

"Is Your Company Leaving Money on the Table? How Job Shops Are Benefiting From The R&D Tax Credit!"

An improving economy has meant higher revenues, as well as a larger tax liability. One way to manage and minimize your tax burden, which is often overlooked, is the Research and Development (R&D) Tax Credit.

The R&D Tax Credit encourages U.S.-based manufacturers to innovate and invest back into their businesses in order to compete more effectively on a global basis. Many of the day-to-day activities taking place in the “job shop” environment can qualify for the R&D Tax Credit!

The definition of research and development (R&D) is much broader than people realize. Activities and costs associated with developing and/or improving a product or process can potentially generate R&D tax credits. Manufacturers of all kinds, including “job shops” often mistakenly believe that they are not doing R&D because they get a drawing from a customer. **That is not correct!** Does your company:

- Manufacture new and/or improved products, including making parts for larger OEM customers
- Develop new and/or improved production/manufacturing process
- Develop prototypes and models, including computer generated models
- Design tools, jigs, molds and dies
- Perform certification testing
- Conduct testing of new concepts and technology
- Attempt using new materials
- Add new and/or modify existing equipment
- Implement automation and/or technology into manufacturing process

For companies that have not taken advantage of the R&D Tax Credit in the past, this can potentially mean the creation of immediate and substantial amounts of cash, minimally into the many tens of thousands of dollars, and sometimes \$100,000 or more. In addition, companies can reduce future tax liabilities and improve cash flow.

Attend this presentation and learn:

- How broad the definition of R&D is

- Where R&D is taking place in “job shops”
- What activities and costs qualify for the R&D Tax Credit
- What documentation you want to have to support an R&D Tax Credit claim

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Scott founded Black Line Group in 2003. Black Line Group focuses exclusively on assisting companies through the process of successfully applying for the R&D Tax Credit. He has presented information on the R&D Tax Credit for trade associations across the country, and has authored numerous articles on the topic.

Scott is also a Founder of ActiFi, Inc., a provider of technology-based productivity improvements and business process solutions for the financial services industry.

Scott’s career includes over 17 years with Amerprise Financial, and he has significant experience working with business owners to implement a variety of business strategies. Scott earned his Bachelor’s Degree with a major in Economics from the University of Minnesota