



# Farm Tax Update

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

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## 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](http://www.cafanet.com) or contact Liz Robertson, Executive Director at [info@cafanet.com](mailto:info@cafanet.com) or call 204-348-3578.

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# Farm Tax Update

## Agenda

### Ontario Farm Tax Update

Qualifies for 8  
Certified Agricultural  
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#### 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 - 9:45 Panel, featuring:



**Scott Ross,  
BAH, MAES,  
Director of Business  
Risk Management &  
Farm Policy at the  
Canadian Federation  
of Agriculture**



**Justin To,  
MSc., PhD.,  
Deputy Director of  
Policy at the Prime  
Minister's Office**



**Stephen Sweeney,  
LL.B., TEP, CAFA,  
Partner, Miller  
Thomson LLP,  
Leader of the firm's  
South Western  
Ontario Private Client  
Services Group**



**Kurt Oelschlagel,  
FCPA, FCA, TEP,  
CAFA, Partner, BDO  
Canada, Course  
Co-ordinator for CPA  
Canada's Income  
Tax Practice Course,  
and co-author of the  
Carswell publication  
Taxation of Farmers  
& Fishermen**

9:45 - 10:15 **Income Splitting: Is Equal Always Fair?**



**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.

10:15 - 10:25 **Panel**

10:25 - 10:40 **Coffee Break**

10:40 - 11:10 **The Impact of the July 18th Proposals on Access to the CGE**



**Kurt Oelschlagel, FCPA, FCA, TEP, 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.

11:10 - 11:20 **Panel**

11:20 - 11:40 **Passive Investments**



**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.

# Farm Tax Update

## 11:40 - 12:00 Tax Policy Response



### **Trevor R. Parry, M.A., LL.B., LL.M., TRP Consulting Group**



Trevor is the President of the TRP Consulting Group based in Burlington, Ontario. He was formerly National Sales Director of a national actuarial consulting company specializing in creating retirement solutions for entrepreneurs and incorporated professionals. In that capacity he was involved directly or indirectly in establishing over 1500 Individual Pension Plans and 400 Retirement Compensation Arrangements, as well as a broad range of other structures and services. Trevor contributed to the Essential IPP Guide, the Trusted Advisor Survival Kit and Advisors Seeking Knowledge. He has also written for CALU, including on the subject of Individual Pension Plans with Alexandra McQueen and JP Laporte. Trevor was called to the Ontario Bar in 1996. He holds a Master Laws in Taxation from Osgoode Hall Law School, a Bachelor of Laws from Queen's University, a Master of Arts in History from the University of Toronto and a Bachelor of Arts from Trinity College at the University of Toronto. In addition to being an Associate Member of CALU, Trevor is also a member of Advocis holding the CLU designation, the Canadian Tax Foundation, Law Society of Upper Canada, Society of Trust and Estate Practitioners, Hamilton Law Association, Royal Canadian Military Institute, and the Albany Club

## 12:00 - 12:10 Panel

## 12:10 - 1:00 Lunch

## 1:00 - 1:15 CAFA Annual General Meeting

## 1:20 - 1:45 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.

## 1:45 - 1:50 Question & Answer

## 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.

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 Guelph Wellington Dufferin**  
**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.

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# Farm Tax Update

3:30 - 3:35 Question & Answer

3:35 - 4:00 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.

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

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## 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.

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

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