



WHY PARTNER WITH BROWN EDWARDS?



Experience

- 50+ years
- 97% client satisfaction
- specializing in 12 industries

Our commitment to our clients, along with our hard-earned reputation for quality service, has earned us a 97% client satisfaction rating. We work with you to address your needs and help you plan for what lies ahead.

INDUSTRIES SERVED

- Wholesale/E-Commerce Distribution
- Not-For-Profit Organizations
- Construction/Contractors
- Real Estate Development
- Government Contractors
- Education (K12 + Higher Ed)
- Financial Institutions
- Dealerships
- Benefit Plans
- Credit Unions
- Manufacturing
- Health Care
- Energy
- Retail



Size

- Full service firm
- 12 office locations
- 450+ employees

Size matters! A larger firm has the resources to allow team members to develop specialized skills and gain industry-line experience.

With offices throughout the mid-Atlantic region and more than 450 employees, we are able to better serve you by being a part of your community.

OFFICE LOCATIONS

- Bluefield, WV
- Bristol, VA
- Charleston, WV
- Harrisonburg, VA
- Kingsport, TN
- Lynchburg, VA
- New River Valley, VA
- Newport News, VA
- Petersburg, VA
- Richmond, VA
- Roanoke, VA
- Wytheville, VA





STATE & LOCAL TAXATION SERVICES

Tax Law

EXPERIENCE MATTERS

State and local tax laws can sometimes be complex and confusing and, to make things more difficult, as evidenced by the Supreme Court's landmark decision in *South Dakota v. Wayfair*, they are always changing.

This poses specific challenges to businesses and impacts all elements of business operations, including C and S corporations, partnerships and sole proprietors.

Brown Edwards' State and Local Tax (SALT) Group assists businesses of all sizes with planning and compliance in connection with State and Local tax requirements. We have a full team of dedicated SALT experts ready to provide you with planning and solutions to your issues and questions whether you are conducting business in one, several, or all 50 states.

Brown Edwards' Sales & Use Tax Consultants are experts in the state and local tax laws and know how sales and use taxes can affect your business on a daily basis. And because our offices are close to your business, we offer local and regional access to SALT professionals who will provide you with advice and experience from both sides of the table in dealing with sales and use tax matters. Whether you have been notified of a pending audit, are currently in the middle of one, or if you just have questions, we can help.

SERVICES OFFERED

- Tax Audit Representation
- Voluntary Disclosure/Amnesty Filings
- Sales and Use Tax Reverse Audits
- Nexus Review
- Taxability Studies
- Sales and Use Tax Checkup
- Controversy Resolution



"My bond with Brown Edwards' personnel goes back to 1987, when I started my company. I always feel free to call the partners and ask for help when business problems come up. I know they'll take my call immediately and help me figure out the right course of action, taking my best interest to heart. They're the first people I turn to for help. It's that kind of a relationship."

SUMITH HAPUARACHY
President, SMH Construction Company, Inc.