



*cutting through complexity*

FEDERAL TAX SERVICES

## Closely Held Business and Owners Network

Helping business owners  
stay ahead of change

[kpmg.com](http://kpmg.com)







## Closely Held Business and Owners Network

The landscape for individual taxation—whether it is federal and state income taxes, capital gains, estate, gift, or international taxes—is constantly evolving. This has been true for decades. Change at the business entity level as well as the individual level is constant and it is important that business owners stay ahead of the change and understand its tax implications as they plan for their financial future.

## KPMG's Closely Held Business and Owners Network



**KPMG LLP's Closely Held Business & Owners Network** is a national network of professionals providing sophisticated, integrated, and proactive business, individual income, estate, gift, and trust tax advice and compliance services to private companies, their owners, their senior executives, and their families. We know the importance of closely held companies in today's economy, understand the attributes that make them unique, and recognize their challenges. Closely held businesses in many industries choose to work with KPMG because we have the skills and knowledge to help them accomplish their strategic objectives throughout the business life cycle as well as their individual and family goals.

### Our Services:

#### Business Tax Advice and Planning

- Choice of appropriate business entity (e.g., C corp, S corp, LLC, or limited partnership)
- Business succession planning
- Mergers and acquisitions
- Business entity recapitalizations and reorganizations
- Corporate and partnership income tax planning
- Federal legislative and regulatory developments
- State and local income tax planning
- International income tax planning
- Accounting methods and credits

#### Individual Income Tax Advice and Planning

- Quarterly estimated tax requirements
- Year-end income tax planning, including Alternative Minimum Tax considerations
- Vacation residences, airplanes, and investment properties
- Qualified and deferred compensation plans, IRA distributions, and beneficiary designations
- Premarital, prenuptial, or post-marital agreements
- College savings vehicles
- Charitable planning to fully utilize the benefit and impact of charitable donations
- Choice of appropriate charitable entity (e.g., private foundation, public charity, donor advised fund, or charitable trust) and application for tax-exempt status
- Administration of private foundations, public charities, and charitable trusts
- General individual income tax planning
- Tax return preparation (for individuals and exempt organizations)
- Federal and state tax audits and controversies



### Estate and Gift Tax Advice and Planning

- Tax planning to mitigate gift, estate, and generation-skipping transfer (GST) taxes
- Irrevocable trusts, including life insurance trusts, grantor trusts, trusts for minor children, dynasty trusts, and trusts funded with closely held business interests
- Charitable remainder trusts and charitable lead trusts
- Grantor retained annuity trusts (GRATs)
- Qualified personal residence trusts (QPRTs)
- Gift, estate, and GST tax consequences of various trust structures and other flow-through entities
- Tax consequences of events that occur over the life cycle of a trust (creation, contributions, earnings, distributions, termination)
- Limited partnerships, limited liability companies, and S corporations
- Quantification of potential estate tax exposure and liquidity available to satisfy the potential tax exposure
- Life insurance planning
- International estate tax planning
- Preparation of gift tax returns and allocation of GST exemption
- Federal and state gift tax audits and controversies

### Trust and Estate Administration Tax Advice and Planning

- Tax classification and treatment of trusts and other entities
- Administration of trusts and estates
- Distribution of assets to trust and estate beneficiaries
- Disclaimer planning
- Post-death tax and business planning
- Qualified terminable interest property (QTIP) elections for marital deduction purposes and reverse QTIP elections for GST tax purposes
- Foreign trusts
- Preparation of trust and estate income tax returns
- Preparation of estate tax returns
- Preparation of foreign trust informational filings
- Federal and state estate and trust tax audits and controversies



# Contacts

---

## Contact a KPMG Closely Held Business & Owners Network professional:

### NATIONAL

---

#### Scot Guempel

National Partner, Tax  
Short Hills, NJ  
973-912-6208  
sguempel@kpmg.com

#### Greg Engel

National Partner, Tax  
Houston, TX  
713-319-2105  
gengel@kpmg.com

#### Deborah Fields

Partner, Washington  
National Tax  
Washington, DC  
202-533-4580  
dafields@kpmg.com

#### Tracy Thomas Stone

Principal, Washington  
National Tax  
Washington, DC  
202-533-4186  
ttstone@kpmg.com

#### Irene C. Estrada

Senior Manager,  
Washington National Tax  
Washington, DC  
202-533-3150  
iestrada@kpmg.com

#### Scott Hamm

Director, Washington  
National Tax  
Washington, DC  
202-533-3095  
scotthamm@kpmg.com

#### Jeanne Sullivan

Director, Washington  
National Tax  
Washington, DC  
202-533-6571  
jsullivan@kpmg.com

### REGIONAL

---

#### New York Metro/New Jersey/ New England and Upstate New York

---

#### Mark Spraker

Managing Director  
Albany, NY  
518-427-4816  
mspraker@kpmg.com

#### Robert Stoddard

Senior Manager  
Stanford, CT  
203-406-8129  
rstoddard@kpmg.com

#### Washington DC/ Baltimore/Northern Virginia

---

#### John Monaco

Partner  
Norfolk, VA  
757-616-7006  
jmonaco@kpmg.com

#### Pennsylvania

---

#### Andrew Cherry

Managing Director  
Philadelphia, PA  
267-256-1733  
acherry@kpmg.com

#### Vincent Bowes

Partner  
Philadelphia, PA  
267-256-1697  
vbowes@kpmg.com

#### Joseph Scalio

Partner  
Philadelphia, PA  
267-256-2778  
jscalio@kpmg.com

#### Chicago

---

#### Christopher Balzarini

Managing Director  
Chicago, IL  
312-665-3431  
cbalzarni@kpmg.com

#### Dallas/Oklahoma

---

#### William Jackson

Partner  
Dallas, TX  
214-840-6040  
wjackson@kpmg.com

#### Houston/Austin/ Shreveport/New Orleans/ Baton Rouge

---

#### Lee Anne Sciambra

Partner  
New Orleans, LA  
504-584-1052  
lsciambra@kpmg.com

#### Kansas City/St. Louis/ Omaha

---

#### Michael Mollerus

Partner  
Kansas City, MO  
816-802-5224  
mmollerus@kpmg.com

#### Minneapolis

---

#### Kevin F. Smith

Partner  
Minneapolis, MN  
612-305-5908  
ksmith@kpmg.com

#### Bay Area

---

#### Eric Hoedt

Partner  
San Francisco, CA  
415-963-7504  
ehoedt@kpmg.com

#### Pacific North-West (Salt Lake City, Anchorage, Billings, Portland, Boise)

---

#### Teresa Newins

Partner  
Anchorage, AK  
907-265-1227  
tnewins@kpmg.com

#### Pacific South-West (Los Angeles, Orange County, San Diego, Phoenix)

---

#### Philip McKenzie

Managing Director  
Phoenix, AZ  
480-459-3578  
pmckenzie@kpmg.com

#### Mid-South (Jackson, Birmingham, Memphis, Nashville)

---

#### Kent Berry

Partner  
Jacksonville, FL  
904-350-1229  
kberry@kpmg.com

#### Mid-America (Cincinnati, Detroit, Indianapolis, Columbus, Louisville)

---

#### G. Maxwell Toole

Partner  
Cincinnati, OH  
513-763-2401  
mtoole@kpmg.com



