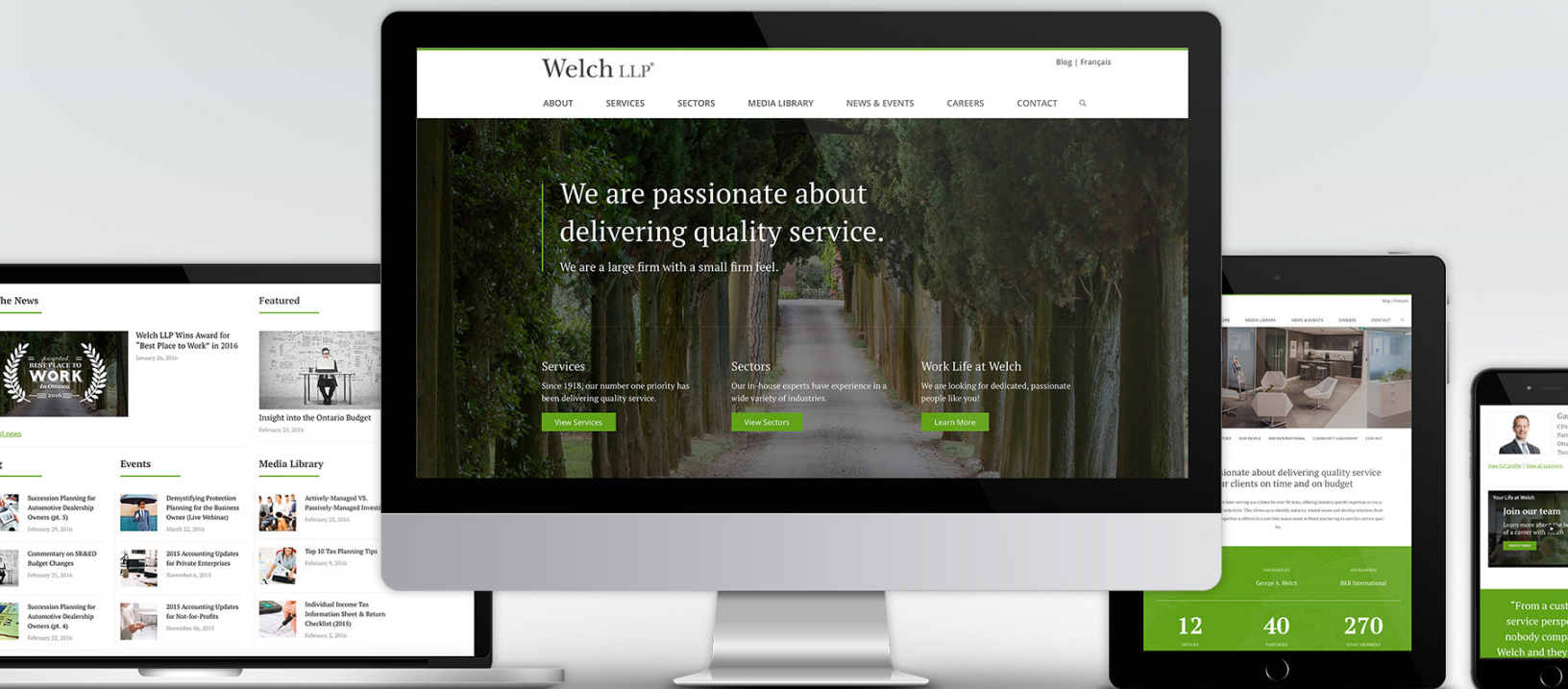


THE WELCH TIMES

Welch LLP Quarterly Newsletter - Spring 2016



NEWS • EVENTS • CONTENT

Welch LLP presents our latest quarterly newsletter created to support our ongoing efforts to help educate, inform and lead you through any accounting, tax and advisory updates and information.

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NON-PROFIT HOT TOPICS: PAYROLL PREP

Christa Casey - Partner & Director of the Not-for-Profit Sector, and Garth Steele - Audit & Indirect Tax Partner will discuss answers to all the questions you may have about tax reporting for salaries, wages and special payments to employees and contractors...

