



## The Brennan Group | *Strategic Tax & Cost Management*

10 Cornelia Avenue St. Louis, Missouri 63122 [www.thebrennangroup.com](http://www.thebrennangroup.com)  
314-918-8700 888-821-2772 toll-free 314-962-0103 fax

### A BRENNAN GROUP CASE STUDY

#### A Large Midwestern Sugar Producer

After securing a substantial refund for a nearby competitor, Michael Brennan contacted a large Midwestern sugar producer to see if similar savings could be found for them. They thought they were in great shape and declined any assistance. They claimed to have strong controls and had been told by their accounting firm that they were paying the right amount of tax.

After many years and an additional owner, the company sold to a co-op. During one of their meetings the Board finally addressed their multimillion dollar property tax liabilities and decided to have them reviewed. After the meeting the CFO checked his voice mail and found a message from Michael Brennan explaining how TBG can help manage and reduce property tax liabilities. The CFO commented, "Were you a fly on the wall in our boardroom just now? Your timing couldn't have been better!"

TBG reviewed the real estate and personal property assessments at all seven locations. To their client's amazement, TBG was able to **produce savings** an average of 44% on real estate and 22% on personal property taxes, for an **overall reduction of 38%**. But wait, there's more! TBG was even able to **secure tax refunds for prior years on several locations**. The total savings for that year added up to over \$458,511. And TBG is not finished yet. Years later, they have **increased savings an additional \$600,000** and are still working to protect this client's bottom line.

TBG's experience and knowledge led us to this company and our persistence paid off. When the Board finally realized how much they were paying and understood that these expenses are variable and can be managed and reduced, TBG was there to help them capture those savings and substantially reduce their expenses going forward.