



Farm Tax Update

THURSDAY, OCTOBER 19, 2017
The Delta, Guelph, Ontario & via Agriwebinar®

SPONSORS





The Canadian Association of Farm Advisors (CAFA) Inc.

The Canadian Association of Farm Advisors (CAFA) Inc. is a national, not-for-profit organization dedicated to assisting farm families and businesses by increasing the skills and knowledge of farm advisors.

CAFA is an inclusive organization for all qualified farm advisors and consultants. Certified Ag Farm Advisors have professional credentials and on-

going industry education. As members of Canada's only national association of Certified Ag Farm Advisors, they also attend local meetings and regional conferences to stay CURRENT with the farm sector and stay CONNECTED to a network of farm professionals for the benefit of their farm clients.

■ Improving the level of farm advice

Get in Touch

For more information about CAFA, please visit their website at www.cafanet.com or contact Liz Robertson, Executive Director at info@cafanet.com or call 204-348-3578.

Stay Connected

Connect with us on any of these social networks.



www.cafanet.ca

Agenda

Ontario Farm Tax Update

Qualifies for 7 Certified Agricultural Farm Advisors CPD credits

Master of Ceremonies



Robin-Lee Norris, B.A., LL.B., CAFA, Partner, Miller Thomson LLP

Robin-Lee Norris is a highly skilled mediator who brings a wealth of experience and expertise to her practice in family business succession planning, wills and estates administration, land development, and small business structures. One of Robin-Lee's strengths is her ability to look at legal issues in a holistic manner and provide integrated advice to her clients on a broad range of topics.

- | | |
|--------------------|---|
| 7:30 - 8:30 | Registration & Breakfast |
| 8:30 - 8:45 | Welcome & Opening Remarks |
| 8:45 - 9:10 | Compliance: Tax Return Filing Update |
- Compliance
 - Tax returns
 - Filing Update
 - Farm-specific filing



Bryan Smith, B.Math, CPA, CA, CAFA, Partner, Allied Associates LLP

Bryan joined Allied Associates LLP, Chartered Professional Accountants in 1996 as Area Manager in the Peterborough area. He was raised in rural Oxford County in Southwestern Ontario and has lived with his family in the Peterborough area since 1981. Bryan graduated from the University of Waterloo in 1991 with his Bachelor of Mathematics degree and obtained his Chartered Professional Accountant (CPA) designation in 1992. He currently holds the position of Senior Manager. Bryan specializes in providing accounting and tax services, business planning and advisory services to primarily agricultural clients – sole proprietorships, partnerships and corporations. Bryan has been a member of the Canadian Association of Farm Business Advisors (CAFA) since its inception.

- | | |
|--------------------|------------------------------|
| 9:10 - 9:15 | Question & Answer |
|--------------------|------------------------------|

9:15 - 9:40

Tax Planning Using Private Corporations

- Income sprinkling
- Taxation of passive corporate income
- Surplus stripping
- Draft legislation and explanatory notes



John Mill, LL.M., CAFA, Connected Culture

John Mill is a Certified Agricultural Farm Advisor (CAFA) with 25 years of experience as a tax lawyer. He has written a book on business succession called "Hire Your Buyer". He works with farm families and farm advisors on complex tax and reorganization plans.

9:40 - 9:45

Question & Answer

9:45 - 10:10

What is Farming & Who is a Farmer?

- Benefits of qualifying as a full time farmer.
- Definition of a full time farmer.
- What is farming? (Just because it is done on a farm doesn't mean it is farming)
- Structuring your business.
- Other considerations.



Richard Wismer, B.Sc. Agr, CPA, CA, P.Ag, CAFA, MNP LLP

Richard Wismer is a Partner and Business Advisor with MNP's Assurance Services group. Working out of the St. Catharine's office, Rick as a Niche leader delivers a broad range of services to businesses in the Primary Agriculture, Food and Beverage Industries, such as wineries, craft breweries, cideries and distilleries, greenhouses and viticulture and horticulture operations. For 35 years, Rick has owned and operated commercial farm operations specializing in viticulture, cash crops, fruit and farm management services. This has given him real-life understanding of the challenges his clients face and the opportunities that can help them thrive. As a result, Rick is able to devise creative solutions to difficult problems.



