



## what we do

Aviation Tax Consultants focuses exclusively on providing consulting services designed to maximize income tax savings AND minimize sales and use tax for aircraft operators. ATC brings expertise that goes well beyond traditional accounting services and works within the strict mandates of the Federal Aviation Administration Regulations. We are committed to developing a thorough understanding of our clients' business objectives and operations, and to delivering all of our services in a timely, responsive and professional manner.

### *This is what you can expect from ATC:*

- An initial interview to discuss some general background information, how the aircraft will be used, etc.
- Review income tax returns
- Formulate the initial plan
- Discuss the plan with client and advisors (CPA, Attorney, spouse, etc.)
- Implement the plan: entity setup including corporate documents creation, FAA compliance documentation, etc.
- Continual, ongoing monitoring during the engagement period



## F A Q S

### ***Do I have to pay sales or use tax on my aircraft purchase?***

Sales or use tax is administered by each state and depending on where you domicile your aircraft, ATC may be able to help you legally minimize or even eliminate the entire sales or use tax liability on an aircraft purchase.

### ***Can I write off my aircraft expenses that I use for both business and pleasure?***

In recent years, the IRS and the Tax Court have published a number of rulings that are very favorable to aircraft owners that utilize their aircraft in a trade or business. With proper planning, you can write off your operating expenses and depreciation of a business aircraft.

### ***I am ready to close on a plane next week, is there enough time to get things set up?***

Depending on the states that are involved –closing location and where you will domicile the aircraft – ATC can create and implement a plan in as little as 24 hours.

### ***My CPA says I can't write off my aircraft...***

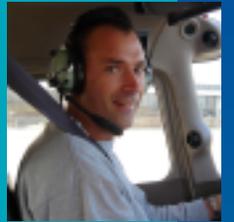
ATC specializes in aircraft taxation and planning. No practitioner can be well versed in all aspects of the tax codes. 100% of ATC's clients engage their own CPA's. ATC will work with your advisors to determine whether you can or should take advantage of your business aircraft and reduce your tax burden.

### ***My CPA has done my taxes for twenty years, why do I need ATC's services?***

ATC does not provide tax preparation services. You will continue to work with your CPA on your accounting and tax compliance needs. ATC will be responsible for structuring and implementing an aircraft tax plan that fits your tax situation and a plan that is in full compliance with Federal Aviation Regulations. ATC will work closely with your CPA to ensure that your tax return is prepared properly to comply with various aviation specific tax regulations.

## introducing

**Fred McCarter** is the founder of Aviation Tax Consultants. After graduating from Indiana University with a B.S. in accounting, he started his first line of business specializing in property tax consulting. In 2003, he became aware of the need for specialized consulting for those purchasing general aviation aircraft and started ATC.



**Daniel Cheung** has been advising clients nationally on aviation tax matters for over sixteen years. He is a frequent speaker at aviation seminars around the country and a regular contributor to aviation journals. Daniel graduated from Indiana University and is a Certified Public Accountant with extensive tax planning and accounting experience.



**Lisa McCarter** has a strong background in business, finance, and technology. Prior to joining ATC over 10 years ago, Lisa worked for 11 years in the financial services industry where she held positions in human resources, marketing, office management and information technology. She holds her B.S. and her M.B.A. from the Indiana University School of Business.



**Jon Reynolds** earned his B.S. in Mechanical Engineering from Purdue University and is a Graduate of the University Of San Francisco School Of Law. Jon has over 25 years experience as an attorney, including 9 years in private practice and 16 years as General Counsel for a major consumer products company.

