



## Minimizing Property Tax Liabilities in the Airline Industry

Airlines face challenges from a variety of economic and regulatory factors. Despite industry consolidation, airlines continue to achieve returns on capital that are far below most industries. The mobile nature of airline property further complicates the ability to ensure that the property tax burden is fairly and accurately allocated. Understanding industry economics and trends is essential to effectively managing an airline's property tax liability.

Ryan has a proven history of delivering improved profitability and cash flow to companies in the airline industry through a suite of specialized property tax services. Our Property Tax team provides a comprehensive program specifically directed toward addressing the unique property tax challenges of the industry.

### Industry-Focused Property Tax Solutions Generate Results

- Utilize expertise in unit valuation to analyze assessment work papers and identify tax minimization strategies
- Apply internally developed unit value models to ascertain target values and develop proposed changes to state models
- Thoroughly review allocation statistics to ensure accurate interstate allocations of flight equipment
- Analyze key economic and financial data to benchmark appropriate valuation adjustments
- Develop and apply obsolescence measures to airline equipment
- Prepare documentation and reports to support assessment negotiations and appeals

### Comprehensive Services to Meet Your Property Tax Needs

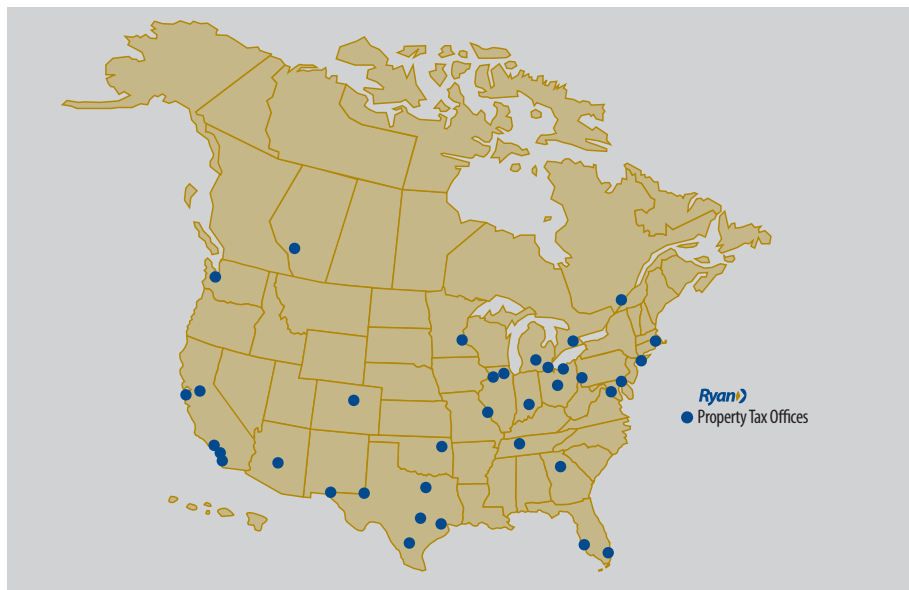
- Prepare unit, flight, and ground returns for owned and leased assets
- Examine asset records to identify exemptions
- Review and analyze assessments
- Identify value issues and tax minimization strategies
- Prepare appeals and provide litigation support
- Manage audits by assessment jurisdictions
- Review tax bills and develop tax estimates
- Prepare and remit tax payments
- Provide customized assessment and tax reports



### Air Carrier Segments We Serve:

- Charter Airlines
- Major Passenger Cargo/ Air Freight Carriers
- Major Passenger Carriers
- Regional Passenger Carriers

**National Presence. Local Expertise. Industry Focus.**



**Our Strength is Our People**

Ryan has the largest property tax practice in North America, with more than 700 professionals in 35 cities and relationships in nearly every jurisdiction. Our experience is unmatched by any other national, regional, or local provider.

Our client service teams provide North American coverage backed by local knowledge and relationships, supported by specialized airline industry expertise. Our professionals are the most respected in the industry, having earned CMI, ASA, and MAI designations backed by many years of experience as former assessors, attorneys, appraisers, economists, engineers, and more.

**The Ryan Advantage**

Ryan clients benefit from a single point of contact, transparent and responsive communication, and web-based technology for 24/7 access to information. Our rigorous internal operating procedures ensure work quality and uniformity to help our clients manage and mitigate risk while achieving maximum tax savings.

**Winning Results for Ryan Clients**

**\$2,600,000 in tax savings for a major passenger carrier**  
*Documented and claimed available exemptions – 37% value reduction*

**\$2,000,000 in tax savings for a regional passenger carrier**  
*Increased fleet discount – 33% value reduction*

**\$1,000,000 in tax savings for a major passenger carrier**  
*Corrected allocation error by prior service provider – 30% value reduction*

**\$750,000 in tax savings for a regional passenger carrier**  
*Revised unit value – 17% value reduction*

**\$130,000 in tax savings for a major passenger carrier**  
*Changed flight equipment value methodology – 35% value reduction*



**Key Indicators for Tax Reduction:**

- Obsolescence resulting from inadequate returns on capital
- Impact of global macroeconomic conditions
- Intense competition and lack of pricing power
- Recognition of historical earning patterns
- Fluctuating fuel prices
- High-cost infrastructure and labor expenses



**Award-Winning Tax Services**

For additional information  
**1.855.RYAN.TAX**  
**[www.ryan.com](http://www.ryan.com)**