

Chapmans Business Bulletin

Summer 2015



Welcome to the Summer edition of our newsletter.

Chapmans Team Update

Welcome on board to Wendy Tavita, who has joined the admin team.

Debtors and Cash Flow

Business is good. Customers love your products. You provide a superb service. So why is your cash flow trickling not gushing? You have analysed the numbers. Your overheads are reasonable and there's no wastage. But what about your debtors?

If your business isn't strictly 'cash over the counter' you probably already understand the work - and the pain - of chasing money from overdue payments.

Good debtor management can make a real difference to cash flow in your business. Poor debtor management can be a major roadblock. You can have a lot of money tied up in debtors that you could use better elsewhere to keep driving the business forward. Think about it this way: the money you have tied up in debtors is your (reluctant) investment in your customers' business. Wouldn't you rather invest in your own business?

A cloud of negativity sits over debtors. People don't like to deal with it and so it usually just gets worse. It sucks up time as you try to unravel the paper trail in invoices, statements and call logs. It can be a nightmare to figure out with not much to show for it. Best to get on to it early to keep ahead. If this is a problem in your business, feel free to call, we are here to help.

Flexitax - Cashflow for Christmas

Tax Management NZ (TMNZ) have come up with a new payment option to give businesses more flexibility to manage their cash flow and their tax. Businesses that owe provisional tax can pay variable instalments, based on their cash flow at the time. Businesses can pay in instalments for income tax for the current tax year or the one just gone. It wipes late payment penalties and reduces IRD interest costs. TMNZ charges interest calculated on the remaining amount of tax owed every month. And the business has until 75 days after their terminal tax date to make their last payment.

Monthly Clients

We urge all monthly clients to get their November records to us before 20 December or earlier, to avoid delays in January.

A woman walked into a pet shop and said "I'd like a frog for my son". "Sorry Madam" said the shopkeeper, "we don't do exchange"

The cynic knows the price of everything and the value of nothing—Oscar Wilde.

Chapmans Chartered Accountants Limited
Level 1 Westgate Chambers, Main Street, Westgate Centre, Auckland
PO Box 84 148 Westgate, Auckland 0657

Ph: 09 831 0205 | Fax: 09 831 0206 | Email: team@chapmans.co.nz | www.chapmans.co.nz

Directors: Graham Chapman, Karl Dickins, Jarrod Walton, Carol Fougere

New property tax rules

New legislation affects property sales made from 1 October onwards. The changes hit in a variety of ways.

Bright-line test and residential land

New tax rules now apply to residential property sales made from 1 October. A new 'bright-line test' will apply where a person who has purchased a residential property on or after 1 October 2015 then sells it within two years. The sale will be taxed unless the property is the seller's main home, inherited from a deceased estate or sold as part of a relationship property settlement. The bright-line test does not apply to business premises or farmland.

How the start and end date of the bright-line test is counted varies with the type of sale and purchase it is. For instance, where it's a standard purchase, the start date will be the date a person obtains registered title for the property and the end date will be the date of entry into agreement for sale. However, start and end dates will be calculated differently where the registration date may not take place immediately or be the definitive point of transfer - sales off the plan, sales of subdivided land, mortgagee sales or where property is gifted to a trust.

Selling the main home

The seller's main home is exempt from the bright-line test. Where the seller has more than one home, their 'main home' is the property with which they have the greatest connection. Just to prove that the tax system has a sense of humour, a person will not be able to use the main home exception if they have already used it twice in the previous two years.

It may get tricky for family trusts where family assets are distributed between individual owners and the trust. If a trust owns the property being sold, the main home exception will apply when it's the main home of a beneficiary of the trust. However, if the principal settlor of the trust has a main home that the trust doesn't own, the main home exception cannot apply to any property owned by the trust.

Claiming tax deductions

There are provisions for allowable deductions when a property subject to the bright-line test is sold. However, where losses arise as a result of the bright-line test they have been ring-fenced so they may only be offset against taxable gains arising on other land sales. It is not possible to claim a loss arising from a transfer of property to an associated person.

Companies and trusts

Inland Revenue will keep a close eye out for where land-rich companies and trusts try to get round the bright-line test. They may view a transaction as subject to the bright-line test where:

- 50% or more of the shares within a 12-month period are sold
- there is a change in the trust deed
- a decision-maker under the trust deed changes

This applies where at least 50% of the value of the company or trust is attributable to residential land either directly or indirectly.



Please contact us if you are considering buying or selling residential property; your company is thinking about a large scale share transfer; or there are any changes to the family trust's trust deed or trustees.