10:10 - 10:15

Question & Answer

10:15 - 10:30

Break

10:30 - 11:25

Overview of the Capital Gains Exemption for Qualified Farm Property

- Real Property and Quota
- Shares of a Family Farm Corporation
- Interest in a Family Farm Partnership
- Planning



Kurt Oelschlagel, FCPA, FCA, EP, CAFA, BDO Canada

Kurt is a tax specialist and group office managing partner with BDO Canada LLP. Kurt's practice focuses on owner-managed businesses with a particular emphasis on agri-business and professional clients. His areas of expertise include federal and provincial income taxation including corporate restructuring, estate planning, personal and corporate tax planning and commodity tax. Kurt also served as a member of BDO's policy board for six years and is a past member of the ICAO Professional Conduct Committee. He was admitted as a Fellow of the Institute of Chartered Accountants in 2011. Kurt is also a member of the Society of Trust and Estate Practitioners.



Farm Tax Update

11:25 - 11:30 Question & Answer

11:30 - 11:55 Farm Property Rollovers

- Inter-vivos Transfers by Individuals
- Death of a Taxpayer
- Proceeds of Disposition, Cost Base, Crystallization
- Provincial Law Considerations – gifting, NFP



Stephen Van den Hegel, B. Acc., CPA, CA, CAFA, Famme & Co. Professional Corporation

Mr. Van den Hengel grew up on a dairy farm outside of Seaforth, Ontario, graduated from Brock University in 2000 and obtained his C.A. designation in 2001. He has worked at Famme & Co. in Stratford full-time since 2000 and became a partner of the firm in 2008. Mr. Van den Hengel's client base is primarily agricultural and agri-business related.

Famme & Co.
Professional Corporation
CHARTERED PROFESSIONAL ACCOUNTANTS

11:55 - 12:00 Question & Answer

12:00 - 12:25 The Impact of Business Structure on Farm Tax Programs in Ontario

- Overview of the Farm Business Registration Program
- Overview of the Farm Property Class Tax Rate Program in Ontario
- Impact of certain corporate structures on farm property taxes and the Land Transfer Tax
- Case study examples



Ben Le Fort, B.A., M. Econ., Senior Policy Analyst, Ontario Federation of Agriculture

Ben Le Fort is a Farm Policy Researcher with the Ontario Federation of Agriculture (OFA), working out of the OFA head office in Guelph. Ben received his B.A in Economics from Acadia University in 2010 and his M.A in Economics from the University of Guelph in 2013. Shortly after the completion of his master's degree, Ben began working with the OFA, taking over the Business Risk Management (BRM) and taxation files. Ben's primary focus since joining the OFA has been property taxation of farmland, with a focus on the methodologies used to derive the assessed value of farmland in Ontario for tax purposes.

OFA
Ontario Federation of Agriculture

12:25 - 12:30 Question & Answer

12:30 - 1:30 Lunch

1:30 - 1:45 CAFA Annual General Meeting

1:50 - 2:15 US Tax Issues

- Doing business in the US;
- Tax issues for Canadian citizens



Ed Miles, CPA, CA, MBA, MCO Partners

With over 25 years in public accounting, Ed founded MCO Partners in 2001 with a focus on Canadian and U.S. taxation. Long recognized as a local expert in cross border tax, Ed served as Treasurer for the Windsor-Essex Regional Chamber of Commerce for many years before completing a term as Chairman of the Board of Directors. He is a CPA, CA licensed in Ontario, as well as a licensed CPA in Michigan and a member of the Michigan Institute of CPA's, serving clients who do business on both sides of the border.

MCO CPAs
Canadian and U.S. Tax

2:15 - 2:20

Question & Answer

2:20 - 2:45

Moving Quota from CEC to CCA: Changing More than Abbreviations

- Avoid costly mistakes by advising clients based on the current regime for farm quota
- Learn from transitional issues encountered by farm tax advisors in practice
- Beware the potential “basis deficit” on incorporation or other non-arm’s-length transfers of farm quota
- Know your clients’ options to minimize tax when exchanging quotas between supply managed industries



Bud Arnold, CPA, CA, M.Acc,
Collins Barrow LLP Chartered Professional Accountants



Bud Arnold, CPA, CA, MAcc is a tax manager with Collins Barrow Guelph Wellington Dufferin, which has a strong focus on agricultural clients. In addition to providing personal and business tax planning and compliance services to these clients, he teaches a senior tax course as a sessional lecturer at the University of Guelph.

