

# TMI Principals:

## **Don Covert, President**

Don's areas of concentration include tax planning, sales and use taxes, personal property and tax abatements. He has an extensive hands on experience in providing tax consulting services to mineral, energy and manufacturing firms throughout the country. As the former Tax Director for Amax Coal, he managed all federal, state and local tax planning, compliance and appeals. As the Personal Property Director for the Indiana State Tax Board, he was a primary author of the current personal property tax regulations. Don graduated from Ball State University with a degree in business administration and he is also a Certified Public Accountant. Don is responsible for the overall management of TMI.



## **Christina Pritchard, Property Tax Manager**

Christina is responsible for our Personal Property Tax Program. She has 10 years of experience in detailed auditing, preparation and filing of Indiana Personal Property Tax Returns. She also manages our information systems for all functions and has developed and maintains our asset management software.



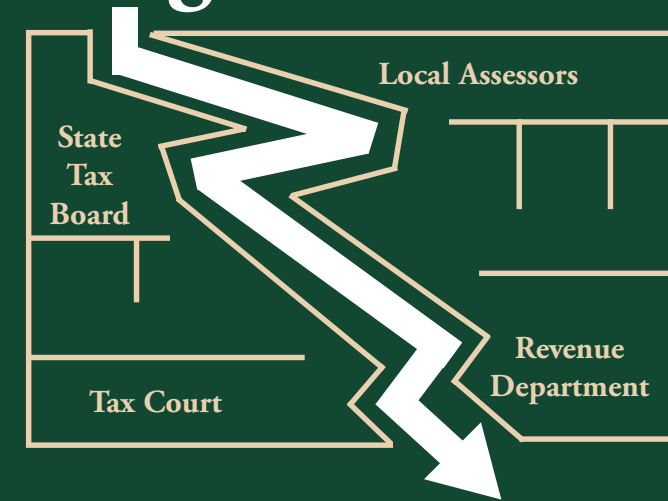
## **David Glass, Sales and Use Tax Manager**

Dave manages our Sales and Use Tax Program. He has 12 years of experience in this area. He has an engineering background, which makes him particularly well suited to evaluate manufacturing sales and use tax transactions and exemptions. In addition to his sales and use tax expertise he is also a Level II Property Tax Assessor.

**TAX MANAGEMENT, INC.**  
5039 Madison Avenue  
Indianapolis, IN 46227

# Tax Management Inc.

## High Taxes



## Lower Taxes

*“Simple Solutions to Complex Tax Problems”*

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# Tax Management Inc.

## Indiana Business Tax Facts:

- 75% of manufacturers overpay sales & use taxes



- 65% of business real property is overassessed



- 50% of personal property is overstated by business



- 35% of manufacturers overpay excise taxes

**T**MI provides a wide range of services designed to reduce and control business tax burdens. TMI offers a unique approach to these services by employing accountants, appraisers, real and personal property specialists, sales tax auditors, and tax attorneys. Also, nearly all of TMI's services are provided on a contingency basis, thus eliminating your risk, in the following areas:

### ◆ *Property Taxes*

- identify, document and quantify real property assessment errors
- examine personal property assets (machinery, equipment & inventory)
- audit personal property returns
- manage refund claims and appeals
- acquire and retain real and personal property tax abatements
- project tax liabilities under alternative assessment methods
- provide planning, compliance and training services

### ◆ *Sales & Use Taxes*

- conduct three-year reverse audits and identify overpayments
- file and manage refund claims
- manage and support appeals
- provide planning, compliance and training services

### ◆ *Other Tax Services*

- motor fuel usage and excise tax compliance
- future tax liability forecasting
- merger, acquisition and corporate structure tax planning
- local budget and spending compliance studies
- specialized tax impact and economic development studies
- utility usage and rate analysis

