



COST 2024 CANADIAN TAX WORKSHOP FOR U.S. COMPANIES
October 23-25, 2024
Denver, CO

08-09-24

Wednesday, October 23, 2024			
7:15 a.m. – 5:45 p.m.	Registration		
7:15 – 8:00 a.m.	Continental Breakfast & Networking		
8:00 – 8:15 a.m.	Welcome & Opening Remarks		
8:15 – 10:15 a.m.	<p>Overview of Canadian Tax Systems</p> <p>Take advantage of this opportunity to gain – or refresh – a basic understanding of the Canadian Tax System. This session will provide attendees with a general overview of the tax systems across Canada, including Canada’s GST/HST, provincial sales and use taxes (PST), fuel & excise taxes, insurance premium taxes, property tax, income and withholding tax systems. The goal of this session is to provide attendees with a complete “lay-of-the-land” north of the border with the basics of each system, its structure and operation.</p> <p>Speakers:</p>		
10:15 – 10:30 a.m.	Refreshment Break & Networking		
10:30 a.m. – 12:00 p.m.	<p>Basic Sales Tax (GST/HST)</p> <p>Learn the Canadian GST/HST Tax Lingo - Key Concepts</p> <p>Canada’s GST/HST is a value-added tax. This session will describe how a VAT system operates, provide a brief history of Canada’s GST/HST, and will provide a fundamental understanding of key concepts. If you are new to dealing with Canada’s GST/HST – this session is a must.</p> <p>Speakers:</p>	<p>Income</p> <p>Basics on Complying with Canada’s Income Tax (continues after lunch)</p> <p>This session will cover the basic income tax issues that any company active in Canada needs to be aware of. Among the topics discussed will be: taxable entities; Forms – T1, T2, T3, T4, T106, T191 and NR4 (and others); Cash vs. Accrual Accounting; Deadlines and Payments: Due Dates and Methods of Payments; Calculation of Canadian Taxable Income – Book to Tax (M1’s), Capital Cost Allowances (Credits; Cross Border Payments); and other items.</p> <p>Speakers:</p>	
12:00 – 1:00 p.m.	Lunch/Networking		
1:00 – 2:45 p.m.	<p>Basic Sales Tax (GST/HST) – Canada’s GST/HST Registration Requirements and the New Extended Registration Requirements</p> <p>This session will answer that burning question, does my business need to register for GST/HST? What it means to “carry on business in Canada”, to be “resident” in Canada, or to have a “permanent establishment” in Canada will be explained. The session will also discuss how to avoid registration requirements along with the special registration requirements for publishers, ticket sellers, and others. The differences in GST/HST and Canada’s</p>	<p>Advanced Sales Tax (GST/HST) – Minimizing Cross-border Challenges and Practical Solutions and Drop Shipments</p> <p>This session will cover issues which arise due to global operations. Customers and vendors frequently have both Canadian and U.S. operations, with some U.S. operations registered in Canada, but others not. What are some of the ways to handle cross border shipments to keep your customers happy and make sure you are not overpaying tax? Topics covered will include Canada’s effective approach to drop shipments, who should be the importer of record,</p>	<p>Income – Basics on Complying with Canada’s Income Tax (cont...)</p> <p>This session will cover the basic income tax issues that any company active in Canada needs to be aware of. Among the topics discussed will be taxable entities; Forms – T1, T2, T3, T4, T106, T191 and NR4 (and others); Cash vs. Accrual Accounting; Deadlines and Payments: Due Dates and Methods of Payments; Calculation of Canadian Taxable Income – Book to Tax (M1’s), Capital Cost Allowances (Credits; Cross Border Payments); and other items.</p>

