



## TAX SAVINGS FOR MANUFACTURERS

The R&D Tax Credit is the single largest tax credit available to businesses, valued at over \$10B a year. Manufacturers are prime candidates for the credit because many of their everyday activities satisfy the IRS's definition of R&D.

If your firm is involved in the following qualified activities, an R&D tax credit study may be a lucrative opportunity for you.

### Examples of Qualified Activities

- Developing new or improved products, processes, or formulas
- Designing tools, jigs, molds, and dies
- Developing prototypes, models, samples
- Improving product quality and/or yields
- Developing, implementing, or upgrading systems and/or software
- Performing alternative material testing
- Testing new concepts and technology
- Developing patents
- Performing environmental testing

### What Your Competitors Are Getting

A sample of our clients and their benefits

Client	Rev	1 Yr Credit	4 Yr Credit
Metal Parts Fabricator**	\$79M	\$779,000	\$3.1M
Auto Parts Manufacturer**	\$75M	\$1.9M	\$7.6M
Chemicals Manufacturer*	\$32M	\$189,000	\$756,000
Electronics Manufacturer**	\$19M	\$262,000	\$1.1M
Drone Manufacturer**	\$15M	\$447,000	\$1.8M

\* Federal only , \*\* Federal and State

Federal R&D tax credits can be claimed retroactively for up to three years, and 32 states provide an additional state R&D credit, resulting in a much larger benefit.



# Industry Outlook

According to the National Association of Manufacturers, the manufacturing sector has been experiencing optimism recently, due to pro-growth policies, including tax reform, infrastructure package and regulatory relief, coming close to fruition. In NAM's latest survey, 86% of its members affirmed that business tax reform, including a strong, permanent R&D incentive, would address their concerns with the current tax system. Fortunately, the federal R&D Tax Credit is one tax incentive that is here to stay, appearing on both President Trump's and Republican lawmakers' proposals.

No other industry has benefitted more from the R&D Tax Credit than manufacturing, as manufacturers make up the majority claiming the credit. In their particularly slow-growth environment, manufacturers should focus on improving the efficiency, costs, and performance of their projects, as well as integrating technology. Now more than ever, the R&D Tax Credit can serve as a valuable tool to offset these costs, as well as generate additional tax savings.

We work with manufacturers throughout the nation and have generated millions of dollars in tax credits for their businesses, boosting their competitive advantage in the industry. To find out how much you can claim in tax credits, call us today for a [complimentary preliminary analysis](#).

## About Us

Apex Advisors is a national tax advisory firm based in Los Angeles. We are one of the few specialty tax providers that have the insight and technical capacity to perform the most complex R&D studies involved in the manufacturing industry. We are known for our advanced accounting methodologies and robust audit defense. In fact, we have one of the best track records in the industry for mitigating audit challenges, largely due to our meticulous documentation and a tax controversy team comprised of former IRS agents and attorneys.

**16**

Years of  
experience

**50+**

Experienced  
professionals,  
including:

**10k+**

R&D studies  
performed

Former  
Big 4  
CPAs

Licensed  
Engineers

Attorneys

Former  
IRS  
Agents