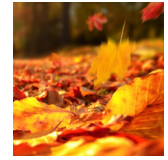




Wealth Insights

TD Wealth Private Investment Advice

Autumn 2024



Continued Growing Pains

“Up North: On Top — Life in Canada, Home of the World’s Most Affluent Middle Class.” — New York Times, April 30, 2014¹

This was the headline just a decade ago. The American middle class, “long the most affluent in the world...lost that distinction.”² The new leader? Canada — then seen as a model for the rest of the world.

It’s a perspective worth reflection given our current economic situation. The tables have since turned, and Canada’s economy continues to experience growing pains, largely driven by poor productivity. We’ve fallen to second last among G7 nations, ahead of only Italy. Canadian workers produce only 70 percent of our U.S. counterparts’ output.³ The Bank of Canada (BoC) expressed concerns earlier this year, suggesting we face a “productivity crisis.”

Productivity is crucial for economic growth, as evidenced by recent reports suggesting that real GDP per capita has lagged seven percent below its long-term trend. The BoC identifies three key elements for boosting productivity: i) capital intensity, to improve efficiency and output; ii) labour composition, to improve skills and training; and iii) multi-factor productivity, to use capital and labour more efficiently.⁴ Opinions vary on the tactics needed to improve productivity, but include encouraging capital investment, lowering barriers to capital formation and foreign competition, including taxes and restrictions, and reassessing government spending, such as subsidies and expenditures that haven’t contributed to growth.

The good news? We have a solid foundation for productivity. Labour supply, recently boosted by immigration, has helped. Notably, with shifting demographics, Canada leads the G7 nations in labour-force participation by women. We are among the hardest working globally, by one account ranking 7th for highest working hours.⁵ And Canada boasts one of the most highly educated populations in the world, second only to South Korea, which is crucial for driving innovation.

History reminds us that profound change is possible. In our lifetime, a striking example of economic improvement occurred in 1994 when Canada was referred to as “an honorary member of the Third World.” We struggled with a vicious debt cycle and had the second worst fiscal position among G7 nations — ironically, like today, only Italy was worse. Yet, this would be the turning point: Then-Prime Minister Jean Chrétien and Finance Minister Paul Martin orchestrated one of the most dramatic fiscal turnarounds in history, achieving the greatest reduction in government spending since post-World War II. Canadian debt shrank from 68 percent of GDP in 1995/96 to 29 percent by 2008/09, and the budget achieved surpluses for 11 consecutive years. Our fiscal position became the best of the G7.

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To Our Clients:

With the return of fall, many of us have geared up for a busy season: kids back at school, work schedules returning to normal and U.S. election season heating up south of the border. Market volatility also made a comeback over the summer after an unusually calm first half of 2024. During these times, don’t let short-term fluctuations disrupt long-term financial plans. With the end of the year quickly approaching, please reach out if you need assistance with any year-end wealth management needs.

Here’s to warm markets for the cooler days ahead.

While it wasn’t without sacrifice, we notably avoided recession during that period. “After wrestling the deficit to the ground,” we reaped “the payoff decade,” during which Canada outperformed the G7 in growth, job creation and inward investment.⁶

This should serve as a reminder that economies and markets will ebb and flow over time; one reason to support the importance of diversification, strategic asset allocation and risk management in investing. Equally important, let’s not overlook the potential for substantial change. Now, it’s time to get started.

1. <https://www.nytimes.com/2014/05/01/upshot/canadians-have-plenty-of-concerns-but-also-a-sense-theyre-better-off.html>; 2. <https://www.nytimes.com/2014/04/23/upshot/the-american-middle-class-is-no-longer-the-worlds-richest.html>; 3. Based on 2022 figures; <https://www.ft.com/content/67e97cc4-6ab0-4e78-b4a8-7c97b8e52ada>; 4. <https://www.bankofcanada.ca/2024/03/productivity-problem/>; 5. <https://www.visualcapitalist.com/ranked-average-working-hours-by-country/>; 6. <https://financialpost.com/uncategorized/lessons-from-canadas-basket-case-moment>

■ Perspectives on Portfolio Management

The Many Benefits of Portfolio Rebalancing

Consider the additional benefits that can come from portfolio rebalancing.

Rebalancing a portfolio involves adjusting the allocation of assets to bring it back in line with your original investment strategy, ensuring it remains consistent with your risk and return profile.

Why is this important? Over time, your asset mix may have drifted away from its intended asset allocation. For instance, a period of strong growth in one industry or sector may cause an investment to become an overly large proportion of a portfolio. Rebalancing ensures that no single asset class or investment becomes disproportionately large, helping to manage and control risk exposure. No matter how promising the outlook of any company, industry or asset class, maintaining an appropriate balance according to your risk tolerance can help to limit the downside impact on your investments.

