



## The Bean Counters' Quarterly

Steve Kirkham C.A. Professional Corporation

September 2013

### In this issue

- [The Dialogue Department!](#)
- [Government crackdown on software sales suppression](#)
- [Small business tax break on employer health tax](#)
- [Spotlight On Business](#)
- [Recommended Reading:](#)
- [Stuff To Know About Our Team](#)

### Greetings!

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

Happy Fall to you. It's always a little bittersweet to say good-bye to the summer, but we hope you've enjoyed the very mild, and fairly dry September we've had. Right now, the first week of October is expected to be quite nice, so keep enjoying!

We've all enjoyed our summer holidays (read about it in the **Stuff To Know** section below) and now we're glad to be back to a full-time schedule of servicing clients and we invite you to let us know if you have any tax or accounting questions you need answered. We're here to help!

Check out the articles below if you're interested in what the government is doing about hiding sales information with suppression software, as well as employer health tax relief for small businesses.

Keep in mind that our eNewsletter is about having a dialogue with you, and we really welcome your comments and feedback!! Also, details just below to communicate with us on Facebook!

Our new address is:

[See Map](#)

2345 Wycroft Road

Suite 2

Oakville, ON

L6L 6L8

(same phone)

(Wycroft is just south of 403/QEW, between Third Line and Bronte Rd)

We look forward to having you 'drop by' our new office when you're in the neighbourhood.

In keeping with our recent trend of change and new spaces....we are now on **Facebook!** It's all very new, so give us some time to find our way, but you can Like us at:

[Facebook](#)

***We wish you a great Fall!!***

Best regards,

Steve Kirkham

*The Dialogue Department!*

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:

**"If you were granted 3 wishes (by a genie in a bottle or a person on the street - your choice), what would they be?"**

Our reply for this quarter is from **SHERRY SKIPPEN**: ***"Having 3 wishes is a lot of responsibility. It's not as easy as it looks. Of course, world peace and the end to hunger comes to mind. Selfishly, I would wish for happiness for the rest of my life. I couldn't be truly happy unless my family and friends were happy as well. Also, I'd love to have my family closer so I could visit them more often!"***

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

*Government crackdown on software sales suppression*

### **Harper Government cracks down on businesses using electronic sales suppression software to hide sales**

On September 11, 2013 The Honourable Kerry-Lynne D. Findlay, Minister of National Revenue, P.C., Q.C., M.P., was joined by the Honourable Laurie Hawn, Member of Parliament for Edmonton Centre, and Garth Whyte of the Canadian Restaurant and Foodservices Association (CRFA) today to announce new measures to combat the underground economy and the use of electronic suppression of sales (ESS) software.

"Our Government is committed to cracking down those who attempt to cheat the system and ensuring a level playing field for honest businesses," said Minister Findlay. "All Canadians must meet their tax obligations. Businesses that use ESS software to

underreport their revenues and avoid paying taxes are on notice. We will continue to support Canadians who work hard, play by the rules, and pay their taxes.”

The use of ESS software undermines the competitiveness of businesses that abide by the rules, as it offers an unfair advantage to those who fail to comply with Canada’s tax laws.

“When some businesses cheat, we all lose. These new measures are an important piece of our Government’s plan to help Canada continue on its path to economic growth,” added M.P. Hawn. Under the new proposals, businesses that use, possess, or acquire ESS software will face monetary penalties of \$5,000 on a first infraction, and \$50,000 on any subsequent infraction. Anyone who manufactures, develops, sells, possesses for sale, offers for sale or otherwise makes available ESS software will face monetary penalties of \$10,000 on a first infraction, and \$100,000 on any subsequent infraction.

[Software Sales Suppression](#)

### *Small business tax break on employer health tax*

#### **Ontario announces tax relief for small businesses**

Small businesses to get break on employer health tax while big business picks up the slack in new bill from Finance Minister Charles Sousa.

Putting on his Robin Hood hat, Finance Minister Charles Sousa wants to ease the employer health tax burden on 60,000 small businesses and shift it to big ones with annual payrolls more than \$5 million.

The savings will be up to \$975 a year, offset by big companies paying as much as \$7,800 more, Sousa said Tuesday before introducing the “Supporting Small Businesses Act” promised in his spring budget. Aside from reducing costs, the legislation would cut red tape for small employers, including charities and not-for profit organizations, that would no longer have to file employer health tax paperwork.

If the bill is passed in the minority parliament, private-sector businesses with annual payrolls of \$450,000 or less will get the break beginning in January.

In total, the employer health tax now raises \$5 billion a year. The proposed change would cost the provincial treasury a fraction of that amount, about \$5 million.

