



Commercial Property Tax

Hospitality Qualifications

The years of pandemic-related economic uncertainty created long-lasting negative economic impacts for most hotel owners and operators. Cash-flow margins were stretched, often past tolerable limits. While the end of lockdowns and travel restrictions meant opportunity for significant recovery for many industries, hospitality has not proved so fortunate.

The decline in business travel, along with increased operating expenses, deferred maintenance that has become necessary, and shifting leisure travel consumer preferences, has stifled recovery. Compounding this distress are spiking interest and lending rates, just as many hotel loans are maturing.

This fluid environment creates multiple opportunities for tax reduction and a critical need for streamlined administration of

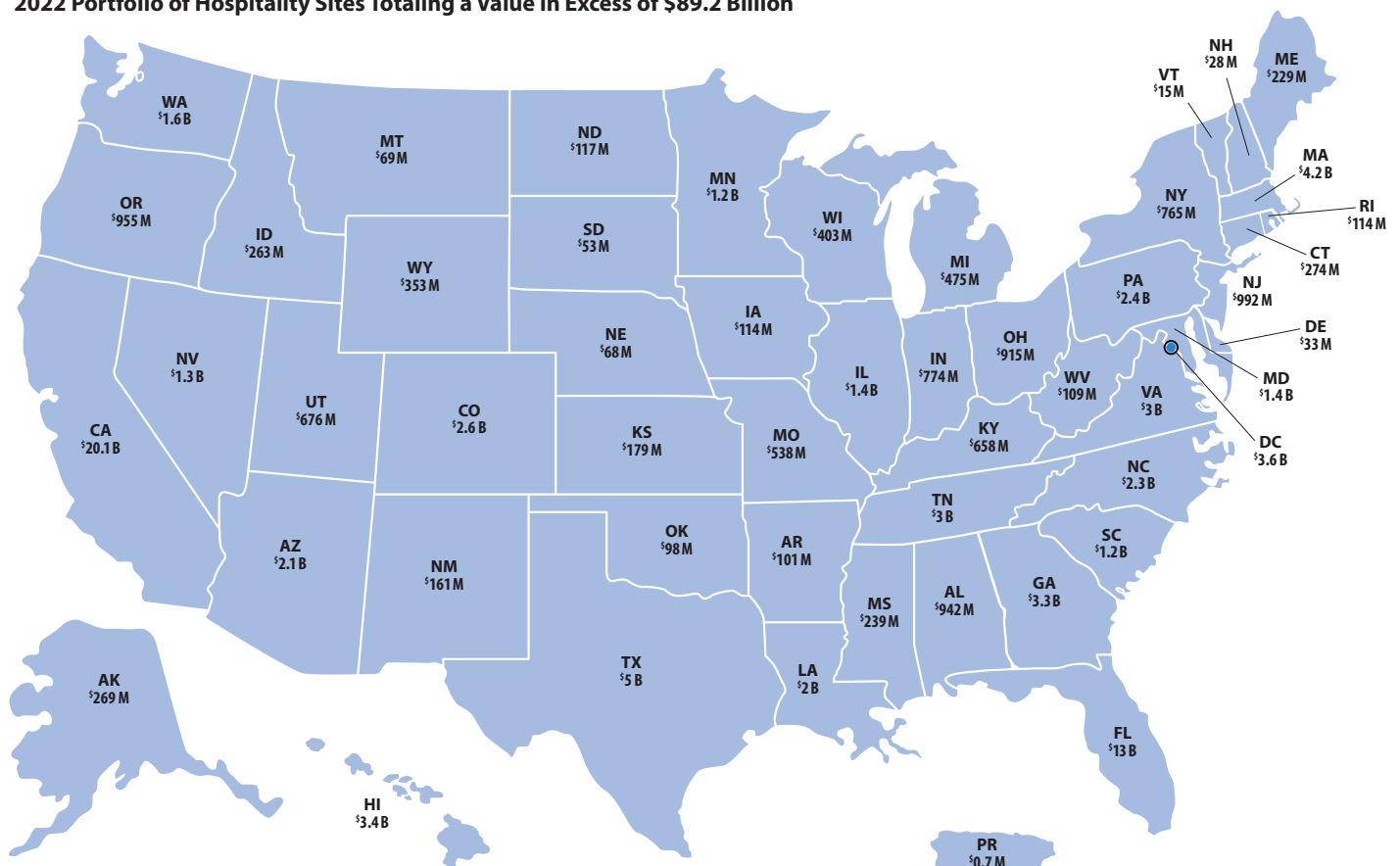
hospitality properties. Now, more than ever, it is imperative to manage and mitigate this large operating expense faced by the hospitality industry.

Single-Source Provider of Specialized Solutions

A single-source solution to coordinate, consult, and advise ensures that your organization pays no more than its fair share of state and local taxes. Ryan is the only full-service provider to consider all tax implications associated with the acquisition, management, and disposition of real and personal property assets. Our lodging and hospitality clients benefit from a comprehensive suite of services designed to mitigate internal costs and risks, enhance cash flow, and produce optimal return on investments.

