









Savings realized through R&D tax credits

Quick facts

-  **Name:** DirtLogic, LLC
-  **Industry:** Civil engineering
-  **Established:** 2001
-  **Owner:** Matthew Gebarowski
-  **Employees:** 8
-  **Headquarters:** Portland, Oregon
-  **Product:** ADP TotalSource®

Business challenge: Not having the time or expertise to identify qualifying R&D tax credits was resulting in a missed financial opportunity for the company.

How ADP helped: ADP's team of tax experts was able to review the company's research and development activities to successfully determine the tax credits it was eligible to receive.

Learn more about DirtLogic at dirtlogic.com



DirtLogic and its team of talented GPS model technicians help excavation contractors, developers and civil engineers determine the most efficient way to manage site grading. Their expertise in 3D modeling helps to reduce risk, project costs and overall design time of client projects. Not realizing that the company might qualify for existing R&D tax credits was resulting in a missed financial opportunity for the company. Matthew Gebarowski, owner and president, discusses his experience with ADP®.

The move to ADP

In the past, I used a local company to handle my payroll. However, I was handling all the HR aspects myself. We somehow made it all work together but it was hardly seamless and if there was ever an issue, I didn't have the type of support I was hoping for. When I first started using ADP, we were on the RUN Powered by ADP® platform. But as I added more employees, we moved to ADP TotalSource and it's probably one of the best things we've done as a company. Having both my payroll and HR outsourced frees up my time and allows me to better focus my energy into growing my business. And with access to excellent healthcare options and other benefits you'd expect from a larger company, my guys really enjoy the perks and support that were previously unavailable to them.

Discovering tax credits

But the advantages I experienced for my payroll and HR was only the beginning. I soon realized another benefit that has been as incredible as it was unexpected. For years, I thought we might be eligible for R&D tax credits based on some of the work we do, but I never had the amount of time needed to research what the qualifications are. And, my accountant was not confident he could determine that, either. Soon after we started using TotalSource, I received a call from the ADP R&D tax credit team and they informed me that I could actually be missing out on tax credits which could save the company a considerable amount of money.

I wasn't very optimistic at first because there was no guarantee we would qualify for anything. I've been running the company for 20 years and a break on taxes is the one thing I never felt I could get any sort of relief from. As we continued the discussion, the team explained their processes and resources they had to help determine the company's eligibility. I figured with all of ADP's tax knowledge and information at their fingertips, there was nothing to lose from giving them the opportunity to do a little digging of their own.



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Matthew Gebarowski
Owner/president



Savings realized

The R&D tax credit team didn't waste any time and I was amazed at what they came back with. They were able to look back on the last three years and determined that we were eligible for tax credits totaling between \$70,000–\$100,000. That is a substantial amount that I'm able to reinvest into the business and put towards funding other projects we are looking to develop. It also gives me peace of mind knowing that the company has a nice financial cushion as we move forward.

I wish we had done this for the last 15 years but looking ahead to the future, I'm excited to see what else we might qualify for. I understand that as our revenue increases every year, it could change the landscape and our eligibility could be different year to year. But what's important is that I'm no longer challenged to randomly search for qualifying credits. The ADP R&D tax credit team has access to all the information to help determine what we qualify for, quickly and accurately. And, that gives me confidence having that off my mind moving forward because I know they will be on top of any applicable updates and keep me informed of how they may impact my business. I could not be more pleased with the level of expertise and support the ADP team provides.

Huge opportunity for small businesses

We continue to position the company as a leader on the technology side of site work construction. And in our field, we are always researching and developing new ways to move this industry forward. I think there are probably other smaller companies like ours in the industry who are also active in research and development projects but are unaware, as I was, about their eligibility for tax credits. I understand how hard tax implications can be on a small business. So, having the ADP R&D tax credit solution has been a huge benefit to my business and I think other companies can experience the same win we've had with ADP.

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My family is at the top of my priorities and providing what we need to be healthy and secure will always come first. And the people that work for me also have families and they see everything I do so I take that as an opportunity for me to motivate and lead by example. I encourage them to be aware of their surroundings and to understand that in business, you need to find the right balance of considerate and cunning. I hope to show my guys that by being transparent, dedicated and enjoy what they do — they can have a better life both personally and professionally.

