

# client newsletter

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## Risk and Reward

### Targeting the cash economy

Inland Revenue's crackdown on 'cashies' continues with their focus on undeclared cash in the construction and hospitality sectors. Last year, the Auckland region saw the most activity. Inland Revenue are now widening their reach. They've been trying to change attitudes among tradies and subcontracting businesses and their efforts seem to be getting results.

Inland Revenue acknowledge people trying to cheat on tax are in the minority but stress that they're a very expensive minority. The so-called 'hidden economy' is a cost to all New Zealand taxpayers, who carry more than their fair share because of it. There's another hidden cost too, as business owners who are meeting their tax obligations find it hard to compete with operators who can undercut on quotes because they don't pay tax.

What's this have to do with you, you may ask. Because we're sure you're up to date with your tax obligations. In which case: sweet. However, if you are in the situation of having under-reported – or unreported – income, now is a great time to straighten it all out. We want to help you make sure your returns are accurate and timely and, as far as possible, help you avoid penalties and use of money interest on any tax owing.

If you think you might have got yourself into a mess with your tax, declaring it early and taking action to correct it goes a long way toward setting you apart from deliberate tax evaders. You may have made a mistake or filed an incorrect tax return, left out some income from your return or incorrectly claimed expenses. We can help you make a voluntary disclosure which may reduce shortfall penalties by up to 100% and protect you from prosecution.

## Setting the record straight

Inland Revenue have signalled they will be looking at businesses' record keeping systems. Key targets will be that all jobs and all income are being recorded and that GST is being handled properly. Recent prosecutions indicate that PAYE records are another hot topic, along with the corresponding employment records. If sketchy records are a quick way to set off the IRD alarm bells, this could be a great time to do a sense check on your records and systems.

As a business owner you're required by law to keep certain records. Poor record keeping lets you down just in terms of the penalties that apply for record keeping failures (up to \$12,000). Inadequate systems also make it harder for you to keep track of what you owe, how much you have already paid, to whom and what for and who owes what to you. You lose track of things, miss key deadlines and your costs increase in proportion to how much of a nightmare it is to straighten it out.

With the advances in online systems of recent years, many businesses have overhauled their systems and are in good shape to pull out regular management reports that detail their position clearly. However, there may still be areas where things fall through the cracks.

This applies particularly in industries such as construction where large amounts stay on the table as retentions until the job is completed and it is difficult to keep track potentially across several tax years. At the other end of the scale, the high volume and high speed cash transactions of the hospitality sector can also punch holes in the records.

If you are still making do with the basic systems you started out with, it is possible that your business has outgrown them and they now constitute a business risk. We can help you to look at this and do something about it, if necessary.





### Mileage rates

If you're self-employed you can use the Inland Revenue mileage rate to calculate the cost of using your motor vehicle for business purposes. Last year the commissioner reviewed the mileage rate for the 2015 tax year and decreased it from 77 to 74 cents per kilometre.

### Paid parental leave

From 1 April 2016, there are further changes to paid parental leave.

The amount of paid parental leave that eligible people can take will be extended from 16 weeks to 18 weeks.

Parental leave payments will also apply to more workers. Eligibility will be extended to people in less-regular jobs, in particular to people who have recently changed jobs, seasonal and casual workers, and workers with more than one employer. 'Home for Life' caregivers and people with similar permanent care arrangements will also be eligible.



### News from ACC

#### No more residual levies

From April, employers, earners, and motor vehicle owners no longer have to pay residual ACC levies. However it won't mean reductions across the board.

The residual levy rate calculation was based on old injury rates which have become out-dated, going back 10 years or more. The residual levies themselves were a kind of catch up to make sure there were enough funds set aside to pay for ongoing claims predating 1999.

Now, all businesses will have their levies calculated on the most recent data around injuries and the likelihood of injury in their particular industries. Hence, while most will pay less, some will pay more. The removal of residual levies alone would have seen decreases in their ACC contributions for around 53 per cent of Kiwi businesses, while 47 per cent would be paying more.

However, with other levy reductions (see above), the number of businesses paying more may come down to around 21 per cent. We'll keep you updated.

#### Levy reductions

The Government has agreed to the following changes to levies in 2016/17:

- 11% reduction to the average work levy taking it to 80 cents per \$100 of liable earnings
- 4% reduction to earners' levy, taking it to \$1.21 per \$100 of liable earnings
- 33% reduction to combined average motor vehicle levies (the petrol levy and annual licence levy), from an average of \$194.25 currently, to \$130.26 per vehicle



#### Requesting ACC Adjustments

Do you receive PAYE or Shareholder Remuneration that exceeds the maximum earnings liable for ACC; or are your earnings sourced from one or more companies? If so, we can request that ACC reassess your liability and make a Multiple Employer Adjustment. This may affect how much you pay in ACC levies.

ACC cannot identify eligible customers from the information Inland Revenue provides, so levies are charged on all income. ACC rely on customers and tax agents advising that they need to reassess your liability so that you do not overpay. They then complete a Multiple Employer Adjustment.

Let us know if you think this applies to you and we can contact ACC on your behalf.

## Business Perspective

## On My Hand Props, Styling and Flora



Shaye Woolford comes from a family of entrepreneurs. She always knew she'd start her own business. It was just a matter of what that might be. Wandering around her grandmother's flourishing garden as a young girl, she never imagined it would lead to a lifelong love affair with botanicals, let alone her chosen career path.

Fast forward a few years to her time in the hospitality industry. Shaye quickly identified a lack of unique styling at the events she was catering for, so decided to start her own floral design and prop hire business. On My Hand was born in 2011, styling private and corporate events. On My Hand has opened up opportunities to diversify and collaborate on projects such as workshops and styled magazine shoots.

Over time, Shaye has seen the need to grow her team as the demand for her business increases, especially during busier times of the year when things can get a little frantic.

'Over the course of the year, I can be liaising with as many as 40 girls at any one time about weddings, while also working on a number of corporate events, so I often need to employ a little extra help. Because I'm a freelance stylist as well as running the business, I'm moving from a self-employment role to a managerial director role depending on the time of year. With that comes a slight change when introducing new staff members and getting to know them and how they work. I find I have to be a little less relaxed and make sure that everything I do sets a positive example.'

Much of On My Hand's business has previously been generated through word of mouth but Shaye also turns to social media, using this extensively to promote and develop brand awareness.

'This industry bodes very well with social media because it's so visual and it has been an incredibly useful tool for the business. I use a range of mediums which are beneficial in different ways and each has its own community that I've cultivated.'

'I analyse my Facebook data now and then to make sure I'm on the right track and I also believe it's crucial to spend a little money with Facebook so that you can broadcast your message effectively.'

Shaye has run On My Hand successfully and single-handedly for over four years, but recently sought advice from a secondary business mentor. 'I've always had a mentor but recently took on another due to my increased workload and the simple fact that this is my first business and I don't know everything!'



'There is always something to learn about business and I love to talk about it, not just mine but anyone's. As the business grows from strength to strength, with that comes a new way of managing and because I'm learning as I go it's great to have a seasoned business owner to bounce ideas off and steer me in the right direction.'

If you've ever been to an On My Hand event, it's likely you won't see them. But you'll know they've been there. Their silent presence is evident, accenting and highlighting the moment to take it from ordinary to extraordinary.

Behind the scenes, Shaye is also taking steps to grow her business and manage that growth.

### 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.*



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