	<p>income tax will also be noted. Finally, the session will cover the new Canadian Registration obligations introduced as of July 1, 2021. The speakers will then cover your obligations if you've concluded your business must be registered for GST/HST purposes. They will provide an overview of the compliance obligations, including how and when to register, requirements to post security, maintaining your books and records outside Canada, filing and paying the tax, and reviewing the terms and conditions of your contracts to ensure compliance with invoicing requirements.</p> <p>Speakers:</p>	<p>and how to handle difficult customers or internal salespeople who do not understand Canadian taxes. Canada's GST/HST drop-shipment can allow U.S. companies to source goods and services and drop-ship the products both to their Canadian and U.S. customers without paying GST/HST. This session will provide attendees with an overview of the rules, how US companies can avoid registering for GST/HST purposes and take advantage of these rules, and discuss the changes proposed by the Canadian federal government.</p> <p>Speakers:</p>	<p>Speakers:</p>
2:45 – 3:00 p.m.	Refreshment Break & Networking		
3:00 – 4:25 p.m.	<p><u>Basic Sales Tax (GST/HST) – Minimizing (Legally) GST/HST Liability</u></p> <p>If your business is a non-resident and is not registered for GST/HST purposes, you may be able to avoid GST/HST. This session will focus on how to avoid being required to pay GST/HST to your suppliers through the use of the place of supply rules and zero-rating rules, or to avoid Canada Customs if you are importing goods into Canada. If you do end up incurring GST/HST, this session will also discuss recovering the GST/HST through rebates or mechanisms that permit you to flow the GST/HST through to your customer.</p> <p>Speakers:</p>	<p><u>Advanced Sales Tax</u></p> <p><u>GST/HST, QST and PST Tools in M&A and Asset Transactions</u></p> <p>M&A and asset transactions move quickly, and GST/HST, PST and QST are often forgotten. The last thing that should happen is a GST/HST, PST or QST issue to be a showstopper for a transaction. This session will discuss the tools (e.g., elections, exemptions, certificates, and more) that are available in a practitioner's toolkit in minimizing and eliminating the application of Canadian GST/HST, QST and PST to M&A and asset transactions.</p> <p>Speaker:</p>	<p><u>Income</u></p> <p><u>Understand the Workings of the US-Canada Income Tax Convention</u></p> <p>This session will introduce the corporate state tax generalist to the workings of the US-Canada Income Tax Convention and relevant protocols commonly utilized by cross-border tax professionals in managing and resolving potential double taxation issues. These can arise from cross-border royalties, fees, rents, dividends, fees, interest and gross receipts. Withholding issues will also be covered along with how to settle cross-border transactions in a timely manner. Treaty shopping, limitation of benefits (LOB), and an open dialogue on which US states have taken positions that acknowledge or recognize treaty provisions will also be discussed.</p> <p>Speakers:</p>
4:25 – 4:40 p.m.	Refreshment Break & Networking		
4:40 – 5:35 p.m.	<p><u>Advanced Sales (GST/HST) and Income</u></p> <p><u>Tools and Solutions, and Understanding Ministerial Discretion</u></p> <p>This session discusses your options outside of an audit or assessment to various issues where a taxpayer or registrant will request discretionary relief from the CRA in attempting to comply with Canadian tax legislation. We will discuss topics including amending returns, late-filed or amended elections, penalty and interest relief using the taxpayer relief provisions (including the Voluntary Disclosures Program). In addition, we will look at and explore the CRA's exercise of their discretion when requesting relief, and what options are available when the CRA refuses to exercise their discretion, including negotiations, and bringing a judicial review application to the Federal Court of Canada.</p> <p>Speaker:</p>		
5:45 – 6:45 p.m.	Reception		