2:45 - 2:50

Question & Answer

2:50 - 3:05

Break

3:05 - 3:30

Fair vs. Equal - Tax Planning & Other Considerations to Bridge the Gap

- Butterfly transactions
- Freezes, redemption, and use of family trusts
- Recognizing contributions & sweat equity
- Balance current operators, future operators, and off-farm successors
- Cash flow considerations (operations, insurance, financing)
- The hard stuff (expectations, communication, flexibility)



Shawn Deyell, BBA, B. Math, CPA, CA, TEP, RLB LLP



After graduating with a double-degree from Wilfrid Laurier University and the University of Waterloo, Shawn continued his passion for business and mathematics by joining the team at RLB Chartered Professional Accountants. He has been with the firm for the last 11 years and is proud to be RLB’s Tax Partner. Shawn values being part of a full-service accounting firm that shares his passion for client success. He specializes in providing full tax solutions to help meet the unique goals of business owner-managers and their families, including their personal, corporate, trust and estate planning. Shawn is passionate about problem solving and helping his colleagues learn more, to be better, and grow beyond themselves. He enjoys finding ways to take his clients’ goals and dreams of their business and family and making them into reality.

Sponsors

National Sponsor

CountryGuide
STRATEGIC. BUSINESS. THINKING.

Farm Tax Update

3:30 - 3:35 Question & Answer

3:35 - 4:00 Farm Family Trusts & the 21 Year Deemed Disposition Rules

- Understanding when and how these complex tax rules apply;
- the latest strategies for avoiding the taxation of accrued gains within existing trusts, including dealing with non-resident beneficiaries;
- drafting suggestions to allow for effective rollouts in the future;
- recent commentary from CRA on the application of GAAR to certain rollout planning structures; and
- thoughts on Advisor liability in the aftermath of the Ozerdink Family Trust decision



Stephen Sweeney, LL.B., TEP, CAFA, Miller Thomson LLP



Stephen Sweeney is a Partner in the Waterloo office of Miller Thomson LLP and leads the firm's South Western Ontario Private Client Services Group. He holds his TEP designation with STEP Canada, and is a member of the Canadian Tax Foundation and the Waterloo-Wellington Estate Planning Council.

4:00 - 4:05 Question & Answer

4:05 - 4:30 SR & ED for Farms

- Which farms qualify for the largest and most generous corporate tax incentive program in Canada
- Understanding eligibility in the agriculture industry
- Identifying "advancements in knowledge in the field of agriculture"
- Review of eligible expenditures and filing deadlines



Julie Bond, B.A, E. MBA, CEO - Bond Consulting Group



Julie Bond is recognized as one of the top SR&ED experts in Canada. Bond Consulting Group has prepared thousands of success SR&ED claims across all industries, for clients across Canada. SR&ED is often overlooked by farms and corporations in the agricultural industry, on the mistaken belief that SR&ED is a technology or industrial program.

4:30 - 4:35 Question & Answer

4:35 - 4:45 Closing Remarks

Farm Tax Update Sponsors





CAFA Membership

Join us to stay current, connected, certified. Membership in CAFA provides:

- Direct connection to the professionals with the same interest and passion as you have --farms!
- A vast wealth of information relating to agriculture – producer level, value-added level, consultant level, and governmental level.
- Peers who provide specialty advice on various topics relating to agriculture.

We offer members:

- **Education = CURRENT**
Access to educational upgrading and information about a complex industry through newsletters, chapter meetings, conferences and online resources.
- **Networking= CONNECTED**
Attend monthly meetings and other conferences where speakers address topics of common interest and advisors interact with other professionals and farmers.
- **Professionalism = CERTIFICATION**
Held to a higher standard, certification.

Membership Rates

Regular Member:
\$385 + GST/HST

Associate Member (Government,
Non-Profit, Farmers):
\$130 + GST/HST

Student Member:
\$100 + GST/HST

Why Get Certified?

- Establishes your professional credibility at a national level with clients based on the unique combination of skills, knowledge and experience you have acquired.
- Formally recognizes the specific farm expertise you have gained in your practice.
- Verifies the skills and knowledge you need to provide farm advice.
- Access to a growing network of farm professionals. Certified members gain opportunities to connect with others in their field through invitations to local chapter meetings and provincial conferences.

CAFA's Farm Update Series is designed to provide the foremost farm-focused information available.

www.cafanet.ca

Email: info@cafanet.com | Toll Free: 1-877-474-2871 | Phone: 1-204-348-3578
PO Box 270, Seven Sisters Falls, Manitoba R0E 1Y0