

INVESTMENT FOCUS

From the Central Wealth Group of Raymond James Ltd.

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Central Wealth Group

Alain Berube, CFA
Senior Financial Advisor &
Portfolio Manager

Peter Vander Velde, CIM®, CMT
Portfolio Manager &
Financial Advisor

Morgan Pudel, CIM®, CFP®
Associate Financial Advisor

Robyn Drummond, CEA, QAFP™
Licensed Assistant

Debbie Lewis
Licensed Assistant

Raymond James Ltd.

Rice Howard Place, Tower 1
#2300 – 10060 Jasper Ave. NW
Edmonton, AB T5J 3R8

Telephone: 780-414-2500
Toll Free: 1-888-414-2501
Fax: 780-414-2599

Raymond James Ltd.,
Member - Canadian Investor Protection Fund

Growth Will Persist

A little over six years ago, renowned investor Warren Buffett made a bold prediction: The Dow Jones Industrial Average (Dow) would reach the milestone of one million within 100 years.¹ At first glance, his assertion appeared somewhat incredulous since the Dow was hovering around the 22,000 mark. Today, it stands close to the 39,000 level.

Yet, looking deeper into the numbers, the same could be suggested for the S&P/TSX Composite Index (S&P/TSX). At the time, the Dow needed to compound at less than 4 percent annually to achieve Buffett's target. Canada's S&P/TSX would need an annualized return of just 4 percent to reach the 1,000,000 mark by 2124.

However, Buffett's point wasn't to suggest whether some arbitrary benchmark could be achieved. Rather, his prediction was meant to reinforce confidence in future growth and the fact that we can all benefit if we choose to participate. History has shown that equities outperform most asset classes over the longer term; not so surprising since the overall growth in corporate profits has been an upward trajectory over time.

Today, we are living through a pivotal time due to the availability of big data, high-powered computing and advances in artificial intelligence (AI). While the U.S. equity markets have seen substantial gains due to the handsomely-rewarded technology stocks, the productivity and growth potential is expected to be far reaching, well beyond the tech sector.

Canada's stock market has trailed due to its more cyclical nature, but is poised to benefit from interest rate stability and declining long-term rates. Corporate earnings may be driven by higher margins through efficiency gains and lower input costs, particularly as inflation moderates. The comparative strength of the U.S. economy, our largest trading partner, may provide near-term support. And, the potential for interest rate cuts is expected to provide tailwinds to equity markets.

While Canada's economic output continues to be sluggish, consider that our economy has been relatively resilient given the challenges of the past few years. Wealth, wages and employment are all higher than they were before the pandemic began. And, seasoned investors accept that over time economies and markets will ebb and flow. Periods of retrenchment are natural parts of the business cycle and are sometimes necessary to allow economies to cleanse excesses and reset, or even spark innovation and growth. This is one reason that supports diversification in portfolio management. It is also why we continue to invest with a longer-term view.

Indeed, the longer-term outlook for economic growth continues to be positive, with technology set to drive productivity and continued innovation, alongside efforts by governments to control inflation and focus on infrastructure and sustainability initiatives — just some of the factors that should help us prosper in North America. Growth will persist — and we can all benefit if we choose to participate. We are here to provide wealth management ideas, strategies and support as we progress towards the 1,000,000 milestone.

1. <https://www.wsj.com/articles/warren-buffett-says-the-dow-is-going-over-million-1505923803>

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Tax Season is Here Again: Here Are Some Reminders

As we deal with tax returns, this may be a reminder that we should be doing all we can to minimize taxes. Here are some actions to consider:

Be Aware of the Deductions and Credits Available — Tax laws change annually, so consulting an expert can ensure you’re maximizing available credits and deductions. This can also provide continuity in the event something were to happen to you or a spouse. Encourage younger folks to file a tax return, even if their income falls below the basic personal exemption to generate registered retirement savings plan (RRSP) contribution room.

Maximize Tax-Advantaged Accounts — Are you fully utilizing tax-advantaged accounts like the RRSP and tax-free savings account (TFSA)? At last count, only 30 percent of taxpayers earning \$250,000+ had fully contributed to the TFSA, with an average unused amount over \$23,000.¹ First-time home buyers have a new tax-advantaged “gift” from the government: The First-Home Savings Account.

