

Virginia Cooperative Extension



Farm Business Management Update August – September 2005

To: Extension Unit Directors, Extension District Directors, Extension Program Directors, and Farm Management Agents, and ANR Specialists

Dear Co-Workers:

Farm Business Management Update is a joint effort of the Agricultural and Applied Economics faculty and the area farm management agents. Subject matter areas include timely information on farm management, marketing, tax management, finance, credit, labor, agricultural law, agri-business, estate planning, 4-H and economic education, natural resources, and CRD. Please use this information in your on-going Extension programs and circulate to all Extension staff. **Farm Business Management Update** is electronically accessible via the Virginia Cooperative Extension World Wide Web site (<http://www.ext.vt.edu/>). To see the articles listed in the reverse chronological order, select "News," then select "Farm Business Management Update" listed under the heading "Periodicals."

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The Management Calendar

By Gordon Groover (xgrover@vt.edu), Extension Economist, Farm Management, Agricultural and Applied Economics, Virginia Tech

Farm business managers should consider putting the following activities on their management calendars for August-September.

- Hiring labor? Then you will need to get a copy of the new I-9 form. The Employment Eligibility Verification Form (Form I-9) has been updated to eliminate outdated references to the former Immigration and Naturalization Service (INS) and its parent agency, the Department of Justice. On March 1, 2003, the Homeland Security Act of 2002 (Public Law 107-296) transferred the functions of the former INS from the Department of Justice to the Department of Homeland Security (DHS). Aside from replacing outdated references to the Department of Justice and the former INS with references to DHS and its components, the current edition of Form I-9 is the same as the 11/21/91 edition. The edition date on the new Form I-9 reads “(Rev. 05/31/05)Y.” Employers may meet their employment verification requirements under the law by completing a Form I-9 that has an edition date of either “(Rev. 5/31/05)Y,” “(Rev. 05/31/05)N,” or “(Rev. 11/21/91)N” in the lower right corner of the form. DHS is currently in the process of making substantive changes to the Form I-9 reflecting previous rulemakings. DHS plans to introduce a new Form I-9 at the end of this process. More information about the employment verification process and other employer-based immigration topics is available from USCIS’ Office of Business Liaison at <http://uscis.gov/graphics/services/employerinfo/eibulletin.htm>. A copy of the new I-9 form can be found at <http://uscis.gov/graphics/formsfee/forms/i-9.htm>.
- Considering organic production and need help understanding the certification process? Contact Catherine Cash, recently hired by Virginia Department of Agriculture and Consumer Services (VDACS) as their organic specialist to help farmers with the organic certification process. Catherine Cash is an organic inspector, farmer, and a Virginia native. Catherine has been an organic inspector since 2001, a farmer since 1985, and is trained by and a member of IOIA, the Independent Organic Inspectors Association. Rodale Institute’s “The New Farm” calls her “one of Virginia’s best known independent organic inspectors.” She has worked with and assisted large and small producers alike - from organic tobacco and grain producers in the southeast, organic meat processing facilities in the Shenandoah Valley, to beef and poultry operations in central Virginia. For help with organic or certification issues feel free to refer questions to her or contact her at
Catherine Cash
274 Seaman Lane
Montebello, VA 24464
(540) 377-9945
E-mail: 3sisters@cfw.com
- Interested in keeping up-to-date on economic topics affecting agriculture? Take a look at the June 2005 issue of *Amber Waves*. Items like “Will 2005 Be the Year of the Whole Grain?” is a good question considering that Atkins Nutritionals filed for Chapter 11 bankruptcy. What are the implications for farmers of one market for North America

(U.S., Canada, and Mexico)? Take a look at the article titled “North America Moves Toward One Market.” The June 2005 issue can be found at <http://www.ers.usda.gov/amberwaves/June05/Features/>