[WATCH NOW](#)



THE ECONOMY AND THE CANADIAN DOLLAR

With the Canadian dollar on a steady downfall, there will undoubtedly be adverse effects on local companies. In this webinar, Micheal Burch- Managing Partner at Welch LLP, William Chin- Portfolio Manager & Chief Technical Analyst at Caldwell Investment Management, and Peter Cleveland- CEO of Cleveland Leadership Group explain what the implications of the low Canadian dollar will be for the economy and local businesses...

[WATCH NOW](#)



ACTIVELY-MANAGED VS. PASSIVELY-MANAGED INVESTING: THE DEBATE

In Part 3 of the "Intelligent Investing" webinar series, Micheal Burch – Managing Partner at Welch LLP, referees a heated debate. Featuring special guests NY Times Bestselling Author Daniel Solin, Partner & Portfolio Manager of PWL Capital Cameron Passmore, Gentry Capital's Principal/Senior Financial Advisor Steve Barban, and Kash Pashootan, Senior Vice President & Portfolio Manager of First Avenue Advisory, Raymond James Ltd.

[WATCH NOW](#)



TOP 5 STUMBLING BLOCKS TO NEGOTIATING A DEAL

After much deliberation, you're ready to make a deal. Whether you want to buy or sell a business, you know that you need to make sure that you're in charge of the situation. But how do you do that? In order to keep the deal on the rails, there are a few common stumbling blocks you need to be aware of...

[WATCH NOW](#)



DEMYSTIFYING PROTECTION PLANNING FOR THE BUSINESS OWNER

In Part 2 of the "Demystifying for Business Owners" webinar series, Ryan Dostie - Partner at Welch LLP, Pierre Bernier - Financial Consultant at Scotia Wealth Management, and Tom Bryan - Senior Advisor at Scotia Wealth Management will explain everything you need to know about protection planning through insurance strategies.

[WATCH NOW](#)

UPCOMING WEBINARS

Spring 2016 Newsletter **3**



Everything you need to know about Internal Control Reviews

April 21st, 2016 - 2pm

In this webinar, André Auger- Director of Government Services at Welch LLP, Karen Dickson- Senior Manager, Government Services at Welch LLP, and Shannon Jackson- Manager at Welch LLP, will explain everything you need to know about internal control reviews.

[REGISTER](#)



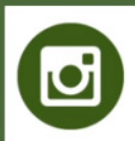
Non-Profit Hot Topics: Keeping Control in a Tech-Savvy World

May 5th, 2016 - 2pm

The series continues when Christa Casey, Partner & Director of the Not-for-Profit Sector at Welch LLP, is joined by special guests from Welch LLP's Toronto office, Partner Kathy Steffan and Audit & Assurance Manager Virginia Lackey as they discuss what it means to go paperless and how to ensure that your organization remains protected during the transition.

[COMING SOON](#)

JOIN THE CONVERSATION



WELCH LLP



DEALING WITH “D” CLIENTS

Every business has D Clients. We all know who they are and the price we pay by keeping them around. If you are not sure which clients we are referring to and why it is important to identify them before they cause too much damage, consider the following characteristics of D clients...

[READ MORE](#)



VALUATION VS. EVALUATION

Books, articles, presentations, courses and careers have been based on devising ways to determine the value of a business. There are many well trained professionals available to review, analyze and dissect your business, evaluate the marketplace and give you a dollar figure on what they think the business is worth...

[READ MORE](#)



COMMENTARY ON SR&ED BUDGET CHANGES

Ontario has indicated a decrease in the tax credits it will provide for companies performing SR&ED. Currently, qualifying companies can receive a refundable Ontario Innovation Tax Credit equal to 10% as well as a Ontario Research and Development Tax Credit of 4.5% . The 2016 budget proposes to reduce the OITC and the ORDTC ...

