



The Brennan Group | *Strategic Tax & Cost Management*

12221 Big Bend Road St. Louis, Missouri 63122 www.thebrennangroup.com
314-966-2800 888-821-2772 toll-free 314-821-7913 fax

A BRENNAN GROUP CASE STUDY

From One to 100

One of the nation's largest feed and grain manufacturers hired The Brennan Group in 2001. The Director of Tax agreed to meet, and we began with a sales and use tax procedures review of their business assets in 5 states. The Brennan Group had such tremendous success, they quickly requested reviews for their assets in the remaining 35 states. By securing for them tens of thousands of dollars in refunds and savings for a number of these states, The Brennan Group gained their trust and soon received a call requesting assistance with their real estate and personal property tax issues as well.

For years this client's property taxes had been managed by a big three accounting firm. The Brennan Group reviewed 39 locations across the country and successfully reduced the real estate and personal property taxes on each and every case, with an average reduction on personal property of 12%, and an average reduction on real estate of over 14%. These savings totaled for this client exceeded \$200,000. During the second year, The Brennan Group secured more than half a million in savings, changing the Tax Department from a cost center to a profit center.

The client's company was then bought by a \$5 billion agricultural/dairy conglomerate. The purchasing company was so impressed by The Brennan Group, they asked them to review all their property taxes on locations throughout the country, including the locations of their other subsidiaries. Years later, The Brennan Group continues to protect this client's tax budget as well as their bottom line.

**The Brennan
Group secured
more than half
a million in
savings**