



COST SEGREGATION • TAX CREDITS & INCENTIVES

Solutions for Real Estate & Specialty Tax Credits & Incentives

Since 1996, MSC has helped guide their clients through the complex and constantly changing tax landscape. Our team consistently delivers creative and proven solutions for real estate and specialty tax credits and incentives. Our approach is grounded in a commitment to the highest standards of integrity and professionalism. With more than 300 years of collective experience in taxation, exam controversy, engineering, and construction, we provide accurate, transparent, and defensible tax strategies nationwide.

Over 600 national and regional CPA firms trust MSC's expertise to support them in navigating complex tax matters. We are wholeheartedly dedicated to our clients' success. We provide dedicated partner-level contacts, extensive audit support, and an outstanding level of service. Our partners are industry leaders, who contribute to influential tax and construction publications, and are recognized as Federal Court Expert Witnesses.

What We Promise

- ▶ We do all the heavy lifting – in-person site visits, reports, & lifetime audit support.
- ▶ We build personal relationships—every client matters.
- ▶ We deliver premium and defensible reports with IRS-preferred best practices.
- ▶ We ensure a seamless experience with timely, accurate results.

What We Do

Real Estate Services

- ▶ Cost Segregation Studies
- ▶ Energy Efficiency Certifications (§179D & §45L)
- ▶ Repair vs. Capitalization Analyses
- ▶ Historic Preservation Tax Incentives
- ▶ Qualified Improvement Property Analyses

Tax Planning Services

- ▶ Research & Development Tax Credit Support
- ▶ SALT Credits & Incentives Analyses
- ▶ Federal (WOTC) and State Hiring Incentives
- ▶ Sales & Use Tax Refund Studies
- ▶ M&A Due Diligence Support

Benefit from MSC's legacy of expertise, comprehensive studies, and results-driven solutions.



Highlights of Our Expertise



- ▶ Regular commentator to IRS Chief Counsel regarding tax law changes and regulations.
- ▶ Unique and unequalled team of CPAs, construction engineers and real estate experts segregated more than \$69 billion of real estate delivering over \$6.1 billion in taxes deferred for our clients.
- ▶ Set the industry standard for excellence; completing more than 26,500 studies nationwide and finding more than \$10 million in costs overlooked by competitive "Big 4".

How Much Can be Reclassified?

	Average
Hotels	20 – 35%
Office buildings	12 – 30%
Apartments	15 – 35%
Medical office buildings	15 – 32%
Shopping plazas	20 – 38%
Manufacturing facilities	20 – 45%
Restaurants	15 – 40%

What Our Clients Are Saying

“We’ve been working with MSC for over 6 years; we trust them implicitly. They not only provide Cost Seg services to our clients, but we also strategize with them to make sure our real estate clients are benefiting from available tax saving opportunities. We’ve been through a few audits and at no cost, MSC provides the necessary support to back up their findings which always stands up to scrutiny by the tax authorities. We value our relationship with MSC and are confident in bringing their services to our clients. We look forward to future partnerships between our two firms.”

▶ *Kim and Bill, Co-founders of local accounting firm in Richmond, VA*