Reviewing and rebalancing portfolios from time to time is necessary for diversification and asset allocation to be effective; yet, consider also that an approach to rebalancing may provide other benefits:

Helps to manage emotions — Rebalancing can help to separate emotions from buy and sell decisions as it is based on objective criteria such as the allocation of asset classes rather than sentiment. While we all try to adhere to the idea of 'buy low and sell high,' this may be difficult to do in practice. Often, stocks are priced low during market downturns when sentiment is at lows and investors are focused on selling. Conversely, when market euphoria is at highs, it may be difficult for investors to consider selling.

Supports deploying capital — It may not always be necessary to sell to get a portfolio back in balance. Sometimes you can do an effective job over time by investing new cash flow into asset classes that are now underweight. This approach not only brings the added discipline of focusing on potentially undervalued

sectors or asset classes for new investment ideas but may also align with the goal of 'buy low and sell high.'

Matches gains with losses — Where a review suggests it would be prudent to sell part of an overweight position, remember that gains realized outside a registered plan are subject to capital gains tax. To minimize the tax liability, there may be an opportunity to consider selling securities with losing positions to offset these gains. (To retain the position, consider buying back the security after the 30-day waiting period under the superficial loss rules.) Or, a previous net capital loss can be carried forward to the current tax year to offset gains. Within registered plans, there will be no tax implications if securities are traded and funds remain in the plan, making asset location a consideration when rebalancing.

Helps navigate an increased inclusion rate — With an increase to the capital gains inclusion rate,* rebalancing may spread out the realization of gains over time, rather than all at once. This may help take advantage of a lower inclusion rate for gains under \$250,000 per year (for individuals).

Offers tax benefits through charitable giving — Donating appreciated holdings allows you to 'do good' with an added tax benefit. Gifting publicly-traded securities with accrued gains to a Canadian charity entitles you to a tax receipt for the fair market value and may eliminate the associated capital gains tax (page 3).

The additional benefits that can come from rebalancing may be good food for thought when considering effective portfolio management.

**At the time of writing, the implementation bill has not achieved royal assent.*



Summer Recap From Doug and Kiel

Doug's Notes: Our daughter Emily is married! The wedding was special, and I can only hope the guests had as much fun as my family did. The ceremony was a wonderful mix of family traditions as my brother, and I wore our family kilts while we enjoyed the Sugar Ceremony spreading sweetness over the couple's life and marriage. After the wedding, Anthea and I enjoyed travelling the Kootenays and southwestern Alberta. Our drive through the Rockies was impressive.

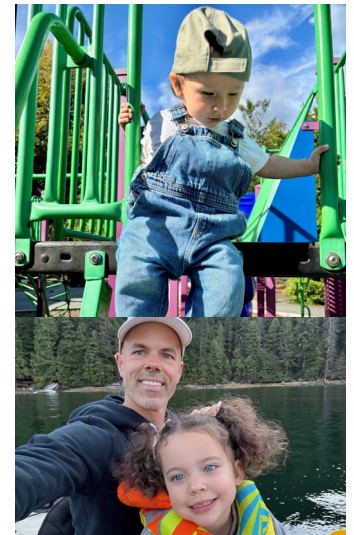
Anthea and I have always seen the end of summer as the start of a new year and that continues as our eldest begins her married life and our youngest returns to school in Victoria.



Kiel's Notes: A fantastic summer of adventures is in the books and now it is back to regularly scheduled programming.

Cali is loving her new jujitsu classes while Crew is rolling around aimlessly on the floor at gymnastics. Early indications suggest we won't have any future Olympians, but they sure do love it.

In our next newsletter, we will have photos from the kids' first trip to Disneyland. It should be memorable with both of their Grannies joining.



■ Generational Wealth Planning

You Asked: Should I Use the RESP for Legacy Planning?

The RESP may be a consideration to support legacy planning for grandkids, but here are three unintended consequences.

Kids these days may indeed have it harder — that is, when considering the growing cost of higher education. Back in the 1970s and for part of the 1980s, average undergraduate tuition was a ‘mere’ hundreds of dollars. Today, it hovers around \$7,000, often soaring beyond \$30,000 after factoring in room and board and other supplies! It is therefore not surprising that many grandparents contemplate supporting the cost of a grandchild’s education.

Some have asked whether the Registered Education Savings Plan (RESP) is a good tool for legacy planning. The RESP offers many benefits: tax-deferred growth within the plan, earnings taxed at the child’s tax rate when eventually withdrawn and, of course, the Canada Education Savings Grants — funds paid into the plan by the federal government, potentially adding \$7,200 per qualified beneficiary.

