



**R&D Tax Credit-Is Your Company Leaving Money on the Table?**

**"Manufacturing Your Way To Lower Taxes- How 'Job Shops' Can Benefit From The R&D Tax Credit"**

**Tuesday, February 28<sup>th</sup>, 2012 Luncheon**

**Speaker: Scott Schmidt, Principal, Black Line Group**

**Seminar will include:**

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! 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. In addition, companies can reduce future tax liabilities and improve cash flow.

Does your company:

- Manufacture new and/or improved products, including making parts for larger OEM customers?
- Develop new and/or improved production/manufacturing processes?
- 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 the manufacturing process?

**SPEAKER BIO:** Presenter Scott Schmidt founded Black Line Group in 2003. Black Line Group, and NTMA member company, 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.

**DATE/TIME:** Tuesday, February 28th  
11:30am Registration & Networking  
12:00pm Lunch & Speaker

**COST:** \$28 LA/NTMA members~~~\$34 non-members

**LOCATION:** Mama Cozza's Restaurant  
2170 West Ball Road, Anaheim (just East of Brookhurst)  
(714) 635-0063~~http://www.mamacozzas.com

**RESERVATIONS:** Complete and mail this form with a check made payable to: LA/NTMA.  
**Cancellations must be received within 72 hours of event. NO SHOWS WILL BE INVOICED**

**RESERVATION FORM**

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