



The Bean Counters' Quarterly

Steve Kirkham C.A. Professional Corporation

December 2013

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Greetings!

Welcome to the December 2013 issue of The Bean Counters' Quarterly!

It's hard to believe this is our holiday/new year's edition. Time flies by faster and faster every year! 2013 is already coming to a close and 2014 is about to begin. It makes us realize the importance of starting the year off on the right track.

What are your plans and goals for 2014? Whatever you're hoping to accomplish needs to be acted on as soon as the year begins.

How can we help you work towards your goals? We're here to provide you with business advisory services so you can strategically plan your success in 2014.

In this issue you'll read about government funding opportunities for businesses from the idea stage, to start up, to growth and further development.

You'll also read about our client Alert Air Systems and find out what Steve's favourite holiday activity is, as well as see what the team is up to.

On a somber note, Steve would like to acknowledge the passing of the individual that gave him his career start and mentored him through more than 20 years in the accounting business. Angelo Polyzotis was a great boss, a great mentor, a great friend and will be deeply and sadly missed.

We are on **Facebook!** You can Like us at: [Facebook](#)

We wish you a safe and happy holiday and a very prosperous new year!

Best regards,

Steve Kirkham



The idea is to open the lines of communication on a topic or question that may be light and breezy or deep and serious, in an otherwise busy and hurried world. We'll start on our end by telling you about our thoughts on a particular topic or question, and then we'll wait to hear back from you - just hit the link "Here's What I Have to Say" and send us a quick reply.

Here's our question/topic for this issue:

"What's your favourite activity over the holidays?"

Our reply for this quarter is from **STEVE KIRKHAM**: *"One of the good things about answering these random-type questions is that it causes me to actually reflect and think for a few minutes. And, as we, and our kids, get older, it is interesting to see how our perceptions and thought processes change. Looking back thru the years I can imagine that my answer to this particular question would have varied quite a bit. At this stage, I am really trying to take full advantage of "family" (and I don't mean advantage in the sense of "more family, more presents!"). I am referring to the family time with the kids Christmas morning, family time at my sister's with my 92 year old mom, family time at the inlaws with both the young and old generations, family time at another sister's when Santa shows up for an hour. Those are the things that I am most looking forward to this coming holiday season. I hope that you and your family get the most of this time of year!"*

Here's What I Have To Say - (send reply to) steve@kirkhamca.ca



Canada's Economic Action Plan

Transforming Your Big Idea into a Great Business

Are you 18-39 years old? Do you want to start your own business in Southern Ontario? Not sure how to start? The Canadian Youth Business Foundation (CYBF) is offering a workshop series called **The Big Idea Labs** that teaches you to use innovative, entrepreneurial thinking to create a great business. After attending a workshop, you may be eligible to apply for up to \$75,000 in financing and grants, industry-leading mentoring and amazing business resources to help you start your business. The National Research Council's **Industrial Research Assistance Program (NRC-IRAP)** funds help CYBF support aspiring young entrepreneurs across Canada. CYBF offers financial support and expert advice to help you turn your business idea into reality.

[Canada's Economic Action Plan](#)

FedDev Announces New Southern Ontario Funding

New Southern Ontario Prosperity Initiative



The Southern Ontario Prosperity Initiatives are designed to invest in: inspired and determined entrepreneurs; innovative and globally-oriented businesses and organizations; and strong and prosperous partnerships and communities, creating an advantage to compete both at home and abroad.

Economic Action Plan 2013 proposes to provide \$920 million over five years to renew the Agency's funding, starting on April 1, 2014.

Investing in Business Growth and Productivity: Assists existing southern Ontario businesses to adopt new technologies that have the potential to improve productivity and expand their operations.

Investing in Business Innovation: Fosters a more competitive southern Ontario economy by encouraging the development of partnerships between entrepreneurs and investors to support early-stage, globally-oriented businesses with the ability to become world-leading innovators.

Investing in Commercialization Partnerships: Addresses innovation and commercialization, and encourages collaboration to improve Ontario's productivity performance so that the region can compete on an international platform.

Investing in Regional Diversification: Designed to build stronger, more diverse economies in southern Ontario communities in the long term by leveraging unique assets and local expertise, and by creating opportunities for economic growth and development in communities across southern Ontario.

[Southern Ontario Funding Initiative](#)



Spotlight On Business

SPOTLIGHT ON YOUR BUSINESS:

As the weather outside turns frightful, we'd like to recommend a long-time client in the Heating (and Air-conditioning) business - ALERT AIR SYSTEMS. Denny Dragozetic has been in the business for over 25 years and services both large and small, residential and commercial in all their HVAC needs throughout the GTA. He has recently outfitted Steve's new office as well as maintaining his residential needs. So, when the outside cold comes inside due to furnace malfunctions, or better yet, for regular maintenance so that does not happen, give Den a call at [416-286-6696](tel:416-286-6696) or email at alertairsystems@gmail.com.

We can handle any financial or tax situation that you may have - just ask us!

Want to promote your business through our newsletter? Just send us a short bio along with logo/artwork and we'll put you in a future edition.