Optimize Asset Location — The location in which you hold certain types of assets can make a difference. Different types of income (interest, dividends, capital gains) may be taxed differently depending on the type of account from which income is generated. For example, if you hold foreign investments that pay dividends in a non-registered account, you may receive a foreign tax credit for the amount of foreign taxes withheld. If the same asset is held in a TFSA, no foreign tax credit is available. By having a comprehensive view of your assets, there may be opportunities to optimize asset location across different accounts.

Plan with a Spouse — If you’re part of a spousal unit with a higher and lower-income earner, there may be income-splitting opportunities. If you expect a spouse to have significantly less income than you in retirement, there may be an opportunity to contribute to a spousal RRSP for the low-income spouse. Retirees may be able to

split eligible pension income on their tax returns or elect to split Canada Pension Plan benefits.

“Reduce” Your Refund — Instead of celebrating regular tax refunds, consider adjusting your tax deductions to avoid overpaying taxes throughout the year. Consider reviewing form TD1 with your employer to reduce the tax deducted from your pay. You may also file CRA Form T1213 if you know you’ll have significant deductions in a given year.

Consider Opening a Small RRIF if Over 64 — The pension income tax credit generally becomes available at age 65, allowing for a tax credit on up to \$2,000 of eligible pension income. If you don’t have eligible income, consider setting up a small RRIF for the year you turn 65 (sooner, if widowed) to create pension income. You don’t have to convert your RRSP to the RRIF until the year you turn 71, but this way you can still claim the pension tax credit.

These suggestions are just a starting point. As always, seek the advice of a professional tax advisor as it relates to your personal situation.

1. The latest figures are 2022 statistics for the 2020 contribution year: <https://www.canada.ca/content/dam/cra-arc/prog-policy/stats/tfsa-celi/2020/table3c-en.pdf>



Be Aware: Interest on Overdue Tax

For Q2 2024, the interest charge on unpaid balances is at its highest rate in over 20 years: 10 percent. The prescribed interest rate changes quarterly. Be sure to file your taxes on time and pay any taxes due in order to avoid this significant charge.

You Asked: How Long Do I Keep Tax Records?

You are required by law to keep tax records for at least six years from the end of the tax year to which they apply (or from their filing date).

Beware of the TFSA ‘Danger Zone’

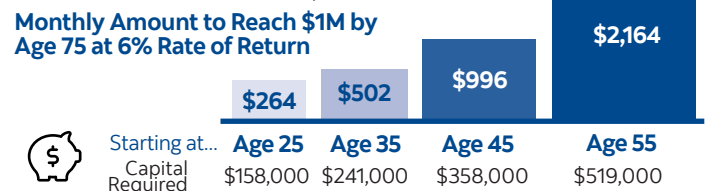
The first four months of the year have been referred to as a ‘danger zone’ for those relying on TFSA contribution room data posted on their CRA account. If you’ve based your TFSA contributions on “My Account” information, be aware that it may not be accurate. According to the CRA, contributions or withdrawals made in the previous year may not be reflected in the current year’s contribution room until “after the end of February,” as issuers have until the final day of February to submit TFSA transactions to the CRA. However, the lag in updating data could extend to March or even late April.

This is important to prevent penalty charges on excess TFSA contributions, which are assessed at one percent per month on any excess amounts. Over the past few years, the penalties have been significantly increasing. In 2022, the total paid in overcontribution penalties was \$132.6 million, over triple the amount paid in 2019!¹

What is driving this increase? There may be various reasons. The lag in CRA reporting times can often create confusion. Some hold multiple TFSA accounts, increasing the likelihood of recordkeeping errors — recent statistics suggest that 245,000 TFSA holders have between five and nine TFSA accounts!¹ As well, there may simply

Don’t Procrastinate, Participate! The Benefits of Starting Early

Here is one perspective on the benefits of investing at an earlier age. It shows the monthly investment needed to accumulate \$1M by age 75, based on an annual return of 6 percent.



Note: Compounded monthly, with taxes & expenses ignored. For illustrative purposes only.

be a misunderstanding of the rules. For instance, when TFSA funds are withdrawn, remember that they only become available for contribution at the beginning of the following calendar year.

Ultimately, it is the taxpayer’s responsibility to maintain accurate records. If you rely on CRA contribution room information, a general guideline is to wait until late April when all records should be updated.