- Be sure to get your crop records in shape as harvest time approaches. Include yields, machine times and equipment used (this will help with next year’s budgeting); identify weed problems and differences in hybrids. In addition to recording information on weeds, etc., think about labor constraints and bottlenecks slowing down tasks during the harvest season. Have employees and family members record problems and successes (maybe give them a cash payment for each problem identified) and when the crunch is over, spend a couple hours reviewing notes on what can be done next year to solve the problems and duplicate the successes. During the post-harvest review make sure the discussion centers on how to resolve problems, not who to blame.
- If you are looking for a listing of crop record keeping software, be sure to visit “Ropin' the Web,” Alberta, Canada’s Agriculture, Food, and Rural Development site at [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/econ4118?opendocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/econ4118?opendocument). This winter after harvest is completed, make sure you allow time to review inputs, yields, and management of each field. If you are using yield monitors, they are a ready source of information to analyze using a spreadsheet. Nutrient management plans require that applied nutrients closely follow expected crop removals. However, if farm-level records of yields/removals are not kept, then nutrient applications are driven by county or soil averages. Documentation of farm yields will allow silage and hay producers to profitably match nutrients with field-specific potentials. Consider ways to weigh wagons. If you live near a site with truck scales, weigh a few sample loads and use the results to better estimate yields. Consider purchasing a set of portable scales (less \$2,000) that could be used to weigh all silage and hay crops. The added knowledge about nutrient removal and yields will allow you to make more profitable decisions.
- Always pay close attention to cash flow needs as you generate cash reserves during fall harvest and get ready for real estate and personal property taxes this winter. Almost all computerized recordkeeping software, e.g., Quicken[®] or Microsoft Money[®] and accounting software, e.g. QuickBooks[®] or FarmWorks, create cash flow reports that assist in managing cash available for debt service, family living, and cash expenses. Compare this year’s cash flow to the budgeted amount and highlight deviations. If you did not develop a budget for this year, compare your inflows and outflow to last year’s August totals. Make sure you have a series of possible plans to address any projected cash short falls. Projected surplus should be added to your retirement program, e.g., IRA’s, 401-K’s, or used to pay down debt.
- The time to make tax management decisions is quickly approaching. Make sure that you have set aside a few days in October to summarize all farm and family financial records and make an appointment **now** with your accountant to work on end-of-year tax management strategies.

IRS Grants Relief for Tobacco Buyout Exchanges

By Daniel Osborne (daosbor3@vt.edu), Extension Agent, Farm Business Management, Smyth County

The Internal Revenue Service (IRS) has recently released a notice that could be of significant benefit for tobacco buyout quota holders. Recall that the Tobacco Buyout offers to pay \$7 per pound to tobacco “quota holders” and up to \$3 per pound to tobacco “producers.” Many tobacco farmers are concerned that the amount they will actually get after paying taxes will be significantly less. However, IRS Notice 2005-57, which discusses the tax treatment specifically for quota holders, unveiled the IRS’s plan to allow tobacco quota holders to take advantage of what is called a “Section 1031 Like-Kind Exchange,” or “1031 Exchange” for short. By using a 1031 Exchange, quota holders could defer and possibly avoid taxes on the payments all together.

In a 1031 Exchange, quota holders could in effect exchange their tobacco quota for real estate so long as the real estate is used for business or investment purposes (See the sidebar for additional information on 1031 exchange eligibility). Since the proceeds for the tobacco quota are reinvested in replacement property, which in this case is real estate, taxes will not have to be paid until the replacement property is sold. If the replacement property is not sold, it is possible to avoid the taxes completely.

It seemed as if only those farmers who had the inside track on the happenings of the tobacco buyout were going to be able take advantage of the 1031 Exchange because of the strict timing guidelines in the regulations for such an exchange. However, the IRS has provided “transitional relief” in order to allow more farmers to utilize the 1031 exchange opportunity. The most important fact relating to the 1031 Exchange that farmers need to understand from this IRS notice is that they need to enter into an exchange agreement with a qualified intermediary by September 16, 2005 if they want to do this exchange. Qualified intermediaries may be located by contacting your accountant, lawyer, real estate agent, or financial institution.

Farmers should expect to pay \$400 to \$800 for normal like-kind exchanges and up to \$5,000 for extremely complex exchanges. Qualified intermediaries may require the

General Guidelines for Conducting a 1031 Exchange under the IRS’ Transitional Relief for Tobacco Quota Holders

- You must be a tobacco quota holder who applied to enter into a contract with USDA for quota holder payments by June 17, 2005.
- You must enter into an exchange agreement with a qualified intermediary by September 16, 2005.
- A quota holder who receives a quota holder payment must remit the amount to the qualified intermediary within 5 business days of entering into the exchange agreement or within 5 business days of receipt if the payment is received after entering into the exchange agreement.
- You must identify replacement property and notify the qualified intermediary in writing by October 31, 2005.
- The replacement property must be real estate that is used for business or investment purposes. For example, farm land and rental properties would qualify, but a personal residence would not.
- You must complete the purchase of the replacement property by March 15, 2006 or by the due date of your 2005 tax return if it is due before March 15, 2006.

tobacco quota holders to take a lump sum from a financial institution rather than receive the payments over the ten-year period. After expenses, it appears that farmers who will be receiving total quota holder payment of more than \$10,000 will be most likely to capture the tax savings from a 1031 Exchange. Farmers considering a 1031 Exchange should seek professional advice and service from their accountant, lawyer, or financial institution.