	Now that your brain is filled with current Canadian tax knowledge, reward your hard work with some well-deserved snacks and refreshments, and good conversation. Share your thoughts and experiences from the first full day with others and gain new perspectives.		
Thursday, September 24, 2024			
7:30 a.m. – 5:15 p.m.	Registration		
7:30 – 8:30 a.m.	Continental Breakfast & Networking		
8:30 – 10:00 a.m.	<u>Basic/Advanced Sales (GST/HST)</u> Recovering GST/HST – Overview of Input Tax Credits and Rebates in a VAT World In depth review and discussion of ITCs (GST/HST) and ITRs (Quebec) – for both resident and non-resident companies. Documentation requirements, potential recapture, travel expenses, certain road vehicles and energy usage in respect of the provincial component of the HST and other issues will be covered. Speakers:	<u>Basic/Advanced Sales (GST/HST)</u> Canada Customs Considerations for Non-Residents of Canada Expanding (or continuing) your business in Canada means navigating Canadian customs regulations along with considerations given to Canada’s Sales Tax regime. Planning ahead will reduce disruptions to your business and prevent potential overpayment of duties and taxes collected at time of import. This session will provide the foundation needed to understand Canada’s customs regulations and help ensure import GST does not become an unnecessary cost of doing business. With the objective that your business can stay ahead of any issues or concerns. Speakers:	<u>Miscellaneous</u> Recent Tax Developments in Canada – the Digital Services Tax, Modernizing the GAAR, and Mandatory Disclosure Rules This session will provide an overview and status update to Canada’s Digital Services Tax originally announced in 2020 and presented in 2021. In addition, this session will provide an overview of the Canadian government’s intention to strengthen and modernize the General Anti-Avoidance Rule, as well as new and enhanced mandatory disclosure rules on reportable transactions and notifiable transactions. Speakers:
10:00 – 10:15 a.m.	Refreshment Break & Networking		
10:15 a.m. – 11:45 a.m.	<u>Basic Sales Tax (PST)</u> – Mastering Canada’s Provincial Tax Systems (PST) Three Canadian provinces still impose sales and use taxes – British Columbia, Saskatchewan, and Manitoba. This session will provide attendees with an overview of Canada’s provincial sales tax (PST) systems in these provinces – when registration is required, the scope of their respective tax bases, and a comparison of the various exclusions and exemptions under each. Also included will be a review of recent amendments and expanded registration requirements in each of the provinces, including e-commerce. Speakers:		<u>Miscellaneous</u> – It’s Complex – Key Payroll Tax and Withholding Considerations This session will cover key Canadian and U.S. tax issues for employees and contractors of U.S. companies travelling to Canada, both temporary or permanent basis. Who is subject to a Canadian and U.S. taxing liability, exceptions, employer withholding/reporting, employee filing/FTC options/SIN requirements, and certain Provincial specific considerations will be addressed, including a discussion of recent Section 105 rulings and W-8 and W-9 requirements. This session will cover Section 212, Regulation 105 and Regulation 102, withholding tax Requirements and related issues. Speaker:
11:45 a.m. – 1:00 p.m.	Lunch/Networking		
1:00 – 3:00 p.m.	<u>Basic and Advanced Sales Tax (QST)</u> – Parlez-vous français? - Understanding Quebec’s Sales Tax System (QST) After this session, you will understand what the above phrase means and why it is important. This session will focus on Quebec’s sales taxes and how the QST does and does not parallel the GST/HST system. It is administered separately by the province and issues unique to Quebec’s QST will be addressed. The speakers will also discuss questions regarding the new QST registration requirements for non-residents. This session will examine the new legislative provisions of the Act respecting the Quebec Sales Tax requiring non-residents		<u>Income</u> Ways to Minimize Exposure to Canada’s Income Tax This session will cover opportunities to minimize a U.S. business’s tax exposure when it starts doing business in Canada (US Company with Canadian Branches vs. Canadian disregarded entities that flow into a US Consolidated group vs Canadian Companies with

