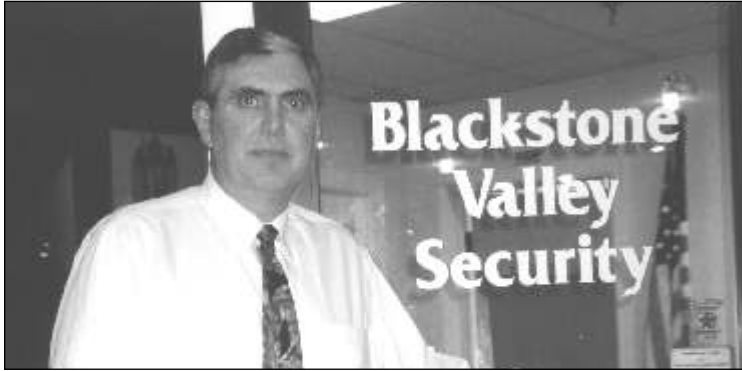


Blackstone Valley Security

Training helps boost company reputation



Now in its 25th year, Blackstone Valley Security is a hands-on security management company recently named by Providence Business News to its lists of Top 50 Companies and Top 50 Fastest Growing Companies in Rhode Island.

Blackstone Valley Security has a very good reputation. Gregory Church, a partner of the company, would like to keep it that way.

"We recently surveyed all of our guard clients," Greg explains. "Ninety-eight percent of our clients gave us good or very good scores. We use all of clients as references. Our commitment to service has always been very high."

They only way to keep clients this happy is quality service through good people and training. It is how they've earned their reputation and been able to grow from 25 employees in 1991 to more than 300 today.

For the past few years, thanks to TracTax, Blackstone Valley Security has been getting tax credit for all that training. In 2000, the company began using The ProfitPoint Group, Inc.'s TracTax service to take advantage of the State of Rhode Island's Job Training Tax Credit program (JTTC). For-profit companies who qualify for and enroll in the JTTC program can receive up to \$5,000 per employee trained over three years in the form of a dollar-for-dollar tax credit against the company's tax liability.

Greg found that much of the training his company did anyway was eligible for the tax credit. All new employees attend four hours of in-office training and receive a significant

According to Greg Church, training is a key factor in Blackstone Valley Security's growth. With over 300 employees, training occurs constantly both in-office and on-the-job. TracTax helps this growing security company receive tax credit for training – up to \$5,000 per employee.



Greg admits he doesn't have time to spend on tracking the JTTC paperwork. He simply emails or faxes employee information and training logs to the TracTax staff and they take care of everything.

amount of on-the-job training. Given the growth Blackstone Valley has experienced in the last 10 years, training is occurring continuously.

Using custom software designed by The ProfitPoint Group, Inc. for the JTTC to help companies apply for and receive the credit, TracTax staff imports employee information, logs and monitors training events, creates the application form, calculates the tax credit, creates the tax form, projects current and next year's credits, and generates multiple management reports with accuracy and ease.

The beauty of TracTax, Greg explains, is that it adapted to his company's existing method of tracking training. "We had to give our TracTax representatives some background information like employee names and hourly wages, but they took care of everything after that," he states. "They took our existing forms and worked with that to get what they needed."

Greg readily admits he doesn't have time to spend on tracking the tax credit. Blackstone Valley Security offers security guard and investigative services throughout New England and New York. They have 120 active guard clients and do investigative work for several large insurance companies.

"I wouldn't even attempt to do this on my own," Greg comments. "It's not our primary concern. But the The ProfitPoint Group organization has it down pat. We just turn the paperwork over to them and they make sure all the regulations for the training to qualify for the credit are met. I would recommend ProfitPoint's TracTax service to anyone who wants to take advantage of the tax credits."

how to get started on the JTTC program

Just call TracTax today at (401) 658-0772 for complete application assistance. Our staff is available to answer any questions you may have. You may also visit us at www.ritaxcredits.com

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