Laura Gourley

Tax Director, West Region

Credits & Incentives

Practice Leader

Grant Thornton

Laura Gourley is a director with Grant Thornton’s State and Local Tax (SALT) Services group in San Francisco, where she leads the firm’s West Coast Credits and Incentives (C&I) practice, as well as the firm’s national Federal Work Opportunity Tax Credit (WOTC) outsourcing program.

Laura has over 10 years of experience in public accounting, with a primary focus on assisting clients in identifying, negotiating, and implementing tax and non-tax business incentives throughout the U.S. She has worked with clients in both the public and private sectors. Laura has a broad range of industry experience, including manufacturing and distribution, aerospace, healthcare, technology, renewable energy, healthcare, professional services, retail/consumer products, and asset and non-asset-based transportation providers. She also has extensive experience in corporate (private and public) income and franchise tax compliance and planning.

**Qualifications**

Laura is a director with Grant Thornton’s State and Local Tax (SALT) Services group in San Francisco where she leads the firm’s west coast Credits and Incentives (C&I) practice, as well as the firm’s national Federal Work Opportunity Tax Credit (WOTC) outsourcing program.

**Experience**

Laura has over 10 years of experience in public accounting, with a primary focus on assisting clients in identifying, negotiating, and implementing tax and non-tax business incentives throughout the U.S. She also has extensive experience in corporate (private and public) income and franchise tax compliance and planning. Some of her more

recent client consulting experiences have included:

- Securing and monetizing state and local incentives related to retroactive and prospective investments, job creation, and job retention; training tax programs; grants; utility reductions; property tax abatements; and sales and use tax

exemptions and rebates;

- Co-development of market selection processes that involve holistic project analysis across multiple disciplines, including supply-chain analytics, human capital, state and local tax, and business incentives;

- Advising on the development of a new competitive tax and incentive regime for a Native American tribe looking to develop tribal land for commercial use;

- Developing and implementing internal capital budget review processes that integrate C&I as part of her clients’ expenditure approval practices;

- Managing Agreed-Upon-Procedure reviews for state credit certifications;

- Assisting international clients venturing into the U.S. market to ensure proper understanding of and planning for state tax responsibilities and opportunities.

**Sector experience**

Laura has a broad range of industry experience, including manufacturing and distribution, aerospace, healthcare, technology, renewable energy, healthcare, professional services, retail/consumer products, and asset and non-asset based transportation providers. She has worked with clients in both the public and private sectors.

**Professional qualifications and memberships**

Certified Public Accountant, *California & Illinois*

California Society of CPAs, *member*

Illinois CPA Society, *member*

American Institute of Certified Public Accountants (AICPA), *member*

Institute for Professionals in Taxation (IPT), *member & committee member for the 2020*

*& 2021 C&I Symposium*