2005 Land Rental Guide for the Shenandoah Valley

By Bill Whittle (wwhittle@vt.edu), Extension Agent, Farm Business Management, Page County, and Tom Stanley (stanleyt@vt.edu), Extension Agent, Farm Business Management, Northwest District

During late fall 2004, the Extension's Northwest District Farm Business Management staff surveyed Shenandoah Valley farmers in 14 counties on land rental values. A total of 291 landowners and tenants representing 524 separate lease agreements responded to the survey. Respondents were split almost evenly between landlords and tenants with 48% landowners and 52% tenants. Several respondents indicated that they were both a landlord and a tenant.

This information is used by landowners, tenants, and agricultural lenders as a starting point for determining fair market rental value for land. Terms of leases vary greatly from contract to contract. Of those answering the survey, 39% said that their lease agreement was a written document while 61% said that their lease was oral. In many situations, individuals had both oral and written lease agreements. Over the years, the percentage of written agreements has increased as both the tenant and landlord see the benefits of having the terms of the lease spelled out.

The tables summarize results of the 2005 survey. They provide the average rental rate and length of lease for use of land. However, averages tell only part of the story. It is valuable to know the range involved with lease rates and length of lease that has been negotiated. This data is also available from the tables.

Averages are reported by county and for the Shenandoah Valley. All averages are weighted averages, meaning that larger tracts of land rented at a given rate have more influence on the overall average rate than a small parcel of land. Rental rates are reported for the following categories: 1) Pasture per acre; 2) Pasture per head; 3) Good and Average Cropland (includes hay land) as determined by soil productivity groupings and farmer management in a typical year (Good Cropland = Class 1 & Class 2 and Average Cropland and Hay Land = Class 3 to 5); 4) Whole Farm; and 5) Dairy Farm.

The reliability of the average figures reported increases as the number of responses increase. No data were reported for a county unless at least three lease agreements were reported. However, these data were used to compile the Shenandoah Valley average. Within a rental category, the very high rental rates were generally for smaller parcels of land, and the very low rental rates often had other circumstances involved such as the desire by landowner to maintain Land Use Valuation on the parcel or a family relationship between landowner and tenant.

This year's survey requested information on barter leases. Forty-six (15.7% of all respondents) respondents noted that they were renting land based on barter arrangements. Barter situations are complex and difficult to compile as an average and range because each barter is different; however, some broad "similarities" were determined. Most barter rentals involved Hay and Pasture, and the vast majority dealt with less than 30 acres. In most situations, the tenant had to keep the land mowed and cleared of heavy brush. In several instances, year round caretaker responsibilities such as mowing the lawn and snow removal were involved. In several instances, the desire to keep the land in Land-Use and to keep it productive appeared to be the primary factors for the barter. Because of these variations, barter arrangements were not included in the county averages or ranges.

Table 1

County	#	Pasture Per Acre			
		Average Length of Lease (Months)	Average Rate Per Acre Per Year	Low Rate per Acre	High Rate per Acre
Augusta	49	22	\$21.73	\$5.00	\$50.00
Bath	3	10	\$17.13	\$13.00	\$20.00
Highland	16	15	\$17.67	\$5.00	\$51.71
Rockbridge	11	25	\$13.49	\$6.00	\$78.00
Rockingham	43	17	\$28.88	\$1.00	\$100.00
Clarke	9	17	\$19.93	\$6.25	\$40.00
Frederick	9	19	\$23.52	\$10.00	\$60.00
Page					
Shenandoah	23	14	\$18.52	\$8.50	\$42.35
Warren	3	12	\$14.76	\$10.00	\$26.25
Alleghany	4	12	\$25.12	\$15.00	\$26.66
Botetourt	11	11	\$13.12	\$8.00	\$40.00
Craig	6	24	\$17.48	\$2.00	\$33.33
	Total	Average	Average	Actual Range	
Shenandoah Valley	205	18	\$19.36	\$1.00	\$100.00

Table 2

Pasture Per Head					
Cow-Calf					
	#	Average Length of Lease (Months)	Ave Cow/Calf Rate per Month	Low Rate per Month	High Rate per Month
Shenandoah Valley	7	6.5	8.54	4.80	12.50
Shenandoah Valley	Stocker				
	#	Ave Length of Lease (Months)	Ave Stocker per Month	Low Rate per Month	High Rate per Month
	8	7.16	7.32	3.00	13.30

Table 3

County	Good Crop Land*				
	#	Average Length of Lease (Months)	Average Rate Per Acre Per Year	Low Rate per Acre	High Rate per Acre
Augusta	13	18	\$45.50	\$25.00	\$80.00
Bath					
Highland					
Rockbridge	6	12	\$34.43	\$6.00	\$60.00
Rockingham	39	16	\$57.51	\$27.00	\$150.00
Clarke	6	12	\$22.66	\$11.66	\$30.00
Frederick	6	12	\$28.39	\$10.50	\$40.00
Page	5	12	\$31.33	\$20.00	\$40.00
Shenandoah	8	15	\$27.58	\$15.00	\$40.00
Warren					
Alleghany					
Botetourt	8	12	\$30.75	\$12.00	\$40.00
Craig					
	Total	Average	Average	Actual Range	
Shenandoah Valley	97	15	\$42.60	\$6.00	\$150.00

* In certain counties cropland was combined into one category, either Good Crop Land or Average Crop Land because too few responses were received to differentiate between good and average cropland.