[Ontario Government](#)

**POTLIGHT ON YOUR BUSINESS:**

We would love to highlight your business here as we really believe that “word of mouth” and referrals from associates/colleagues is a very powerful way to grow your business. We have all kinds of clients in a variety of businesses such as lawyers, electricians, printers, Nursing Homes, chimney sweeps, just to name a few. We would love to help our clients both find services they require as well as find new clients. We see it as a form of “community” with one helping the other. And, we feel that we have quality clients that we can recommend highly for the specific service(s) you may require. So, next time you’re looking to hire someone, let us know, and maybe we can recommend someone for the job. And, feel free to give us your company’s bio/profile and we’ll post it in an upcoming BCQ!

**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.

[Steve Kirkham CA Professional Corporation](#)

*Recommended Reading:*

**The Heart of Change: Real-Life Stories of How People Change Their Organizations by Dan S. Cohen, John P. Kotter** Moving beyond the process of change

Why is change so hard? Because in order to make any transformation successful, you must change more than just the structure and operations of an organization—you need to change people’s behavior. And that is never easy.

The Heart of Change is your guide to helping people think and feel differently in order to meet your shared goals. According to bestselling author and renowned leadership expert John Kotter and coauthor Dan Cohen, this focus on connecting with people’s emotions is what will spark the behavior change and actions that lead to success. Now freshly designed, The Heart of Change is the engaging and essential complement to Kotter’s worldwide bestseller Leading Change.

Building off of Kotter’s revolutionary eight-step process, this book vividly illustrates how large-scale change can work. With real-life stories of people in organizations, the authors show how teams and individuals get motivated and activated to overcome obstacles to change—and produce spectacular results. Kotter and Cohen argue that change initiatives often fail because leaders rely too exclusively on data and analysis to get buy-in from their teams instead of creatively showing or doing something that appeals to their emotions and inspires them to spring into action. They call this the

see-feel-change dynamic, and it is crucial for the success of any true organizational transformation.

Refreshingly clear and eminently practical, *The Heart of Change* is required reading for anyone facing the challenges inherent in leading change.

[Chapters/Indigo -The Heart of Change](#)

## *Stuff To Know About Our Team*

-**Sherry** says this has been an extraordinary summer. She and her husband went to Boston for a few days and were able to see a couple of baseball games and saw some amazing historical monuments and museums. Then she went for a girl's weekend in New York City with her sister-in-law, her best friend and her mother-in-law. They walked, ate and shopped their hearts out.

-**Andre** went for a great vacation back in his home in Asia. Most of his time was spent dining with families, friend and relatives. Eating so much meant that he had to swim every day to keep him from putting on too much weight. The other exciting experience he had while there is taking the bullet training in China that ran at over 300km/hr.

Having not driven in China for so many years, he tried to drive on the roads in China carefully, but unfortunately was involved in a collision with a motorcycle (which he says absolutely not his fault). Fortunately, nobody was hurt.

Another fortunate bit of luck was that he managed to escape a typhoon approaching Hong Kong Airport just 2 hours before the airport closed. He had made preparations for staying in the airport overnight. His wife and kids went back home in July, earlier than he did, and they travelled to Okinawa island of Japan in Aug and enjoyed the sunshine, beach and sushi.

-**Linda** has sought out new heights to scale, once again. This summer it was the White mountains in New Hampshire. Linda and her husband hiked a few of the peaks and managed to take time to explore the seaside town of Portsmouth where the lobster was fresh out of the ocean!!!

-**Steve** had quite an "up and down" summer. Things did not start off well as his older brother (Butch - 66) passed away with very little notice. Cancer resurfaced and took hold quite quickly and he was gone within about 3 months. Steve was quite close with him as they shared a lot of great times at the cottage and various outdoor fun and work adventures. Ironically this led to one of the best things to happen later in Sept as Steve and his buddies stroked one off their bucket list by doing a fly-in fishing trip to northern Manitoba. Something Steve had always wanted to do with his older brother. Hopefully he was there in spirit as it was an amazing trip. Be sure to check the website for a few of the many fish caught.

Also, click the link below for a YouTube home-video of the trip that Steve put together, if you're interested to see how Steve behaves outside of the office.

The immediate family had a good summer, spending the last couple of weeks in August down at the cabins. The old "fishing" boat held up and the kids got in some tubing, skiing and wakeboarding for a great end to summer. Everyone's back in school (Erin 2nd yr at Waterloo, Justin grade 10 and Gavin in grade 5) and the routine starts again. Gavin is really impressing dad with his uptake on Karate, he has already moved to his orange belt and is really enjoying the classes. Justin is back to swimming with OAK for another year and looking forward to the 5am practices (he actually gets up for those on his own and lets mom and dad sleep in!). Erin is writing again for the Waterloo "Imprint" newspaper as she takes classes and gets ready for her first co-op session in January. Sherry is parent chair again at the high school, and has now taken a part-time job as assistant swim coach for the young kids at OAK.

[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](mailto:steve@kirkhamca.ca)

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

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

[Forward email](#)