You might also like to have a catch up with us on whether the changes affect your tax profile or investment strategy.

Note: these dates apply to those clients for whom we prepare tax returns. Different dates will apply for those clients for whom we don't prepare returns. Please ask us if you'd like more information.

Tax Type	Who / What	When it's due
PAYE	large employers return and payment	7 December (due to 5th falling on a weekend) 15 January 5 February
	large and small employers return and payment	21 December (due to 20th falling on a weekend) 20 January 22 February (due to 20th falling on a weekend)
GST	return and payment for the period ended 30 November	15 January
	... for the period ended 31 December	28 January
	... for the period ended 31 January	29 February (due to 28th falling on a weekend)
FBT	for employers with a November balance date under close company option - annual return and payment	7 December
	for employers with a December balance date - annual return and payment	15 January
	quarterly return and payment (if completed quarterly)	20 January

Provisional and Terminal Tax

I pay provisional tax...	And my balance date is...	So my provisional tax is due next...
2 monthly (6 times a year)	September, July, May, March, January or November	15 January AND 29 February (due to 28th falling on a weekend)
	October, August, June, April, February or December	28 January
4 monthly (3 times a year)	July, March or November	15 January
	August, April or December	28 January
	September, May or January	29 February (due to 28th falling on a weekend)
6 monthly (twice a year)	May or November	15 January
	June or December	28 January
	July or January	29 February (due to 28th falling on a weekend)
Terminal tax	December	Terminal tax payment due 15 January
	January	Terminal tax payment due 9 February (due to 7th falling on a weekend and Waitangi Day 'Mondayised' to the 8th)

IRD numbers for property sales

All vendors and purchasers of property other than their main home must now provide an IRD number as part of the land transfer process.

Non-residents

Offshore buyers must provide a New Zealand bank account number before they can obtain a New Zealand IRD number. And all non-resident buyers and sellers must provide their tax identification number from their home country, along with current identification requirements such as a passport.

Family trusts

Where a family's main home is owned by the family trust, the trust is not exempt from providing an IRD number. It's quite common for a trust to own the family home, protecting the family from business or other relationship property risks. Up till now family trusts haven't needed IRD numbers unless they operated a business or owned rental properties. Now, when the family home is transferred into the trust or when the trust buys or sells property, the trust needs an IRD number. Trustees' own personal IRD numbers aren't acceptable. The new requirements also affect changes of title. So, if a trustee dies or retires and the new trustee's name needs to be registered on the property title, the trust needs an IRD number to register the change.

If you are arranging for the family trust to buy, sell or transfer property, please contact us. If the trust does not already have an IRD number we can take care of this. Otherwise you could face costly and stressful delays while you sort out the paperwork.

Sensible seasonal housekeeping

- ✓ If your business peaks during the holidays, have your marketing organised and plan your staffing. Is there a planned approach to when everyone is taking their holidays?
- ✓ Have extra business cards or other marketing giveaways on hand - it's a great season for networking. Magnetic car signs can attract enquiries as well
- ✓ Everyone is used to being cash strapped in the New Year but no one ever really prepares for it. Follow up with debtors to encourage payment before Christmas - help your cashflow off to a good start for the New Year
- ✓ Speaking of cashflow - check what tax payments are coming up in January and make sure you're prepared. Ask us about the new Flexitax option
- ✓ Are you sending gifts to top clients? Splashing out on an event? What about presents or bonuses for your staff? Call us for a reminder about the rules around entertainment expenses and FBT
- ✓ What needs to happen while you're at the beach? Is payroll all set up for the holiday period? It's worth it to do a double check on your calculations, especially if there are tricky elements in the mix such as holiday pay, schedular payments, on call payments or time and a half rates. Call us if you need a sanity check
- ✓ Do you have something coming up where you'll need professional advice from us or your lawyer? Connect with your advisors before Christmas - most offices shut down for a minimum of two weeks and senior professionals can be away longer
- ✓ Have you done a computer health check, updated your virus protection and backed up your server offsite or to the cloud?
- ✓ If your business is shutting down, make sure your voicemail message and website mention closing date info and emergency contact details. Also, who will be responding to work related emails?



Christmas closedown

Wishing you a safe and happy holiday from all of us here. Our office will close on 23rd December and reopen in the New Year on 18th January. Thank you for all your support this year. We wish you a safe and happy Christmas and a profitable 2016!

Disclaimer

This publication has been carefully prepared, but it has been written in general terms only. The publication should not be relied upon to provide specific information without also obtaining appropriate professional advice after detailed examination of your particular situation.