While grandparents can open the RESP as the “subscriber” for the benefit of a grandchild, there may be certain unintended consequences. Here are three, along with potential mitigating tips:

What if the child does not pursue a higher education? If the RESP is not used for qualifying educational purposes, there may be potential tax consequences. To mitigate these, it may be possible to transfer up to \$50,000 of the RESP’s accumulated income to the subscriber’s RRSP (subject to available contribution room). Yet, grandparents over age 71 cannot hold an RRSP and are likely to encounter tax

implications. **Tip:** One approach might involve grandparents setting up a family plan for multiple beneficiaries. If one beneficiary does not pursue a qualifying education, the plan can benefit other beneficiaries. Another alternative would be for parents to set up the RESP and have grandparents gift funds as contributions.

“Let me tell you how it was back in my day...”

| If you are... | Undergraduate tuition cost... |
|---------------|-------------------------------|
| 20 years old | \$7,360 (in 2024/2025) |
| 40 years old | \$4,141 (in 2004) |
| 50 years old | \$2,221 (in 1994) |
| 60 years old | \$977 (in 1984) |
| 70 years old | \$547 (in 1974) |

Statistics Canada Table 37-10-0150-01. Assuming attendance at age 20.

What if you retire abroad? If the RESP subscriber moves from Canada, there may be tax repercussions. For instance, U.S. tax authorities do not recognize the RESP’s tax-deferred status and view it as a foreign trust. Consequently, annual income and grants earned within the RESP are subject to U.S. tax for the subscriber. **Tip:** Before leaving Canada, transfer the RESP to one with a Canadian resident subscriber.

What happens in the event of death? Many incorrectly assume that RESPs are treated in the same way as RRSPs upon death and bypass the subscriber’s estate. However, if there’s no surviving joint subscriber or alternate arrangement, RESP assets generally become part of the deceased subscriber’s estate. As such, the plan would be collapsed, triggering tax implications for income and grants, with the value becoming part of the estate property to be distributed to estate beneficiaries. These beneficiaries may not be the same as the RESP beneficiary. **Tip:** To ensure the intent in setting up the RESP is preserved upon the subscriber’s death, instructions for the RESP can be directed in the last will, such as naming a replacement subscriber.

The Final Months of the Year Are Upon Us: The Season of Giving

With changes to the tax rules in 2024, the donation of appreciated securities can still make good sense.

‘Tis almost the season of giving. Given the market’s run in 2024, if you plan on taking equity gains and are facing the prospect of a substantial capital gains tax liability, why not consider doing good, while saving on tax at the same time?

It’s never pleasant to see asset values reduced by taxes, especially when realized gains above \$250,000 per year are now taxed at a 2/3 inclusion rate instead of the previous 1/2 rate.* However, by donating appreciated shares “in kind,” you will receive a donation receipt for the gross value of shares and not be subject to the capital gains tax liability. Shares must be donated — do not sell them first and donate the proceeds as part of the tax benefit will be lost.

For high-income earners subject to the alternative minimum tax (AMT), note that the rules surrounding donations were amended for 2024. Alongside an increase in the AMT tax rate to 20.5 percent (from 15 percent) and exemption base to \$173,000 (from \$40,000), a taxpayer can now only deduct 80 percent of the donation tax credit (down from 100 percent) to reduce AMT payable. Also, 30 percent of capital gains on the donation of qualifying securities is now included in the AMT base (from the previous 0 percent). This may lead to unintended tax consequences for large donations.

*At the time of writing, the implementation bill has not achieved royal assent.

If you plan to donate appreciated shares, be sure to give enough time before year end. The donation must be received by the charity before the calendar year end for it to apply to your 2024 personal income taxes, and time is often needed to settle the transaction. Please call for assistance.



Five Interesting Charity Facts

- France was the first country to forbid food waste by supermarkets; by law, they must donate it to charity.¹
- Late actor Paul Newman commercialized his homemade salad dressing in 1982. Newman’s Own donates all after-tax profits to charity: US\$600 million to date.²
- The ‘Giving Pledge’ consists of over 240 of the world’s wealthiest who have pledged at least half of their wealth to charity.³
- George Lucas sold the rights to Star Wars in 2010 and pledged the majority of the \$4 billion in proceeds to educational charity.⁴
- John F. Kennedy donated his entire presidential and congressional salaries to charity during his time in office.⁵

1. npr.org/sections/thesalt/2018/02/24/586579455/french-food-waste-law-changing-how-grocery-stores-approach-excess-food; 2. newmansown.com; 3. givingpledge.org; 4. forbes.com/sites/briansolomon/2012/11/04/donating-star-wars-billions-will-make-george-lucas-one-of-the-biggest-givers-ever/; 5. upi.com/Archives/1962/11/14/JFK-Donates-Full-Salary-To-Charity/3714224962880/

■ Perspectives on the Taxes We Pay

A Deeper Look: Feel as Though You Are Paying More Tax?

