



It's Your Business

with
JANE MULLER

Accountants vs taxman

One key to success in business is to find shelter from the taxman.

A good option for those who can't balance a chequebook or afford to hire a comptroller is to have an accountant construct that shelter.

A new group of certified general accountants in town, **Gunning, MacDonald, O'Gorman and Sellors** will work as comptrollers, bookkeepers or personal income tax consultants. They'll do "anything," says partner Michael O'Gorman.

"We consider ourselves aggressive tax planners," Mr. O'Gorman noted.

The target group is small businesses with annual sales and revenues of \$500,000 to \$1.5 million. What makes this accounting firm different is its professional network. It's part of a North American association, **Leadley, Gunning, & Culp**. Brian Gunning is the Milton firm's link to the St. Catharines head office.

The association allows the local group access to accounting professionals like tax lawyer Robert Jason, one of the best in the country, according to Mr. O'Gorman. Other "partners" include accountants certified to conduct audits, something the local partners aren't qualified to do.

"We are given access to other partners so that we can cover all the bases. We have a pool of resources with experts in different fields," said Mr. O'Gorman.

They'll be dipping into that pool next month when **Gunning, MacDonald, O'Gorman and Sellors** present two free seminars. The first deals with the proposed Goods and Services Tax. Mr. O'Gorman says the GST seminar won't be of the "compliance" nature like those presented by the national revenue office.

"Ours will tell you how you can make the GST work in your favour," he said.

The second seminar is titled, "How to run a more successful small business". Sessions will be held at the **Muddy Duck Restaurant** on Steeles Avenue on Tuesday, Nov. 20 and 27 beginning at 7 p.m. Anyone interested in attending one or both sessions is asked to register by calling 878-1258.

Other seminars are being planned for the new year that are geared to small business, said Mr. O'Gorman.

He was the second partner to enter the accounting firm office at 13 Charles St. John MacDonald, a former employee of the Ministry of Community and Social Services, opened the Milton location in June 1989 as a member of the St. Catharines based association.

The Oakville resident, who helped manage a \$5.5 billion budget for the provincial government ministry, put his contacts to work after discovering the opportunity to join the partnership and establish a Milton office.

Mr. O'Gorman left a job as a tax auditor for the federal government and came on stream in August. Within two months the partners realized there was "more than enough work for the two of us" and Cheryl Sellors came on board. The former comptroller's expertise is in industry.

Mr. O'Gorman suggests his company can produce financial statements and meet on a monthly basis with a small business owner for a fee of about \$6,000 a year. A comptroller's salary would be seven times that amount.

The accountants attempt to return books and records within two weeks. They'll also go to a business office to pick up the documents and will meet with owners on their own turf. Another plus, according to Mr. O'Gorman, is the group's policy of quoting fees up front. It will then "live by them".



Photo by JOHN WARREN

Energetic cooks

Selling hotdogs isn't one of the regular functions of Milton's hydro commissioners but that's what they were doing Saturday at Canadian Tire. The store is co-operating with Ontario Hydro in a promotion of energy efficient products. Proceeds from the 25 cent hotdogs went to the United Way. Cooks are from left, Murray Inglis, Bill Rowney and Jack Robertson.

Luke found in Hawaii after six-month absence

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weekend and did not return him, as required by the custody agreement, on the Sunday night.

Instead, there was a man at the door that Janet had never seen before delivering a letter announcing that Luke had been taken away.

Among other things, there was a demand for money and a warning for her not to approach the police.

In May, Mr. Boudreau sent a letter advising her to use the *Toronto Sun* personal section if she wanted to pass along a message. The mother did, asking simply for Luke to be returned, and that the ordeal had gone on long enough.

In July, police recovered the car believed to have been used by Mr. Boudreau in a Toronto parking garage.

Several items of children's clothing were found in the trunk.

A spokesperson for Child Find, Barbara Snider, said the case has probably been the "most exposed parental abduction case in Canada."

Child Find, whose Ontario chapter is based in Oakville, is a support group for parents of missing children. They put their services fully at Janet's disposal but no where was it more appreciated by Janet than when Luke was discovered.

In Honolulu, she was a stranger in a strange land. But Child Find, she said, "got the courts working, helped me find an abduction lawyer — I wouldn't have known all this."

They also helped prepare her for a meeting with a young son she hadn't seen in half a year. Advice that it often takes time for a child to warm up after being reunited was appreciated.

"After he realized it was his mom, he started warming up to me and then it was just fine," said Janet. "He really wanted to see his brother."

On the plane, he touched his mother's face and said he forgot how she smiled.

He touched her on the hand and said, "do you know why I'm doing that, Mommy — because I love you."

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