





2023 PRIVATE CLIENT FORUM

Tax opportunities to help a rapidly growing private company enjoy the ride

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With you today



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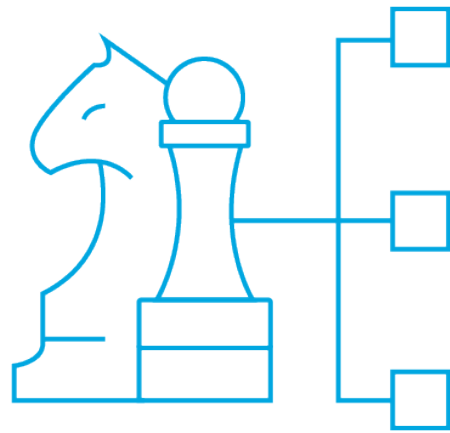
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Learning objectives

By the end of this session, participants will be able to:

- Describe instances when tax is relevant to financing
- Explain how tax can impact strategic decision making and vice versa
- Articulate key tax implications of investments in talent and capital expenditures
- Know when to involve tax in the strategic process



What are the top 5 issues for growth companies

1. Maximizing cash flow
2. New geographies and channels
3. New products
4. Attracting and retaining talent
5. Growing and optimizing operations

Maximizing cash flow

Operations

- Lending
- Cost containment

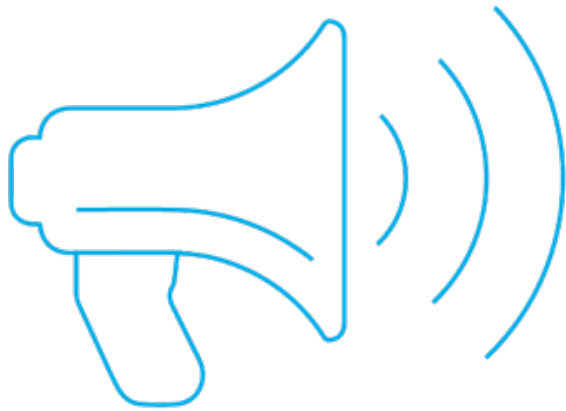
Periodic Tax Planning

- Credits and incentives
- Accounting methods

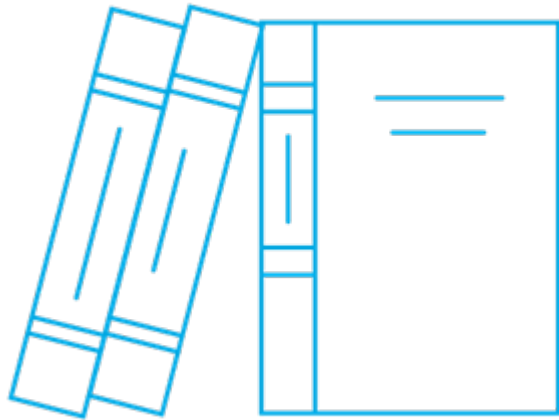
Entity Choice

- Change in operating model
- Future tax changes

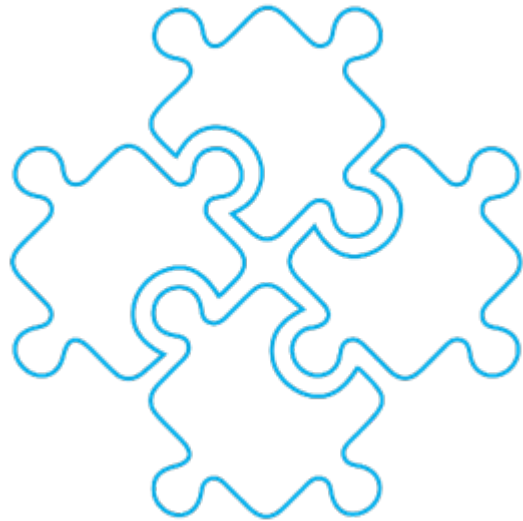




- How do I know when and where?
- Incentives:
 - State and local
 - Maximizing cost recovery
 - Export activity
- Beware of:
 - New regulatory requirements
 - Disproportionate tax increases
 - Cash needs to create success



- Research and development
- Transaction Tax Considerations
 - Sales and Use
 - Customs Duties
 - Value Added Taxes



- Understanding your talent and their needs
- Consider the tools available
 - Simple bonus plan
 - Synthetic equity
 - Deferred compensation
 - True equity
- Don't forget complexity relative to the issue



- Inorganic growth
 - Tax shield
 - Risks
- Consider your internal operating models
 - Can you effectively handle the complexity in house
 - Is this where you want to spend your investment dollars and time
 - What risks are associated with the spend
- How can technology help with transparency and efficiency

Strategic decisions affect tax

- Without considering tax for many of your major decisions you may be in for a surprise

Consider internal operational impacts

- The internal operating model of yesterday may not be your preferred future model

Tax planning is not an event

- Changes in strategy and large investments often drive planning opportunities



QUESTIONS AND ANSWERS

THANK YOU FOR
YOUR TIME AND
ATTENTION



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