



Reduce Your 2019-2020 Business Taxes Now

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Is your business incorporated in Georgia or do you file a Georgia Corporate Tax Return? Do you typically owe taxes to the State of Georgia? If you can answer yes to both of those questions, then read on because you are about to learn a tax savings strategy that is unique to the State of Georgia.

Before I waste any more of your time, do you spend money, time and/or resources training your staff? If the answer to that is maybe or yes, then there could be tax savings on your state return that have been overlooked until after you read this article. Our team specializes with assisting client in obtaining the Georgia Retraining Tax Credit every day.

Change in most business models today is inevitable, prevalent, necessary and excessive, in many businesses. It is a common practice to reach out to training experts, trade associations and trade association conferences for assistance in keeping your staff functioning efficiently and within the boundaries of new regulations. The Georgia Tax Code does not differentiate between companies seeking more efficient operations or those responding to regulatory changes. All costs associated with these efforts could create a tax credit up to 50% of the total retraining cost and up to \$1,250 per employee, annually. For a company with 20 trained employees, the reduction in taxes would be the lessor of \$25,000 or up to 50% of the Georgia State Tax amount due.

We have found that many of our clients who benefit from this tax reduction are in the medical profession. Physicians across this country have been required to fundamentally change the way they operate as it pertains to maintaining patient records, and billing insurance, medicare and medicaid for medical services provided. They have had to trash or radically upgrade old computer software and totally retrain their staff. The most common model for this retraining has been to send key staff members to expensive training conferences and send them to free training provided by trade associations or local hospitals. Nothing is truly free, because the physicians are paying staff to attend this "free training." The time spent by paid employees is an additional expense that is included in the total retraining cost used in calculating the retraining tax credit. The trained staff in many instances return to the physicians' practices and train the remainder of the staff on all the applicable changes which need implementation by a deadline. The time spend on staff retraining other subordinates or co-workers is an additional expense component of the retraining tax credit.

Physicians are not alone with mandated changes. Any industry that is required to comply with federal and/or state regulations, such as OSHA, banking, lending, etc., find that these requirements change constantly and retraining is necessary to maintain compliance and uninterrupted operations. Whether you are in construction or applying chemicals or both, changes in regulations and the cost to retrain staff can be a monumental task and an expensive proposition. The fact that Georgia allows a direct reduction of your tax burden using tax credits, which are much more beneficial than simple deductions, is an opportunity all companies should capture. Don't leave this money on the table. Keep it in your pocket.

So, if you continued to answer the above questions in the first two paragraphs affirmatively, you should pursue this opportunity. When reviewing your training efforts and it is determined that they will not qualify for retraining credits, you should be advised on how to structure future training efforts so that they could qualify. In some cases, we find that clients are looking for ways to change operations to become more efficient. The training efforts don't have to be mandated by regulations to qualify. When we illustrate how a \$10,000 retraining effort may only cost, net of tax savings, \$5,000, many times the retraining becomes affordable and the length of time to receive a financial return on this investment shortens dramatically.

So, before you file your 2015 Georgia Corporate Tax Return, it would be advantageous to consult with experts on the Georgia Retraining Tax Credit. In fact, we can even go back and look at related expenses in 2014 to see if it makes sense for your tax accountant to amend the Georgia Tax Return only for that year. In the future, we would like to complement your tax accountant's preparation of your Georgia return by assuring that you maximize your retraining tax credits annually. Keeping money in our clients' pockets is our specialty.