	<p>to register in Quebec under a new specified registration system. This session will also explore the implications to e-commerce and will review how other countries are implementing measures to ensure that e-commerce is appropriately taxed.</p> <p>Speakers:</p>	<p>Canadian Branches, etc.), as well as those arising in M&A situations. One of the primary topics of this session will be the Canadian Scientific & Experimental Development (SR&ED) Credit, its operation and primary considerations. Also, the opportunities/pitfalls with intercompany debt will be addressed.</p> <p>Speakers:</p>
3:00 – 3:15 p.m.	Refreshment Break & Networking	
3:15 - 5:15 p.m.	<p>Interactive Discussion Regarding Best Practices for Handling of Canadian and Other VAT</p> <p>Topics to Be Discussed Outline of areas: The ever-problematical legal entity issues, especially given that the Tax Department seems to be the only ones who notice legal entities. Also, GL reporting, financial systems, tax codes, Input tax credits, documentary requirements (Section 169), AP issues, (common documentation issues), GST & intercompany transactions. Transfer pricing & GST paid on imported goods, Section 261 rebate rather than an ITC, and what internal processes are in place at your company to ensure that GST is handled correctly- both charging and claiming input tax credits.</p> <p>Speakers:</p>	
5:30 – 9:00 p.m.	<p>Reception and Group Dinner</p> <p>Don't miss this opportunity to continue your Canadian Tax networking with friends and colleagues in a casual atmosphere. Light reception from 5:30 – 6:30, dinner after. Restaurant TBD</p>	
Friday, September 25, 2024		
7:00 a.m. – 12:00 p.m.	Registration	
7:00 – 8:00 a.m.	Continental Breakfast & Networking	
8:00 – 10:15 a.m.	<p>Best Practices to Deal with Canadian Tax Authorities and Audits and Procedures to Object and Appeal Canadian/Provincial Tax Assessments and Customs/Duties (Including Input GST)</p> <p>This is your chance to participate in a lively discussion of Canadian tax audit issues being raised by the tax authorities in Canada and Quebec, and the audit strategies for dealing with them. Audit experiences to be shared include a focus on transactions in and tying them to the General Ledger, desk audits, full audits with Canadian tax auditors coming to the U.S., what are auditors looking for, recapture of ITC's, ITR's on certain type of expenses, and more Canada Revenue Agency audit issues and trends!! What do you need to know for a desk audit? What kind of data is requested on a full audit? How do you reconcile your GL for the auditors? So, the audit didn't end as you had planned. What are your appeal rights? Do you have to "pay to play"? How long will this process take? This interactive session is to provide you with an overview of the objection and appeals process in Canada and what you can expect. Panelists will also discuss dealing with appeals officers, department of justice officials, and collections officers, as well as how the processes and procedures vary by tax authority and by province. Know your rights and exercise them!</p> <p>Moderator:</p> <p>Speakers:</p>	
10:15 – 10:30 a.m.	Refreshment Break & Networking	
10:30 a.m. – 12:00 p.m.	<p>Ask the Experts – Panel of Practitioners from Accounting and Legal Firms Addressing Canadian Tax Issues from the Audience & Hot Canadian Tax Topics -Including Dealing with Canadian Tax Authorities & Managing Canadian Tax Disputes</p> <p>That's right, free advice from practitioners! This is your chance to question practitioners and get their views on various Canadian tax issues. The panel will discuss how to deal with Canadian federal and provincial tax authorities on an ongoing basis – including how to get guidance (e.g., rulings), make voluntary disclosures and the advantages of doing so, and managing overall risk. They will then discuss what to expect during a Canadian indirect tax audit – from audit, through objections, and to court, and how your strategy may vary depending upon the tax in issue, the jurisdiction involved, and the issue in dispute. When you should engage assistance from a</p>	

	<p>practitioner will be discussed. The panel will also address trends including some of the new and evolving Canada Revenue Agency interpretations, as well as the Canadian tax authorities' approach to indirect taxes including their areas of focus and consideration of their risk assessment model and hot audit topics.</p> <p>Moderators:</p> <p>Speakers:</p>
12:00 p.m.	Workshop Adjourns

DRAFT