1. <https://www.theglobeandmail.com/investing/personal-finance/article-people-keep-making-this-costly-tfsa-mistake-and-paying-penalties/>

The Impact of Taxes on Investments Can Be Significant Over Time

This is the season when many of us are busy preparing income tax returns, perhaps a good time to reflect on the taxes we pay in investing. Just as investments benefit from compounded growth over time, the tax on income and gains can accumulate to become significant.

First, recall the different ways that investment income is taxed in non-registered accounts. Interest income is fully taxable at an investor's marginal rate. Capital gains are taxed at half of this rate since only half of a capital gain is taxable. Eligible dividend income from Canadian corporations generally attracts tax at a rate in between the two.

So how do different taxes impact returns over time? The table below illustrates four scenarios (A to D), each involving an investment of \$50,000 at Year 0 and an annual rate of return of 6 percent compounded over 25 years. In A and B, tax is paid each year at different rates based on the type of income earned: interest and dividends. In C, taxes are deferred so there is no annual tax, but tax is paid at year 25 when capital gains are realized. In D, there is no tax; funds grow in a TFSA. After 25 years, the difference in after-tax value

How Different Taxes Can Affect After-Tax Values (Illustrative)

Year	A: Interest	B: Eligible Dividends	C: Capital Gains	D: TFSA
	Taxed Annually	Taxed Annually	Tax Deferred	No Taxation
Tax Rate	50.25%	35.02%	25.13%	—
0	\$50,000	\$50,000	\$50,000	\$50,000
1	51,492	51,949	53,000	53,000
5	57,921	60,537	66,911	66,911
10	67,098	73,295	89,542	89,542
15	77,728	88,741	119,828	119,828
20	90,042	107,442	160,357	160,357
25	104,307	130,084	214,594	214,594
After-Tax Value	104,307	130,084	173,239	214,594
Amount Paid in Tax	54,855	43,163	41,355	—
Difference (% of D)	49%	61%	81%	100%

Based on 6% annual growth. Tax rates are based on the average of 2023 combined federal, provincial and territorial personal marginal tax bracket at \$250,000 of ordinary income, eligible dividends or capital gains: 50.25%, 35.02% and 25.13%, respectively.

is significant. As such, it is prudent to consider making investments more tax efficient where possible.

This includes ensuring that you maximize tax-advantaged accounts like TFSAs, RRSPs and others. Consider also the opportunity to consolidate accounts, to help optimize asset location across all of your accounts.

Certain types of investments may have tax-advantaged attributes. For instance, mutual funds, REITs, limited partnerships and others may provide return of capital (ROC) distributions that are not a taxable receipt. High-quality bonds trading at a discount provide income and a more favourably-taxed capital gains component.

Other tools may help to defer tax, such as an individual pension plan (IPP) to allow business owners/executives tax-deferred growth to build retirement income. Small business owners may consider using an estate freeze when succession planning to lock in the tax liability at death based on today's business value.

These are just a handful of ideas that may help to improve tax efficiency. For a comprehensive discussion, please call the office.



Reminder: Tax Treatment of GICs

With increased interest in guaranteed investment certificates (GICs), remember that the associated tax liability must be reported on an annual basis for non-registered accounts. Many GICs are locked-in, meaning you can't cash them in until their maturity date. Yet, even if a GIC matures in a future tax year and interest has not yet been paid, the amount that has accrued in the tax year must be reported on a tax return. A T5 slip will be issued for amounts of \$50 or more.

Are You Associated With a “Bare Trust” Arrangement?

Do you hold assets in an arrangement with a separate legal and beneficial owner, where the beneficial owner oversees the assets? You may be holding a “bare trust” arrangement and subject to new reporting rules.

What is a bare trust? According to the CRA, a bare trust “exists where a person, the trustee, is merely vested with the legal title to property and has no other duty to perform or responsibilities to carry out as trustee, in relation to the property vested in the trust.”¹

Here are two examples where a bare trust arrangement may exist:

- You have been added to the property title of an elderly parent to assist with estate planning, but the parent retains beneficial ownership/control.
- As a parent, you have added your name to the title of an adult child's home to help the child qualify for financing.

New filing requirements. Bare trusts are now subject to reporting requirements that changed for trusts with taxation years ending after December 30, 2023. For most trusts, even if there is no

income or activity to report, a T3 Trust Income Tax and Information Return must be filed within 90 days of the trust's tax year end.

