



Retail and Franchise Industry Services

Pride. Passion. Professionalism.

Collins Barrow Ottawa LLP has assembled a strong team of advisory specialists who understand some of the unique characteristics of retail businesses including the need to access capital, the impact of inventory turnover on profitability, cash flow requirements for buying and merchandising and the importance of managing staff productivity.

Our advisors are able to assist you with these and many other activities including:

- Prepare annual financial statements, corporate income tax returns and salary and dividend filings;
- Assist with payroll, GST, HST and corporate income tax calculations and reporting;
- Bookkeeping and payroll – monthly, quarterly, and annual;
- Accounting software selection, set-up and support;
- Cash flow management and forecasts;
- Inventory costing and pricing;
- Testing controls and internal business processes, including loss prevention;
- Business valuation;
- Communication with other professionals (lawyers, investment advisors) on your behalf;
- Business start-up or purchase of an existing business advice and review;
- Advice on income splitting opportunities;
- Advice on optimal remuneration;
- Assistance with government administrative requirements.

What You Can Expect

Quality Report and Analysis

- You can depend on us to do our work accurately and objectively. As Chartered Accountants, our experts maintain continual professional development to remain on the cutting edge of accounting and tax legislation, regulations and court cases.

Proactive Advice

- Our personal approach to relationships means that we will provide you with insightful advice that is both practical and easy to implement.

Plain Language

- Our objective is to communicate our strategies and advice in a clear, straightforward manner that removes ambiguity and possible misinterpretations.

Respect for Your Timelines

- We understand the pressures of deadlines. We will do anything and everything to meet your timelines – short of compromising the quality or accuracy of our work.

Peace of Mind

- When a member of our team is working with you, you can rest assured that you will have a senior experienced professional – someone who will handle all aspects in a thorough, objective, and professional manner.

Ottawa Office
301 Moodie Drive, Suite 400
Ottawa, Ontario K2H 9C4
T (613) 820-8010
F (613) 820-0465
ottawa@collinsbarrow.com

Manotick Office
1136 Clapp Lane
Manotick, Ontario K4M 1A3
T (613) 692-2553
F (613) 692-2995
manotick@collinsbarrow.com

Merivale Office
1580 Merivale Road
Ottawa, Ontario K2G 4B5
T (613) 727-0494
F (613) 224-6996
merivale@collinsbarrow.com

Queensview Office
2725 Queensview Drive, Suite 500
Ottawa, Ontario K2B 0A1
T (613) 226-5661
F (613) 226-3141
queensview@collinsbarrow.com

Retail and Franchise Industry Services

Our Team Members are:

Tracey L. Pagé, B.Comm, CGA, is a Principal of the firm and is a familiar face to many clients and members of the community, due to her involvement and long-standing experience providing accounting, tax and management advisory services. Tracey is the Chair of the firm's Retail and Franchise Industry Group and brings a wealth of experience in the areas of performance analysis, forecasting and projections, cash flow planning, shareholder agreements, owner remuneration, and tax planning issues for individuals and corporations.

Contact Tracey at: tpage@collinsbarrow.com

Joe Wattie, CA, CISA, is a Partner of the firm and brings over 25 years of professional expertise in assurance, accounting, general business tax and computer advisory. Joe currently concentrates on two sectors of the firm's client base, being the Retail and Franchise Sector and the Not-for-Profit Sector where he has built up expertise in serving various organizations.

Contact Joe at: jwattie@collinsbarrow.com

Rosa Maria Iuliano, CA is a Partner of the firm specializing in providing income tax, commodity tax, and financial planning advice to proprietorships, partnerships and owner-managed corporations as well as not-for profit organizations. Rosa regularly conducts presentations in various areas of tax and financial planning for small businesses.

Contact Rosa at: riuliano@collinsbarrow.com

Why Collins Barrow Ottawa LLP

We are a well rounded **tax, accounting and business advisory firm**. Our extensive experience spans various industry sectors including manufacturing, retail, construction, service, not-for-profit, technology, petroleum, health care, education, and transportation. That means we can quickly and efficiently apply our cross-industry experience – and add significant value to the work we do for you.

With Collins Barrow Ottawa, you are always assured of **partner involvement** – someone that will oversee a dedicated team of professionals and researchers and ensure your requirements are met.

In addition, we are part of Collins Barrow, one of Canada's leading accounting organizations. We are represented globally in 110 countries through **Baker Tilly International**, an alliance of independent accounting firms. For you, this means we can:

- Access specialized resources and performance tools, if needed.
- Seamlessly service you across Canada, in the U.S. and around the world.
- Confidently tackle a wide range of complex financial and operational issues.

For more information on our approach, solutions for specific client groups, and the credentials of our experienced team, please visit:

www.collinsbarrowottawa.com

The information in this bulletin is current as of January 2010.

© 2010 Collins Barrow Ottawa LLP

This office is independently owned and operated by Collins Barrow Ottawa LLP. The Collins Barrow trademarks are used under license.



an independent member of
BAKER TILLY
INTERNATIONAL

Ottawa Office

301 Moodie Drive, Suite 400
Ottawa, Ontario K2H 9C4
T (613) 820-8010
F (613) 820-0465
ottawa@collinsbarrow.com

Manotick Office

1136 Clapp Lane
Manotick, Ontario K4M 1A3
T (613) 692-2553
F (613) 692-2995
manotick@collinsbarrow.com

Merivale Office

1580 Merivale Road
Ottawa, Ontario K2G 4B5
T (613) 727-0494
F (613) 224-6996
merivale@collinsbarrow.com

Queensview Office

2725 Queensview Drive, Suite 500
Ottawa, Ontario K2B 0A1
T (613) 226-5661
F (613) 226-3141
queensview@collinsbarrow.com