Hospitality Expertise

2022 Portfolio of Hospitality Sites Totaling a Value in Excess of \$89.2 Billion

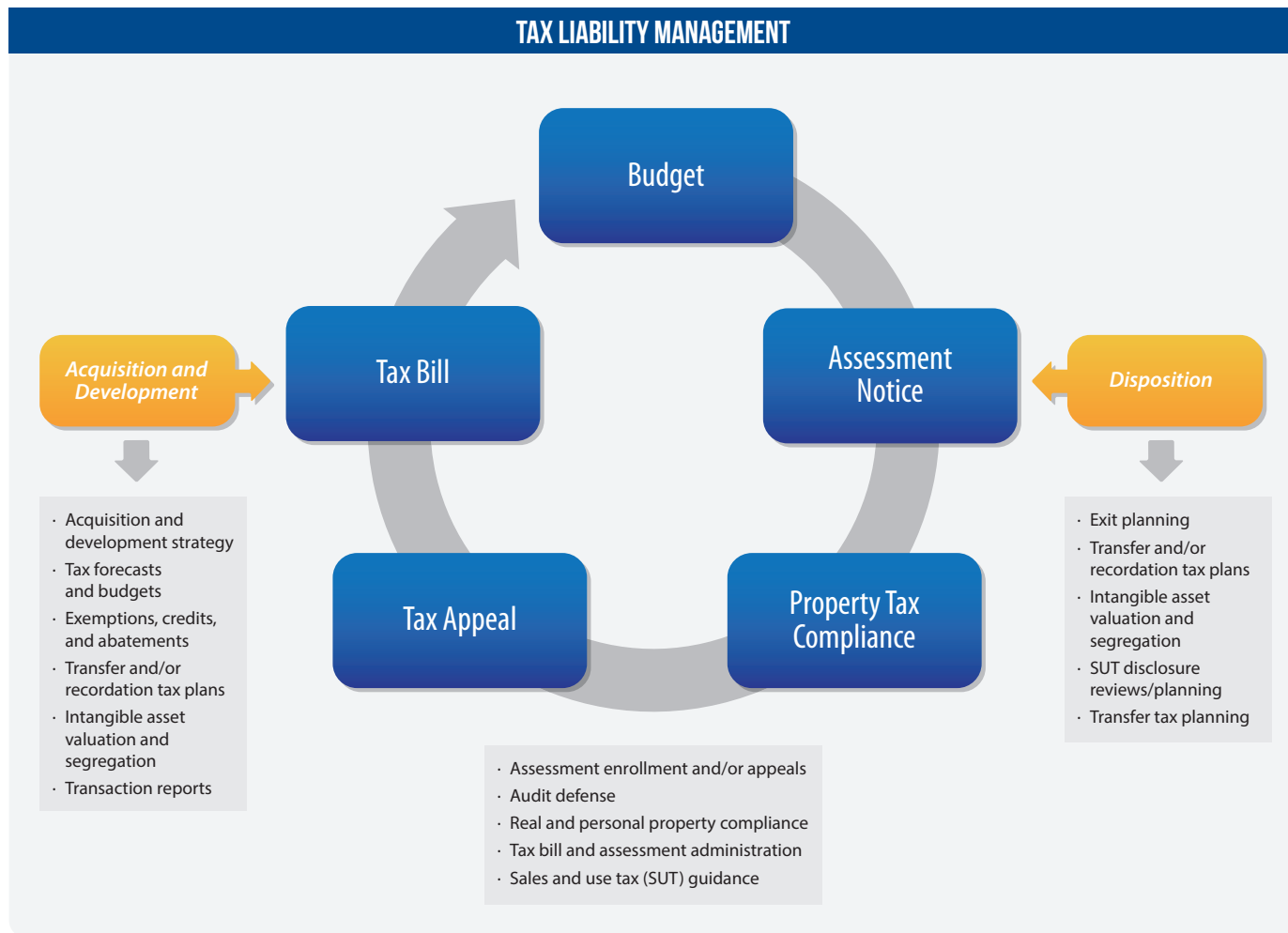


Customized Services

TAX LIABILITY MANAGEMENT		
THE CHALLENGE	WHAT RYAN DELIVERS	THE VALUE
Appropriate Accrual Planning	Annual Budget: Provides custom annual budgeting from local experts.	Detailed deliverables support forecasting and business planning.
Monitoring Value Changes and Appeal Deadlines	Assessment Notice and Deadline Tracking: Manages all notices and deadlines for filings and appeals.	No missed appeal opportunities and up-to-date and accurate reporting.
Complying with Disclosure Requirements	Compliance: Reviews or prepares thorough and accurate personal property returns, tax bill transmittals, income and expense statements, and cost of sale disclosures.	Tax savings may be realized through filing methodology and early payment discounts, and potential penalties for noncompliance can be avoided.
Avoiding Overpayment of Property Taxes	Valuation, Review, and Appeal: Provides in-depth property valuation analysis that considers local and hospitality market conditions; provides appeal recommendations for resolving any valuation disputes.	Generates tax savings through detailed analysis of assets, deployment of assertive appeal strategy, and positive resolution of valuation appeal.
Reviewing, Confirming Appropriateness, and Paying Property Taxes	Tax Bill Processing: Tracks down tax bills, reviews for accuracy, and provides timely delivery of bills with payment instructions.	Timely payment of tax bills is important in taking advantage of early payment discounts and avoiding penalties and interest.
DISPOSITION		
THE CHALLENGE	WHAT RYAN DELIVERS	THE VALUE
Avoiding Unforeseen Tax Pitfalls Potentially Associated with a Sale	Exit Planning: Advises on potential tax or other implications of transaction particular to each unique market.	Assistance to brokers with accurate and reliable assumptions for offering memorandums, closing statements, and other deal documents.
Potential Overpayment of Transfer Taxes	Acquisition Price Allocation: Conducts thorough study of buyer and seller assumptions focused on state and local tax and specific recordation, transfer, and property reporting and taxation requirements.	Minimizes seller-side transaction liabilities; also, buyers and sellers have a more detailed and articulate document to summarize their assumptions.
ACQUISITION AND DEVELOPMENT		
THE CHALLENGE	WHAT RYAN DELIVERS	THE VALUE
Understanding the Impact of Acquisition or Construction	Due Diligence: Provides insights into how each unique market addresses sales, development, or divestiture.	More precise budgeting and better-informed business decisions.
Potential Overpayment of Transfer or Recordation Taxes	Acquisition Price Allocation: Conducts thorough study of buyer and seller assumptions focused on state and local tax and specific recordation, transfer, and property reporting and taxation requirements.	Opportunity for immediate benefits from reduced transfer and/or recordation tax burden, which could carry on in perpetuity with subsequent real property tax savings.
Navigating Varied Requirements to Maximize Available Incentives	Credits and Incentives: Identifies, secures, or maintains all available credits and incentives.	Maximizes return by subsidizing costs through local credits and incentives.
