



SOURCE ADVISORS – THE RESEARCH & DEVELOPMENT TAX CREDIT

WHAT WE DO:

Help companies identify and capture their eligible R&D expenses to generate tax savings. Taking an annual R&D tax credit provides permanent benefits to drive down effective tax rates and generate cash flow. Federal and state credits are available to companies that devote time and resources to developing new or improved products or processes.

WHO WE WORK WITH:

We advise companies across all industries and sizes including startups and Fortune 500.

WHAT TO EXPECT:

- Tax credits equal to 7-9% of all R&D Expenses (qualifying wages, contractors and supplies)
- No fee initial scoping and estimate of benefit
- Minimal intrusion to evaluate opportunity
 - 1-hour call to determine if the R&D credit applies (generally Owner, CFO, or CEO participate in this call)
 - 1-1.5-hour call with a Financial and a Technical contact with knowledge of company activities
- Credits can offset current year taxes and can also be carried back 1 year or carried forward 20 years
- Turn-key, comprehensive and audit-ready deliverable
- **ROIs ranging from 4:1 to 10:1**

The average R&D tax credit for Small to Mid-Sized businesses is \$129,000 - \$194,000

ABOUT SOURCE ADVISORS:

- ★ Providing Specialized Tax Consulting Since 1983
- ★ 350 Years of Collective R&D Experience
- ★ 10,700 R&D Tax Credit Studies Completed
- ★ Over \$2.7 Billion in Credits Claimed
- ★ Experienced and Dedicated Team of R&D Professionals, Including CPAs, Engineers, and Attorneys
- ★ 100% of the Work Performed in USA – No Overseas Outsourcing

R&D IS MORE THAN JUST LAB COATS

Qualifying R&D activities are much broader than most realize and include:

- Concept development
- Product and process design
- Engineering
- Software development
- Experimenting with new materials
- Designing tools, molds and fixtures
- Prototyping and testing of products
- Manufacturing processes



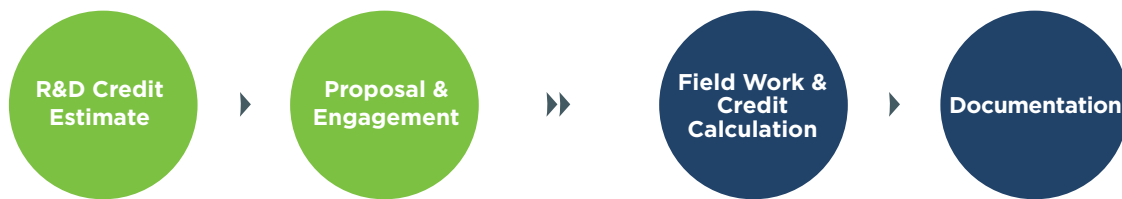
SAMPLE INDUSTRIES THAT CAN BENEFIT:

- Software Development
- Contract Manufacturing
- Tool & Die
- Mortgage & Banking
- Financial Services
- Food & Beverage
- Oil & Gas
- Chemicals
- Biotech & Pharmaceuticals
- Electronics
- Aerospace
- Automotive
- Machine Building
- Medical Device
- Heavy Equipment
- Plastics
- Metals
- Construction/MEP
- Architecture & Engineering
- Wineries & Breweries
- Consumer Products

EXAMPLES OF R&D BENEFITS:

CLIENT EXAMPLES	CLIENT REVENUE	CREDIT GENERATED
Financial Services Firm	\$310M	\$2,440,000
Food Processor	\$54M	\$176,000
Plastics Manufacturer	\$50M	\$283,000
Metal Fabricator	\$42M	\$704,000
Architecture & Engineering Firm	\$35M	\$980,000
Equipment Manufacturer	\$24M	\$356,000
Pharmaceutical Manufacturer	\$65M	\$830,000
Instrument Manufacturer	\$8M	\$156,000
Software Developer	\$10M	\$1,150,000
Consumer Products Manufacturer	\$20M	\$184,000

THE SOURCE ADVISORS R&D TAX CREDIT STUDY PROCESS:



PHASE I - FEASIBILITY ANALYSIS

R&D Credit Estimate

- Identify potentially qualified activities (QRA) & expenses (QRE)
- Evaluate usability
- Complimentary

Proposal and Engagement

- Present estimate and fee proposal
- Discuss R&D tax credit study process
- Sign engagement letter

PHASE 2 - R&D STUDY

Fieldwork & Credit Calculation

- Gather financial information
- Conduct client interviews
- QRE & QRA analysis
- Compute federal and state credits

Documentation

- Document project methodology and qualified activities
- Assemble final deliverable