

Wm. H. Harris Furs

uses tax credits for in-house training program



William H. Harris Furs of Warwick, R.I. is the largest exclusive furrier in New England. The company takes advantage of the JTTC program to cover training for their fur finishing and design.

Like tailors, seamstresses and virtually any similar position in the garment industry, it is difficult if not impossible to find people interested in learning the fur finishing and design trade. Wm. H. Harris' in-house training program ensures that the company develops its own pool of skilled employees. "When we first learned about the JTTC program, we thought that it would be a unique way to recoup the money we were spending on training and to help us continue to train new people," comments Mr. Habershaw. "In our industry, everyone must be trained unless they come from another country and learn the skill there."

Several years ago, Mr. Habershaw lost the key person responsible for the financial reporting and tax management of the company. "I had little time to track the tax credit value of all our employee training," states Mr. Habershaw. The high volume of training made it difficult to track and calculate the tax credit value and then present it in the form the state needs to claim the credit.

Bob Habershaw turned to The ProfitPoint Group and, in the process, secured \$17,000 in tax credit over the past three years. By sending all training data directly to ProfitPoint for processing, Mr. Habershaw discovered the easiest way to obtain the JTTC tax credit. Now the company could focus solely on holding its competitive edge without having to worry about formatting the information the state requires.

CONTINUING THE TRADITION: Voula Stasinopoulos (right) works to design the proper finishing of a fur coat for a William H. Harris customer under the watchful eyes of Chief Designer Dieter Wiegand (center) and Bob Habershaw (left), company CFO. Before coming to the U.S. over 35 years ago, Mr. Wiegand attended the prestigious Bundes-Pelzfachschule and Kürschner schools in Frankfurt, Germany to learn how to make fur coats and accessories. He is responsible for the development of an eight-year in-house training program in fur design and finishing for William H. Harris employees for which the company receives tax credits from the JTTC.



A FITTING PROFESSION: Voula Stasinopoulos (left), designer at William H. Harris, has completed five years of training in fur design and finishing and "absolutely loves" her job. She trains new employees in fur finishing techniques, and the company receives tax credit for the program. Voula is pictured here with Dieter Wiegand (center), chief designer, and Bob Habershaw, CFO for William H. Harris Furs of Warwick, R.I.

"At year end, we provide Harris Furs with the proper RI state tax form that includes their training information calculated for the tax credit," explains Tom Busch, president of The ProfitPoint Group, Inc. "Using our TracTax software, we also provide the auxiliary reports and back-up documents that substantiate the training from the student, course and overall company points of view."

"The application process can be daunting so we chose to have ProfitPoint help us with the JTTC program right from the application stage," recalls Mr. Habershaw. "If you don't do it right, it gets bounced back and you don't get the credit. ProfitPoint is very good at helping to avoid these problems. It's saving me time so obviously it's also saving me money. It's also nice to do business with such a helpful and pleasant company."

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