[READ MORE](#)



HOW TO ORGANIZE YOUR ELECTRONIC FILES FOR YOUR FIRST AUDIT

Much like our liaison in the organization, you may be thinking, “So what if my documents are not organized? I am providing you with the information the auditors asked for.” This is the wrong mentality to have. Disorganization will rack up those chargeable hours and you better be sitting down when the bill comes for your audited statements...

[READ MORE](#)



THE SOLUTION TO WHAT CAN BE A VERY EXPENSIVE PROBLEM

Over the past few years I have met with a lot of business owners who were very confident in the financial performance of their companies, only to eventually realize that there were many gaps...

[READ MORE](#)

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SERIES: SUCCESSION PLANNING FOR AUTOMOTIVE DEALERSHIP OWNERS

In this series we have addressed the merits of effective communications, the need for structure and process, implications of the status quo and the benefits of proactive planning...

[READ MORE](#)



CHANGES IN SHAREHOLDER STRUCTURE & ITS IMPACT ON SR&ED TAX CREDITS

The ability to manage cash flow is a critical element to a corporation's success. Variations in a corporation's cash flow can result in vulnerability to its business decisions such as pre-existing debt covenants, operating or working capital covenants, and planned investments...

[READ MORE](#)



AUDIT REQUIREMENTS FOR NPOs

The Canada Not-for-Profit Corporations Act contains specific rules surrounding the requirements for financial statement audits. All incorporated Not-for-Profit organizations should review these requirements to determine if changes can or should be made...

[READ MORE](#)



BUSINESS TRANSITIONS - FAMILY SUCCESSION

The decision to transition the business within the family can be the best or the worst experience in the lives of all involved...

[READ MORE](#)



QUICK METHOD OF ACCOUNTING AND THE BOTTOM LINE OF YOUR BUSINESS

Some people may not realize that the Quick Method of accounting for GST/HST can actually contribute to the bottom line of a small business...

[READ MORE](#)



