



Case Study

Boston Growth Partners
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Website

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Industry

Private, Family-owned Business
Manufacturing and Distribution

Employee Count

Over 350 Employees in
Several States

Congress recently passed a \$1.9 trillion COVID-relief bill to ignite economic recovery. The Employee Retention Tax Credit (ERTC) is one of the most lucrative, but misunderstood opportunities business owners should take advantage of as we work towards the future and leave this pandemic behind in 2022. The ERTC compensates business owners for their efforts to keep employees gainfully employed during the ongoing pandemic.

Manufacturing Industry

Boston Growth Partners (BGP) reached out to a manufacturing client with 300 employees to determine if they had applied for ERTC. The client had heard about the credit, but their external accountants advised them that they were not eligible to receive the credit. BGP educated the client on the ERTC, performed an analysis, and documented the client's eligibility to file for the credit – for no cost or strings attached.

The ERTC requires employers to meet certain eligibility requirements. However, because the rules are based on qualitative criteria related to complex supply-chain interruptions, too many business owners make mistakes assessing whether their businesses qualify for the ERTC. They are also not sure how to properly document that they qualify for the ERTC to receive the refundable tax credit.

"BGP's unique knowledge, professionalism, and thorough process to obtain a refund of \$5M for our company was impressive. We did not realize that the government was there to pay for the pain my team and vendors endured in 2021."

-Manufacturing Business Owner



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PROVEN RESULTS

The client went from a position of confusion and doubt over whether they might qualify for the ERTC to fist-pounding enlightenment and confidence about their eligibility and how various government orders impacted them.

BGP systematically linked the supply chain disruptions back to the government orders that affected the client and its suppliers and vendors!

BGP completed the consultation and explained to the client that if they could demonstrate that there was a government order that created a "more than nominal" impact on their supply chain and business operations, this would open the door for potential ERTC eligibility. BGP interviewed several management team members and asked insightful questions to provide the client with a blueprint for collecting information that would demonstrate the adverse impacts on their business due to COVID-19.

Using a database of 10,000 federal, state, local, and county government orders, BGP then linked the supply chain disruptions to government orders related to social distancing, quarantine requirements, port closures, and several other restrictions imposed during the pandemic.

Conclusion of the Consultation:

Potential claim from the IRS of \$5 million.

BGP provided a comprehensive audit trail, stored in an encrypted, SOC II compliant file sharing repository.

Received supporting documentation for auditors, the IRS or any other parties who might need to review the basis supporting the ERTC claim.

Boston Growth Partners, LLC is a management consulting practice that provides professional services to private, middle-market established businesses in the United States. We have helped clients file over \$75M in refundable credits with unique supply chain expertise, CPAs, and a proven, highly-secure engagement process.