



## Minimizing Property Tax Liabilities in the Building Product Manufacturing Industry

Companies involved in the manufacturing of commodity-driven products are highly volatile and capital-intensive businesses. Changing market demand, regulation, and global competition can impact the value of your properties. Understanding and applying current building product manufacturing industry metrics and trends is essential to managing the burden of property taxes.

Ryan has a proven history of delivering improved profitability and cash flow to companies in the building product manufacturing industry through a suite of specialized property tax services. Our Property Tax team provides a comprehensive program specifically directed toward addressing the unique property tax challenges of the industry.

### Industry-Focused Property Tax Solutions Generate Results

Ryan's team works closely with your facility and corporate personnel to translate each property's unique characteristics into the lowest supportable value possible. Whether it is manufacturing equipment, pollution control assets, or inventory, Ryan can help with a variety of proactive measures designed to:

- Benchmark key statistics and industry trends with property tax assessed values, providing our clients a tool to determine appeal opportunities
- Analyze each element of the assessment valuation process by examining the application of the cost, market, and income approaches to value; equity with similar properties will also be evaluated
- Identify and secure all available exemptions, including pollution control equipment and inventory freepoint exemptions
- Identify and implement strategies to document and properly value idle or underutilized assets
- Apply proven valuation methods to accurately identify, measure, and document all forms of obsolescence (physical, functional, external)
- Prepare market-supported and well-reasoned documentation and reports to support assessment negotiations and appeals

### Comprehensive Services to Meet Your Property Tax Needs

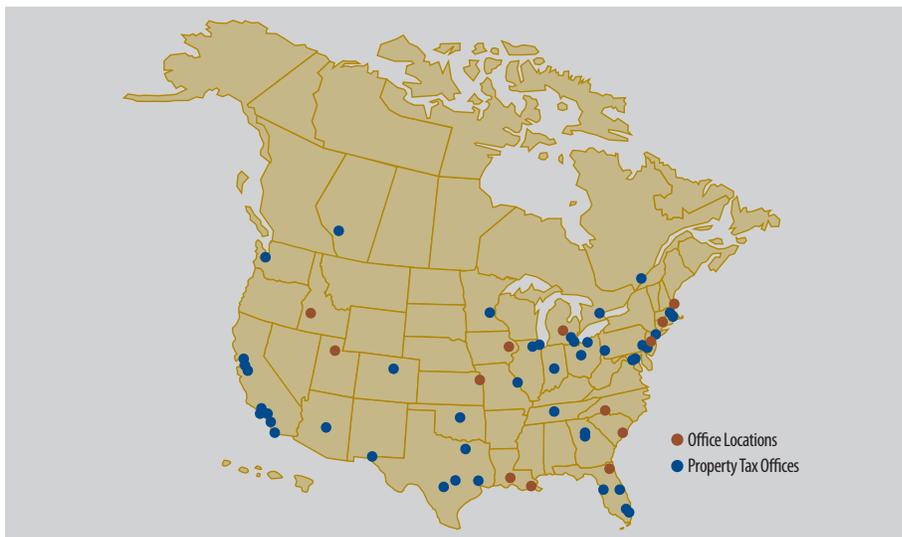
- Prepare thoughtful and complete property valuation analyses
- Prepare personal property tax returns and exemption applications
- Manage and appeal property tax audits
- Secure, review, and pay property tax bills
- Maintain property tax information for budget and accrual processes
- Due diligence services for new facility development and acquisition
- Prepare timely project status reports



### Building Product Manufacturing Segments We Serve:

- Brick
- Cement and Concrete
- Ceramic Tile
- Glass Windows and Doors
- Gypsum Ceilings and Wallboard
- Insulation
- Iron and Steel Structures
- Metal and Plastic Pipe
- Paint
- Roofing
- Vinyl Siding, Decking, and Trim
- Wood Flooring and Cabinets

**National Presence. Local Expertise. Industry Focus.**



**Our Strength is Our People**

Ryan has the largest property tax practice in North America, with more than 700 professionals in 39 cities and relationships in nearly every jurisdiction. Our experience is unmatched by any other national, regional, or local provider.

Our client service teams provide North American coverage backed by local knowledge and relationships, supported by specialized building product manufacturing industry expertise. Our professionals are the most respected in the industry, having earned CMI, ASA, and MAI designations backed by many years of experience as former assessors, attorneys, appraisers, economists, engineers, and more.

**The Ryan Advantage**

Ryan clients benefit from a single point of contact, transparent and responsive communication, and web-based technology for 24/7 access to information. Our rigorous internal operating procedures ensure work quality and uniformity to help our clients manage and mitigate risk while achieving maximum tax savings.

**Winning Results for Ryan Clients**

**\$9,175,000 in tax savings**

*Tax savings obtained over the last five years for one of the world's largest insulation, roofing, vinyl, plastic pipe, and gypsum products manufacturing companies*

**\$4,790,000 in tax savings**

*Tax savings obtained over the last five years for one of the world's largest insulation and roofing products manufacturing companies*

**\$6,780,000 in tax savings**

*Tax savings obtained over the last five years for one of the world's largest insulation and roofing products manufacturing companies*

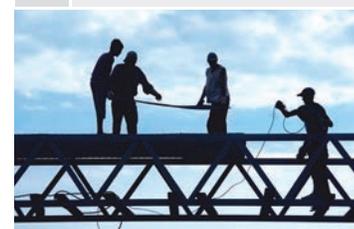
**\$3,650,000 in tax savings**

*Tax savings obtained over the last five years for one of the world's largest wood flooring, cabinets, and gypsum products manufacturing companies*



**Key Indicators for Tax Reduction Opportunities:**

- Price volatility and reduced market demand
- Assets operating at less than full capacity
- Current or pending governmental regulation
- Substantial yearly shifts in output
- Global competition from low-cost producers
- New technology resulting in better quality and efficiency
- Equipment repairs and updates



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**Award-Winning Tax Services**

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