5 TIPS FOR PREPARING NPO FINANCIAL REPORTING PACKAGES

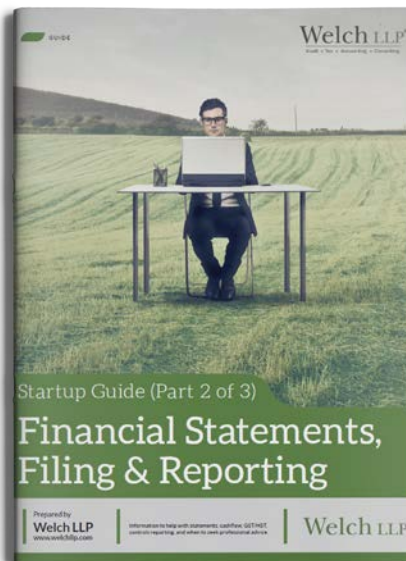
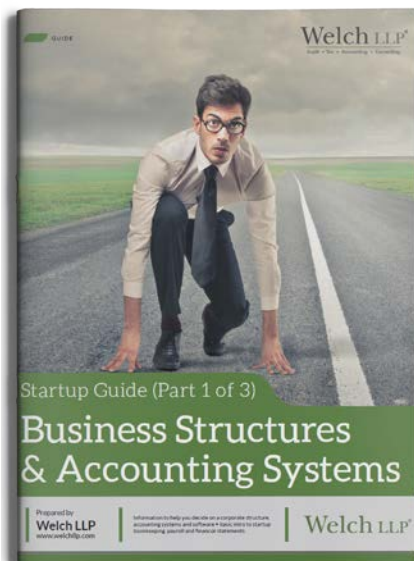
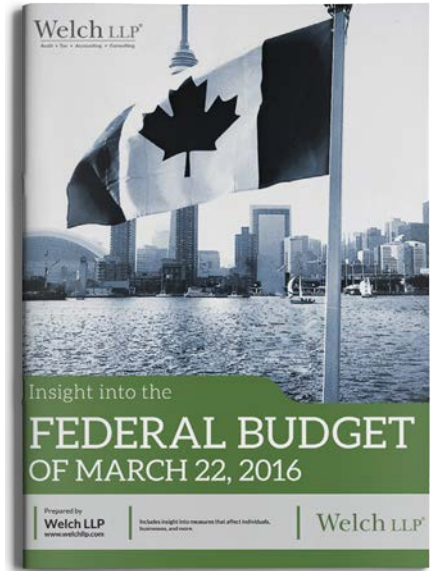
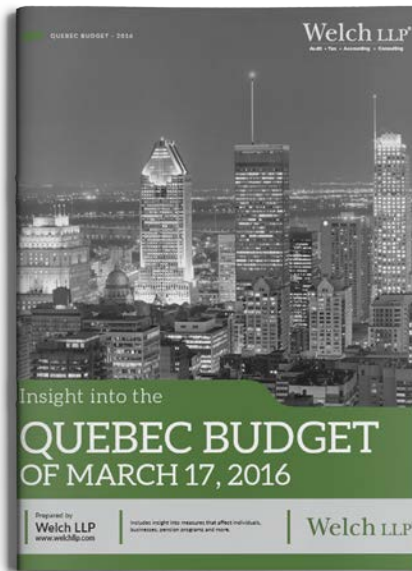
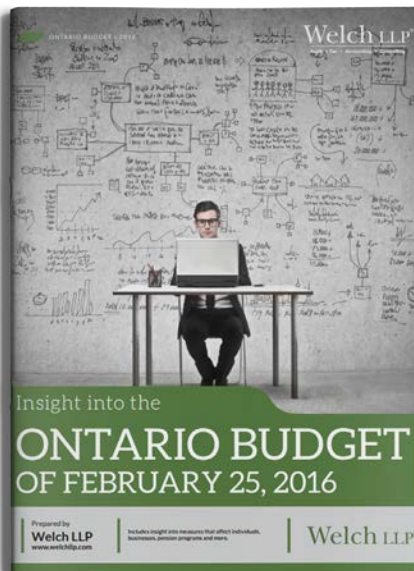
Having worked with hundreds of NPOs and boards and attended an equivalent number of AGMs, we would like to share 5 helpful tips on preparing the financial reporting packages...

[READ MORE](#)

FOR MORE GREAT BLOGS, VISIT WELCHLLP.COM

GUIDES + PUBLICATIONS

Spring 2016 Newsletter 6



WelchGroup Presents: Contract CFO

Access the advice of financial experts required to drive sustainable growth, without the full-time cost of a traditional CFO



Visit w-group.com for more info

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Consulting



WELCH HOMECOMING

Thank you so much to all of our alumni and staff who made Welch Homecoming a success! A special thank you to Brown Paper Bag for the great entertainment, Prinzo Fine Catering for the delicious food, and Kichesippi Beer for the drinks!

[FULL GALLERY](#)



WELCH LLP CONGRATULATES WELCH CUP NOMINEES

Winners of this round of Welch Cup nominations were Danika Chilibeck - Mergers & Acquisitions Associate at WelchGroup Consulting, Brendan Johnson- Staff Accountant, and Adriana Sgabellone- Marketing Assistant.

Congratulations and thank you for your hard work and dedication to the firm!



COMPANIES ADVISED BY WELCHGROUP ON M&A IN 2015

Industries: Aerospace, Defence and Security, Clean Tech and Green Energy, Construction, Engineering, Manufacturing, Management & Consulting Services, Real Estate, Transportation & Logistics, Healthcare, IT Consultants & Software Services, Mobile Technology, Retail, Software, Cloud, and SaS, Education Services, Wireless & Telecommunications, and Service Companies



Proud to announce that Welch LLP won the 2016 Faces Award for “Best Place to Work”! A big congratulations to Shopify as well, the other recipient in the category.



WELCH LLP PRESENTS THE OTTAWA BUSINESS GROWTH SURVEY

The Ottawa Business Growth Survey is the largest and most comprehensive survey of businesses located in the National Capital Region.

Conducted by Abacus Data and made possible by Welch LLP, the Ottawa Chamber of Commerce and Ottawa Business Journal, the survey provides insights into the region's business community.