The good news is that since reporting rules were expanded to include bare trusts, the CRA will provide penalty relief if a T3 return hasn't been filed by the deadline. This relief applies only to bare trusts for the 2023 tax year.

Seek assistance. Since the intent of the arrangement can impact whether or not it is considered a bare trust, if you believe you may be associated with a bare trust arrangement, it's best to discuss your situation with a tax or legal expert to understand if you are subject to filing obligations. For more information: <https://www.canada.ca/en/revenue-agency/services/tax/trust-administrators/t3-return/new-trust-reporting-requirements-t3-filed-tax-years-ending-december-2023.html>

1. <https://www.canada.ca/en/revenue-agency/services/forms-publications/publications/p-015/treatment-bare-trusts-under-excise-tax-act.html>.

Note: This is not intended to be a comprehensive or legal discussion. Please seek the advice of tax and legal experts.

Growing Scams: Protect Yourself & Others From Phishing

As advisors, we continue to be dismayed by the increasing amount of financial fraud. Almost all of us have received email scams; increasingly, many clients are being targeted via mobile phones or social media.

According to the Canadian Centre for Cyber Security, “phishing” remains the number one technique used to steal data or infiltrate an individual’s network. This is where scammers call, text/SMS, email or connect via social media to trick victims into sharing sensitive information, providing funds or clicking a malicious link that contains malware that, once downloaded, can access a device’s information.

As such, we would like to remind you of some basic phishing situations. While these may be familiar, please pass along this article to those who may need support or use it as a basis for discussions with those more vulnerable, such as those less technologically savvy or those who may be isolated.

Phishing is often done through mass messaging that appears legitimate or from a trusted source. Here are some of the more common types of email scams, as well as actions to consider:

- **Payments and Memberships** — These fool you into believing you have paid for a product or membership, often of substantial value, prompting you to respond. **Instead, consider checking your credit card statements to see if a charge has been made.**
- **Expired Subscription** — A sense of urgency is created to renew an expired subscription, often using malicious links that collect your financial data. **Always access subscription information through the actual account using the company’s trusted website.**
- **Shipment Confirmation** — These suggest you have a pending delivery, often requesting payment or guiding you to open a compromised link/attachment that contains malware. **If you make an online purchase, always track shipping through the confirmation provided by the vendor.**
- **Sweepstakes Win** — These promise a prize, but often request you to send money or click a link to provide your information. **Ask the question: did I enter the sweepstakes? If not, it’s likely a scam.**

Phishing emails often use the actual logos of organizations to create legitimacy. However, a closer look may indicate that the source is fake:



- **Doesn’t address the individual directly** (i.e., “Dear customer”)
- **Contains spelling/grammar errors**
- **Sender’s email address is generic** — always view the underlying email address/domain name to check legitimacy
- **Sender requests personal/confidential information** or asks you to log in/click on a provided link — reputable companies never do so via email
- **Sender makes an urgent request**, often with a deadline
- **The offer sounds too good to be true**

For examples, please see: <https://www.getcybersafe.gc.ca/en/resources/real-examples-fake-emails>

If you are not certain if a message is legitimate, the best response is to not respond at all. Never share information with people you don’t know. Never click on links or download/open attachments on emails. And, never reply — even if you know the message is fake. Often, scams are generic mass messages; by responding, you’re confirming your number/email is active/valid and you’re likely to encounter more scams. In any situation where you may be uncertain, consider the approach of “take five, tell two” — take five minutes to pause; then tell two people, like a friend or neighbour, who can provide perspectives. If you have been a victim, report it at: <https://www.antifraudcentre-centreantifraude.ca/report-signalez-eng.htm> or <https://www.getcybersafe.gc.ca/en/blogs/reporting-spam-text-messages-7726>

Finally, remember that Raymond James will never contact you via unsolicited email, text or phone call asking for sensitive information or account details. If you ever have concerns, contact the office.

Central Wealth Group

Alain Berube | 780-414-2530
Peter Vander Velde | 780-414-2557
Morgan Pudel | 780-414-2514
Robyn Drummond | 780-414-2505
Debbie Lewis | 780-414-2534

Raymond James Ltd.

Rice Howard Place, Tower 1
 #2300 – 10060 Jasper Ave. NW
 Edmonton, AB T5J 3R8
www.centralwealthgroup.ca

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