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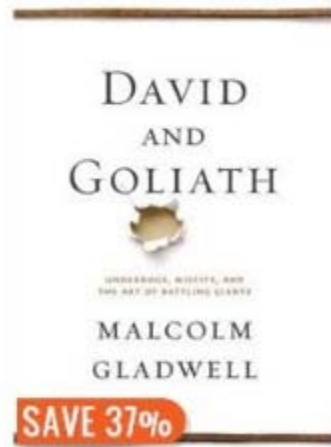


Recommended Reading:

David and Goliath: Underdogs, Misfits, and The Art of Battling Giants by Malcolm Gladwell

Malcolm Gladwell, the #1 bestselling author of *The Tipping Point*, *Blink*, *Outliers*, and *What the Dog Saw*, offers his most provocative---and dazzling---book yet. Three thousand years ago on a battlefield in ancient Palestine, a shepherd boy felled a mighty warrior with nothing more than a stone and a sling, and ever since then the names of David and Goliath have stood for battles between underdogs and giants. David's victory was improbable and miraculous. He shouldn't have won. Or should he have?

In *David and Goliath*, Malcolm Gladwell challenges how we think about obstacles and disadvantages, offering a new interpretation of what it means to be discriminated against, or cope with a disability, or lose a parent, or attend a mediocre school, or suffer from any number of other apparent setbacks. Gladwell begins with the real story of what happened between the giant and the shepherd boy those many years ago. From there, *David and Goliath* examines Northern Ireland's troubles, the minds of cancer researchers and civil rights leaders, murder and the high costs of revenge, and the dynamics of successful and unsuccessful classrooms---all to demonstrate how much of what is beautiful and important in the world arises from what looks like suffering and adversity. In the tradition of Gladwell's previous bestsellers--- *The Tipping Point*, *Blink*, *Outliers* and *What the Dog Saw*--- *David and Goliath* draws upon history, psychology, and powerful storytelling to reshape the way we think of the world around us.



[Chapters/Indigo - David and Goliath](#)

Stuff To Know About Our Team

-Sherry spoke about the team outing at the end of October, when Steve took all of the staff out for lunch at Spring Ridge Farm and then they went for a hike at Rattlesnake Conservation Area. The afternoon was perfect. They even posted a couple of pictures on Facebook and the website. In December she went on the St. Andrews Christmas House Tour with her Mother in law, Sister in law and her friend Linda. It's a tradition they've been doing for a number of years now and they look forward to it every year. This December, her husband took her to see the Toronto Maple Leafs play in Pittsburgh. They had a ton of fun and did some shopping while they were there, helping them get ready for Christmas.



-Andre says that time went too fast in 2013. Busy season is already approaching and he needs to be prepared for it.

His wife has just written the last exam in her 2 year plus law clerk program. This was a great achievement for her to complete. He was so impressed with her efforts and her endurance over the past two years, with all the difficulties not only in language barriers and in knowledge background but also the contrast with younger peer students. The initial intention was to just improve her English, so the completion of the diploma is really unexpected.

His daughter, Martina, went to her first violin debut with the 30-plus person orchestra in her high school, and it was a great glory for her dad to see. Now the kids are in their winter holiday, except for time of learning music and curling, most of the time they're just relaxing at home.

-Linda says her family is planning on spending New Years eve skating on the ice path through the forest in Arrowhead Provincial Park and roasting marshmallows over the bonfire pit at the end of the trail. Unfortunately, their dog, who is a trail loving mutt, won't be along to enjoy the scenery! More winter hiking and skating will be in store for the new year; hopefully the weather is clear and cold and not too snowy.

-Steve says that Fall has once again slipped by pretty fast for him and the family. Not much has changed, the kids are managing to plug away at school, but are really looking forward to the coming Christmas Break. Outside of school, Justin (15) and his swim team recently went on a road trip to Quebec where he managed a Bronze medal in the 400m Free event. Erin (19) has just finishing exams for her (second) Fall term. Unfortunately next term is supposed to be a co-

op job placement, but she is still scrambling to find something. Gavin (10) has been keeping his mom on her toes getting ready for Christmas - they even went out and cut down the "perfect" tree! Meanwhile, Sherry is "enjoying" her 5am coaching sessions with OAK and does like being back at the pool. Steve had a quiet Fall, mainly just catching up with office work, but he has managed to get in a little physical activity tackling the "Insanity" dvd workout the past few months. Looking forward to a "quiet" break over Christmas with family, resting up to swing full force into the New Year.

[Steve away from the office...](#)

Quick Links...

- [The Bean Counters' Quarterly Home Website](#)
- [Canada Revenue Agency - for Business](#)
- [More About Steve Kirkham C.A. and Our Team](#)
- [View previous issues of our Bean Counters' Quarterly](#)

email: steve@kirkhamca.ca

phone: [647-723-6195](tel:647-723-6195)

web: <http://www.kirkhamca.ca>

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Steve Kirkham C.A. Professional Corporation | 2 - 2345 Wyecroft Road | Oakville | Ontario | L6L 6L8 | Canada