



MARVIN F. POER AND COMPANY

THE POER ADVANTAGE

STABILITY

Since 1964 serving our clients under same ownership and high standards

EXPERIENCE

Over 180 local property tax professionals with decades of valuation experience

KNOWLEDGE

Represent property in all 50 states and over 7,500 local tax jurisdictions

FOCUS

Single-source provider of tax services nationwide

MARVIN F. POER AND COMPANY

Your source for information on property tax issues.

Visit our website at:

WWW.MFPOER.COM

THE POER DIFFERENCE

- Client Satisfaction
- Cost-effective Process
- Minimum Tax Expense
- Accurate Values
- Zero Penalties
- Comprehensive Approach
- Multi-State Leadership
- Ongoing Training

Integrated Complex Property Solutions



Effectively controlling & maintaining property tax expense requires targeted top down consulting solutions to achieve company objectives. POER's ICPS process, team, and technology ensure a successful implementation.

What Industries Benefit the Most?

Any industry with complex real and personal property assets such as:

- Chemicals
- Refining
- High-tech
- Transportation
- Textiles
- Pharmaceutical
- Communications
- Mining
- Power
- Food Processing
- Special Purpose Properties
- Aerospace
- Data & Corporate Centers
- Foundries, Steel & Coke
- All Manufacturing
- Hospitality

Tax Assessors often rely on technical professionals to help value highly complex property — you should do no less.

POER's ICP Service

Consulting priorities for solving complex valuation problems and reducing tax expense

- Industry economic surveys
- Component cost analysis
- Proper classification
- Investment trend and age life studies
- Quantify accrued depreciation
- Asset rationalization
- Capacity and production analysis
- Market value analysis
- Maximizing exemptions
- Analysis of intangibles
- Negotiate, appeal and audit defense
- Intelligent compliance
- Real estate value analysis
- Physical Inventories



POER's Integrated Complex Property Solutions are . . .

- Business Personal Property Tax Compliance
- Fixed Asset Management Services
- Market Value Analysis
- Inventory Valuations
- Exemption Management
- Real Estate & Personal Property Appeals
- Audit Representation

What POER Does for You

Achieving lower taxes and regulatory compliance through:

- Properly accounting for & componentize costs
- Creation of new income & reduction of tax expense
- Leveraging input from engineering & production managers
- Establishing improved records through asset rationalization
- Helping to establish better control & methods of reporting costs
- Utilizing our network of local contacts with assessors
- Evaluating investment trends to discover replacements, determine service lives & negotiating changes in property tax depreciation
- Using public industry data to quantify economic obsolescence
- Filing returns with appropriate analysis & support for filing positions
- Achieving higher exemptions for added discovery of environmental assets
- Quantifying obsolescence adjustments through production & capacity analysis
- Performing audit defense & appeal representation when needed
- Evaluate & reduce real property assessments to lower tax expense
- Providing an annuity benefit by reducing tax expense

POER Success Stories

- Tax savings for a telecom manufacturer exceeded \$3 million following obsolescence studies, asset rationalization and market value analysis.
- Pharmaceutical manufacturer saved more than \$600,000 following component cost studies for capital expansion projects. Reclassified assets resulted in shorter economic lives, producing an annuity of property tax savings.
- Economic obsolescence and recorded asset impairments reduced the tax assessment for a coal mining company by more than \$17 million.
- Financial services company enjoyed \$400,000 in tax savings resulting from the extraction of non-taxable and non-value added capital costs.
- Major textile manufacturer achieved more than \$1.5 million in recurring savings following asset rationalization, reclassification and the discovery of new exemptions.
- Multiple chemical manufacturers received substantial tax savings by identifying additional pollution control equipment, component costs and partial replacements.

Partial Client Listing

POER has been providing tax services and managing customized tax programs for industrial and complex property owners since 1964.

- 3M
- Americold Logistics
- Bally Technologies
- Lockheed Martin
- Mueller Industries
- Nokia, Inc.
- Roche Colorado
- U.S. Pipe
- VF Corporation
- Walter Industries

Market valuation of assets includes the quantification of physical, functional, and external losses that impact estimated replacement cost.

Without properly quantifying all losses in value, over-assessment can occur resulting in excess property taxes.

POER's consulting process is designed to accurately capture all losses in value to ensure your assessments are fair, accurate, and taxes are minimized.

Let us know what your goal or need is
— POER will get you there...



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