Ensuring Compliance and Correct Payment of Transactional Taxes	Sales and Use Tax: Provides comprehensive analysis of all sales and use tax implications related to the acquisition or development.	Successfully targets tax reduction opportunities and helps reduce liability.
Accurate Budget and Cash-Flow Planning	Tax Budgeting: Provides thorough forecasting, tax estimates, and market evaluation.	Detailed, reliable, and timely reporting to support tax estimations and budgeting.
Complying with Sale Disclosure Demands in Each Unique Market	Transaction Reporting: Advises when compliance is mandatory and the optimal methodology for required reporting of the agreed-upon assumptions of each party.	Buyers and sellers have a more detailed and articulate document to summarize their assumptions.

Asset Liability Cycle

Specialized solutions for hospitality property types in all stages of the asset liability cycle:



Multidisciplinary Team of Tax Experts

Ryan deploys a multidisciplinary team of experienced tax and hospitality industry experts, with longstanding jurisdictional relationships, as well as the knowledge and resources needed to successfully manage the unique tax needs of the hospitality industry. Our integrated team of industry-leading professionals is comprised of certified and designated appraisers, personal property experts, former state and local assessment officials, engineers, attorneys, certified public accountants, and financial analysts.

Broad Geographic Coverage with Local Expertise

Global coverage with local expertise and relationships, as well as a strong understanding of the industry, is essential to maximizing the value of hospitality assets. With significantly more local market experts than any other provider, Ryan is uniquely positioned to help organizations understand the complexities of multiple tax jurisdictions and their different approaches to valuing and assessing hospitality property types.

Uncompromising Commitment to Client Service

A commitment to excellence and utilization of sophisticated technology solutions ensure we're more thorough, efficient, and effective than our competitors. Every client of Ryan has our unconditional guarantee that we will deliver the very best results possible.

About Ryan

Ryan, an award-winning global tax services and software provider, is the largest Firm in the world dedicated exclusively to business taxes. With global headquarters in Dallas, Texas, the Firm provides an integrated suite of federal, state, local, and international tax services on a multijurisdictional basis, including tax recovery, consulting, advocacy, compliance, and technology services. Ryan is an 11-time recipient of the International Service Excellence Award from the Customer Service Institute of America (CSIA) for its commitment to world-class client service. Empowered by the dynamic *myRyan* work environment, which is widely recognized as the most innovative in the tax services industry, Ryan's multidisciplinary team of more than 4,100 professionals and associates serves over 21,000 clients in more than 60 countries, including many of the world's most prominent Global 5000 companies. More information about Ryan can be found at ryan.com.



Award-Winning Tax Services

For additional information

1.855.RYAN.TAX

ryan.com

© 2023 Ryan, LLC