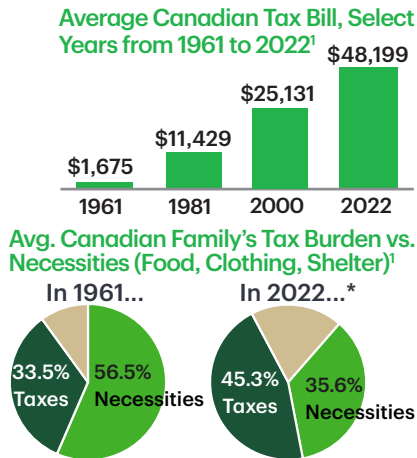
In our summer newsletter, we broached the topic of the increasing cost of taxes. Here is a deeper look at what's behind our rising expenditures, as well as a handful of actions to consider before year end to save on taxes.

The Amount We Pay in Taxes Has Increased Over Time

Like the vast majority of expenditures, the amount we pay in taxes has increased over time.

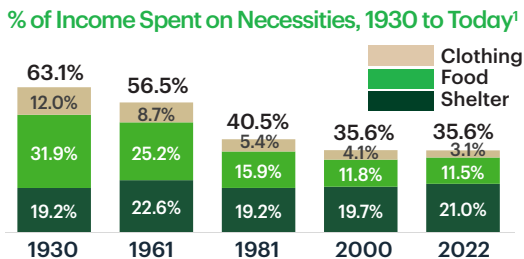
According to one study, since 1961, there has been a 2,778 percent increase in the taxes we pay. This increase outpaces the rise in the Consumer Price Index, which measures changes in prices and has grown by 863 percent.¹

In 2022, the average Canadian family spent 45.3 percent of its income on total taxes, compared to 35.6 percent on necessities. The proportion allocated to each has shifted over time.



What May Be Surprising: A Lesser Share Goes to Necessities

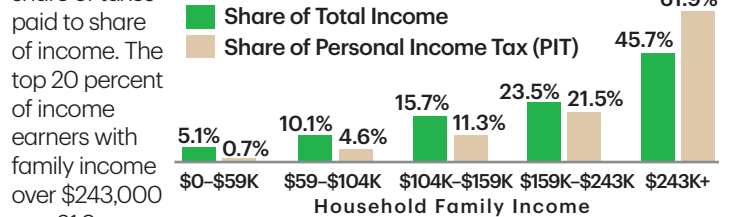
With higher inflation in recent years, the rising cost of living has been top of mind for many. Despite increases in housing and grocery costs, it may come as a surprise that the proportion of income spent on necessities has actually declined over time. In 1961, we allocated around 33.9 percent of family income to food and clothing; today, this has fallen to around 14.6 percent.¹ The shift is partly due to wage



growth outpacing the rise in the cost of many expenditures.

Who Bears the Highest Tax Burden?

Higher-income taxpayers shoulder the heaviest tax burden when comparing share of taxes paid to share of income. The top 20 percent of income earners with family income over \$243,000 pay 61.9



percent of personal income taxes (PIT) yet represent 45.7 percent of total income. Every other income group pays a smaller share of PIT.²

1. <https://www.fraserinstitute.org/studies/taxes-versus-necessities-of-life-canadian-consumer-tax-index-2023-edition>; 2. <https://www.fraserinstitute.org/studies/measuring-progressivity-in-canada-tax-system-2023>. Note: The summer newsletter was based on the 2023 report. The Fraser Institute recently released its 2024 report with 2023 data. Not surprisingly, the absolute cost of necessities has risen in the past year; however, income has increased at a similar level.

Before Year End: Consider These Actions to Save on Taxes

- Split income.** This may include electing to split eligible pension income with a spouse or paying reasonable salaries to family members for services provided to your self-employed business.
- Contribute to your RRRSP for the 2024 year.** You still have 60 days after the calendar year end to make contributions.
- Consider tax-loss harvesting.** Realize capital losses to offset capital gains.
- Explore charitable giving.** Gifting publicly-traded securities to a registered charity may offer tax benefits.
- Don't forget the pension income tax credit.** If you are 65 years or older and don't have eligible pension income, consider opening a small RRIF or purchasing an annuity.

For more information or ideas, please contact the office.

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