



LOREN L. CHUMLEY

Principal

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Function and Specialization

Loren is a member of the SALT practice specializes in U.S. Indirect Taxes and Income Tax and Incentives.

Representative Clients

- AutoZone
- Bridgestone
- Change Healthcare
- Federal Express Corporation
- General Motors
- HCA Corporation
- International Paper Corporation
- Tractor Supply Company

Professional Associations

- American Bar Association – Section of Taxation
- Tennessee Bar Association
- Institute for Professionals in Taxation

Education, Licenses & Certifications

- BA, University of Tennessee, Knoxville
- JD, American University Washington College of Law
- Licensed to practice in the state of Tennessee

Background

Loren is a State and Local Tax Principal in KPMG's Nashville, TN Office. She advises clients across a variety of industries on multistate sales/use and income and franchise tax issues and frequently represents clients in audit defense and state tax controversies. Loren helps clients optimize the indirect tax function by evaluating opportunities for cash recovery, managing tax risks across business functions, evaluating and systemizing tax policies, leveraging automation and process realignment, and turning tax data into value through analytics and data management. She has deep state tax experience in e-commerce, digital product and computer software and related services taxation. She also assists clients in the negotiation and implementation of tax and other business incentives related to expansions and relocations as well as associated compliance obligations.

Professional and Industry Experience

Loren led KPMG's Indirect Tax Practice for five years during which time the practice's revenue and number of team members doubled in size. Loren served on the Shareholders Committee for KPMG's KGS Hungary Global Compliance Center from 2014 to 2017, including serving the last year as Chair. Loren was integrally involved in KPMG's acquisition of the Thomson Reuters Indirect Tax Managed Services business, assisting in the transition of over 500 clients to the KPMG compliance center that includes sales, use and telecom tax compliance, exemption certificate maintenance services and business license services.

Prior to joining KPMG, Loren devoted 12 years of service to the state of Tennessee, including serving from 2003 to January, 2007, as the Commissioner of Revenue and from 1999 to 2002 as the Director of the Department of Revenue's Audit Division. During her career in state government, Loren

- Led the Governor's effort to overhaul tax incentives and worked with companies on tax issues relating to locating or expanding operations in Tennessee
- Led the effort to authorize and implement Sales and Use Tax Compliance Agreements
- Drafted and achieved passage of Streamlined Sales Tax conforming legislation
- Served on the State Board of Equalization from 2003 to 2006

Publications and Speaking Engagements

Loren is a frequent guest presenter at various organizations/events such as:

- Council on State Taxation
- Institute for Professionals in Taxation
- Paul J. Hartman State and Local Tax Forum
- New York University's State and Local Tax Institute
- Author, "Drop Shipments in a *Post-Wayfair* World," *State Tax Notes*, March 25, 2019, p. 1083
- Author, "The Tennessee Business Tax – an Outdated Law in a Modern Economy," *Journal of Multistate Taxation and Incentives*, Vol. 28, No. 3, June 2018

Other Activities

- Advisory Board of the Paul Hartman State and Local Tax Institute and the New York University Institute on State and Local Taxation
- Past-Chair of the Board of the Nashville Wine Auction
- Treasurer and Board Member for Girl Scouts of Middle Tennessee
- Former member of the Board of Directors of the Tennessee Chamber of Commerce & Industry
- Serves as KPMG's Liaison to the Tennessee Chapter of Women Corporate Directors and is a member of the International Women's Forum