To be ensured clients are not being overcharged on Property Taxes, we use an industry specialist with extensive market experience in valuation, tax and law to perform their Property Tax Mitigation.

What is it?

A thorough analysis by industry professionals to reduce the amount of real and/or personal property taxes owed.

Who Qualifies?

Any commercial property owner who pays over \$50,000 per year in real or personal property tax is worthy of a free review to determine potential reduction opportunities.

How Much Savings?

Average tax reduction is 15%.

Commercial Property Benefit

Most companies consider property taxes to be a fixed cost. However, a review of real and personal property tax assessments often results in the identification of opportunities for lower property tax bills. A property tax review can result in savings up to 10-25% or more of the total real and personal property taxes paid. Savings identified in the current year are typically realized in future years as well.

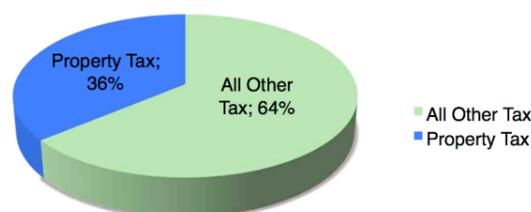
Our experienced team of professionals in mitigation, valuation, assessments, and law will work on your case to identify any potential opportunity for refunds and/or reductions in your current property taxes. We perform all the work on your behalf until savings are captured, including partaking in hearings and filing necessary paperwork. We act as an extension of your company toward the governing property tax bodies.

A simple contingency engagement with us will get the ball rolling. We will collect your most recent property tax assessment as well as an authorization for us to work on your behalf. We then go to work for you! When we procure a savings/refund for you, our fees will simply be a percentage of what you receive as a result of our work.

Targeted Industries

Hotels, retirement homes, manufacturing, retail plazas, grocery, office complexes, medical industry, restaurants, etc.

**Total U.S. Taxes Paid Annually
\$597 Billion**



PROPERTY TAXES MAKE UP \$215 BILLION OF THE \$597 BILLION IN TOTAL ANNUAL US TAXES PAID

GMG Partnership

Smarttax has partnered with Growth Management Group (GMG) to deliver specialized tax incentives. GMG believes wholeheartedly in building Strategic Partnerships and actively reaching out to industries and organizations that would benefit from such a partnership.

Benefits for Owners

- ⇒ Increase cash flow.
- ⇒ Refund potential on prior years
- ⇒ No fees on future years
- ⇒ Average property tax reduction over 15 percent

Fee Schedule for Local Representation

Smarttax (via GMG) will work with your local municipality directly. GMG typically finds a minimum of 15 percent in over payment by their clients. The turn-around time for a property tax mitigation client can take anywhere from 1-12 months, depending on the local municipality. (Each municipality has an annual review date which controls how quickly GMG can provide the savings. On that date, GMG's property tax division submits their findings to the municipality on behalf of the client. The municipality then reviews the findings and rules – most often the rulings are in favor of the client.)

Once the rulings have been received the client has realized their benefit, the client is invoiced for 50% of the savings that they received due to the property tax mitigation. This is a first-year representation fee – the savings should continue year-over-year unless the municipality has an increase (in that case, you will want us to review the process again with the local board).

Cost Remediation

Cost remediation is the process by which we seek to reduce, refine or recapture operational costs and/or engage in tax mitigation on behalf of a business owner. Our services are initiated on a no cost, no obligation basis wherein we review key aspects of the businesses line item expenses and determine what opportunities exist to refine said expenses as well as to determine what tax mitigation or benefits they may qualify for. Through this process we are able to forecast what the benefits will be should the business decide to engage us for our services.

Additionally, it must be understood that under no circumstances do we serve as a vendor or change their current vendors, we simply audit those relationships and or general operating costs and identify avenues (and facilitate same) through which monies may be recaptured and/or refined on a go forward basis.

Our clients range from small privately held businesses to many Fortune 500 entities, as well as various unions,

municipalities and even entire states that use certain of our platforms.

GMG Audit Guarantee

Smarttax works with GMG to provide the tax savings benefits. If at anytime GMG's work, methodologies or calculations are challenged or scrutinized by the IRS, GMG will offer the defense support necessary to explain or illustrate their findings. GMG follows strict IRS Guidelines, revenue rulings and case law. To date, GMG has had had zero disallowances. GMG also has engineering studies in all 50 states serving clients in multiple disciplines including: *Cost Segregation, Research & Development Credits and Property Tax Appeals.*



Case Sample: Medical Industry and Tax Credits

Successful health care providers, from individual practices to large entities, are constantly faced with the decision of when and how to invest in their own businesses. The most important factor being the total cost of the investment, including the potential tax benefits.

As a Health Care Provider, you can receive funds for medical equipment, devices, computers, furniture, and other office or medical equipment by taking advantage of tax incentives and credits made available specifically to your industry.

However, finding the right tax incentives and credits is a highly specialized field – and one area that GMG is well known for among the CPA community. Your CPA may be aware of these initiatives, but most CPA's are unable to fully capture the available incentives and credits for their clients – and this is where we step in. GMG will work directly with your CPA, answer all their questions, and complete the process with minimal CPA involvement.