

AFairchild, PC Capability Statement

Focus: R&D Credits, Franchise & Sales Tax Analysis

COMPANY INFORMATION

- Founded October 2009
- Licensed by the Texas State Board of Public Accountancy (#C07129)
- Certified Public Accountants
- HUB Certified
- Certified Women Owned Business
- 100% woman owned - Annie Fairchild, CPA
- Member American Institute of CPAs (AICPA)
- Member Texas Society of CPAs
- NAICS codes – 541211
- Bilingual: Spanish and English
- 23 employees, 19 professional staff and 4 support staff
- Successfully passed our Peer Review in August 2019 with no comments

CORE COMPETENCIES

- Our technical tax and legal expertise has provided our clients real results with:
 - Federal R&D Tax Credits
 - State R&D Tax Credits
 - Texas Franchise and Sales Tax Refunds
 - State Statutory and Negotiated Incentives
 - Interest Charge - Domestic International Sales Corporation (IC-DISC)
- We apply a proven, surgical process to successfully identify, calculate and support the credits that our clients claim. Regardless of the structure or stage of your business, we tailor your incentive strategy to claim maximum credits with maximum evidentiary support, and we are always on the pulse of the latest tax developments. As a result, our clients position their businesses in real time to claim all available incentives and refunds of overpayments.

PAST PERFORMANCE

- Our tax incentive team has helped clients successfully claim and sustain more than \$100M in tax credits throughout their careers and over \$2M in Texas Franchise Tax and Sales Tax Refunds in the last ten years.
- We have managed the most nuanced of incentive engagements for clients across Texas, Arizona, Louisiana, Colorado, Florida, California, Oklahoma, Illinois, New York, Massachusetts, Pennsylvania, and a host of other states.



AFairchild, PC
Your Community
Your CPA
A Trusted Advisor

CURRENT PROJECTS

- \$20M Engineering Company: ~ **\$240K** in R&D credits
- \$66M Construction Company: ~ **\$300K** in R&D credits
- \$200M Software Development Company: ~ **\$500K** in annual R&D credits
- \$120M Manufacturing Company: ~ **\$200K** in annual R&D credits
- \$200M Professional Services Firm - **\$60K** Franchise Tax Refund
- \$18M Construction Company - **\$182K** Sales Tax Refund; **\$85K** Franchise Tax Refund
- \$15M Construction Company - **\$90K** Sales Tax Refund
- \$25M Construction Company - **\$30K** Franchise Tax Refund

DIFFERENTIATORS

- We provide a full assessment of the various types of tax credit and incentive programs that are available across federal, state, and local jurisdictions.
- Our surgical tax credit study methodology enables our clients to claim the maximum tax credits available to them while minimizing their time investment.
- We guide our clients through maximizing these credits going forward.
- If claimed tax credits are examined, we walk hand-in-hand with our clients, providing full and robust audit defense.
- Our process is completely scalable for any size company from mom-and-pop companies to large public sector enterprises.
- We constantly keep our staff educated through various training methods and research tools in order to stay on top of all laws.
- We have adopted a Quality Control standard to assure clients the highest standards for our profession.

AFAIRCHILD COMPANY OVERVIEW

- Approximately 1,300 clients through the DFW Metroplex in the following sectors:
 - Construction
 - Manufacturing
 - Real Estate
 - Professional Services
 - Retail and Distribution
 - Other Businesses
- Clients Gross Revenues range from \$1M to \$200M

ACCOUNTING

The Accounting and Outside Services team assists clients from daily to weekly to “as needed” accounting services, helping them with recording transactions, payroll, sales tax, minimizing costs and other services. We analyze their financials and compare ratios from their company to others with the same NAICS and SIC codes to help with management and planning. We also train our clients’ staff to help them be more efficient and effective in their jobs.

AUDIT

Our Audit team provides attest services to client in the area of compiled, reviewed or audited financial statements. In addition to financial attest services, we also audit 401(k) plans for clients and assist with internal control procedures and review, as well as agreed upon procedures.

TAX & TAX CREDITS

The Tax group provides not only tax preparation compliance to our clients, but also tax planning, tax strategies, and audit representation. Our Research and Development group helps bring value to our clients by assisting with the R&D Credit that benefits them at both the federal and state levels.

CONSULTING/TRAINING

Within the Consulting group, we assist our clients with multiple kinds of strategies as well as with training. We consult in buy/sell agreements, organizational structure and strategic planning. In addition to the above, we also lead entrepreneurial classes and facilitate John Maxwell Beyond Success training groups. These groups have been effective in significantly impacting employees around the world. John Maxwell started implementing these training sessions in the US in Ellis County spring 2019. We have attended the training sessions and are starting to implement the program with our clients.



Annie Fairchild, CPA
President

CONTACT INFORMATION

(214)-731-7664
annie.fairchild@afairchildpc.com
3630-2 N. Josey Lane, Suite 212
Carrollton, TX 75007
www.afairchildpc.com

We appreciate this opportunity to present a summary of our firm’s capabilities. If you would like to discuss any of our services or capabilities further, please contact Annie Fairchild.

Thank you for your time and consideration.