WELCH LLP WELCOMES OUR NEW HIRES

Staff Accountants:

Stephanie Howatt, Colin Gunanayagam
Mirela Bolohan (Toronto), Adam Murphy (Renfrew)

Marketing:

Stef Reid



WELCH LLP COMMENDS OUR NEWEST CPAs

Congratulations to:

Mike Jay, Pezhman Nasiri, Aamer Siddiqui, Chelsea Slater, Samantha Slater, Annie Thoms, Jenn Guenette, and Jennifer Heslinga

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OVER \$12,500 RAISED FOR BUST A MOVE!

On March 5th The Ottawa Regional Cancer Foundation held its fifth and final Bust a Move for Breast Health. Over a 5 year period, the event has raised over \$1.5M.

Welch LLP entered team Hakuna-Ma-Tatas to participate in the event, which consisted of a gruelling 6 hours of workout classes. With a team goal of \$8,500, the team exceeded all expectations and raised a whopping \$12,565 thanks to all of their generous supporters!



#NOTMYSELFTODAY CAMPAIGN LAUNCHED AT WELCH LLP

On March 14th Welch LLP kicked off their week long #NotMyselfToday campaign which included activities to raise awareness about mental illness. The first day included mood buttons to break the ice and warm people up to the idea of engaging in conversation about mental health - when it comes to mental health issues/illness, no one is immune!



WELCH LLP SHARES SWAG FOR LUMIFI PROJECT

Welch LLP Toronto shared their amazing swag for Enactus University of Toronto's Lumifi project!

In just one week the second phase of the Lumifi project was implemented in which they introduced a sustainable entrepreneurship curriculum within the existing Jamaican educational system. Over 60 teachers were trained to use the technology alongside the brand new curriculum.



WELCH SUPPORTS THE CPA ONTARIO VOLUNTEER TAX CLINIC

In support of the CPA Ontario Volunteer Tax Clinic Program, teams from Welch LLP provided free tax preparation for those in need at 4 separate venues!



WELCH LLP AT THE GOWLING WLG CORPORATE CHARITY CURLING BONSPIEL

Kyle Turk representing the Welch LLP team with Heather Lovell and Megan Martins from Momentum Law at the Gowling WLG Corporate Charity Curling Bonspiel in support of Make-A-Wish Eastern Ontario!



WELCH LLP SPONSORS 'PUTTIN ON THE GLITZ'

Representing Welch LLP at 'Puttin On The Glitz' at the St. Patrick's Home of Ottawa Foundation's Soirée. The event raised over \$89,000!

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CLIENTS IN THE NEWS

Spring 2016 Newsletter **9**



**DATAKINETICS SPINOFF MAKES
FIRST ACQUISITION**



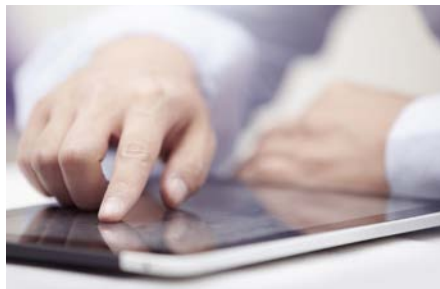
**TUC ACQUIRES TECH SOLUTION
PROVIDER WITH FOCUS ON
SENIOR CARE**



**NETTLETON'S JEWELLERY
CELEBRATES 100 YEARS IN
BUSINESS**



**CIRQUE DU SOLEIL MAY PARTNER
WITH WINDMILL TO BRING BIG
TOP SHOW TO ZIBI SITE**



**THE BETTER SOFTWARE
COMPANY LAUNCHES 2ND
GENERATION OF 'BPRO'**



**GYMTRACK TO RECEIVE \$800,000
TO BRING ITS FITNESS TRACKING
SYSTEM TO MARKET**



**SOLANTRO SEMICONDUCTOR
PARTNERS WITH SMARTTRAK**



**PROPOSED NEW BRUNSWICK HST
INCREASE**



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