Table 4

County	Average Crop Land*				
	#	Average Length of Lease (Months)	Average Rate Per Acre Per Year	Low Rate per Acre	High Rate per Acre
Augusta	19	12	\$31.34	\$1.00	\$40.00
Bath					
Highland					
Rockbridge					
Rockingham	25	15	\$39.78	\$5.00	\$80.00
Clarke					
Frederick					
Page					
Shenandoah	15	14	\$21.23	\$8.00	\$35.00
Warren					
Alleghany	7	66	\$24.24	\$10.00	\$30.00
Botetourt					
Craig					
	Total	Average	Average	Actual Range	
Shenandoah Valley	72	19	\$29.86	\$1.00	\$80.00

* In certain counties cropland was combined into one category, either Good Crop Land or Average Crop Land because too few responses were received to differentiate between good and average cropland

Table 5

County	Whole Farm*				
	#	Average Length of Lease (Months)	Average Rate Per Acre Per Year	Low Rate per Acre	High Rate per Acre
Augusta	31	20	\$25.31	\$10.00	\$70.00
Bath					
Highland	3	12	\$17.85	\$3.33	\$26.50
Rockbridge	11	16	\$12.78	\$4.00	\$25.00
Rockingham	10	18	\$56.87	\$30.00	\$236.00
Clarke	6	16	\$16.33	\$3.33	\$28.74
Frederick					
Page					
Shenandoah	8	38	\$15.04	\$6.00	\$20.00
Warren	6	29	\$13.98	\$12.36	\$16.36
Alleghany					
Botetourt					
Craig					
	Total	Average	Average	Actual Range	
Shenandoah Valley	86	22	\$23.36	\$3.33	\$236.00

* Whole farm leases often contain a mix of pasture, cropland, and woodland. Structures such as barns or shelters and facilities such as corals may be included.

Table 6

Valley Dairy Farms*					
# of Responses	Average Length of Lease (Months)	Average Rate Per Acre Per Year	Average Rate Per Farm Per Month	Low per Month	High per Month
10	34	\$145.19	\$1,720.32	\$332.75	\$2,749.00

* Dairy farm leases include milking facilities and some land. Residences are occasionally included.

Table 7

Inputs in Addition to Cash Rental Rates*		
	Percent of Time Supplied by Tenant	Percent of Time Supplied by Landlord
<i>Fertilizer (Lime was often included under Fertilizer)</i>	47%	21%
Weed Control (Includes Spraying or Bush Hogging)	45.4%	
Herbicides Only		10%
Minor Repairs of Fence, Coral & Building	53%	
Fence Building Supplies		16.5%

* Other tenant supplied inputs mentioned for pasture were bush hogging or clipping. Other landowner supplied inputs included electricity for livestock water and electric fences.

2005 Virginia Tech Income Tax School -- 2 Seminars, 12 Virginia Locations -- Scheduled October through December

By L. Leon Geyer (geyer@vt.edu), Professor, Agricultural Law, Department of Agricultural & Applied Economics, Virginia Tech

This year is the 45th year that Virginia Cooperative Extension, Virginia Tech's Department of Agricultural and Applied Economics, the Virginia Department of Taxation, and the U.S. Internal Revenue Service (IRS) have cooperated in bringing programs to the people who assist taxpayers in preparing and filing federal and state income tax returns. The Income Tax Seminar is Virginia's largest workshop for tax practitioners.

Faculty from Virginia Tech, staff from the IRS, private tax practitioners, and the Virginia Department of Taxation will examine new tax laws and their implications and will examine case studies to interpret new regulations.

The Virginia Tech Income Tax Seminars are scheduled at ten Virginia locations this year. The seminars will occur in November and December 2005. They feature an intensive study of tax law and regulations governing individual, farm, and small business taxes. They are designed for people with income tax experience who assist taxpayers in preparing and filing income tax returns. Preparation of both federal and state taxes will be covered. The topics for general session and special sessions on farm and forestry taxation can be found in the following pages.

This year we are offering a new seminar covering the basics. The "Introductory Tax Preparation Seminar" is designed for those who are new or returning to tax preparation and want a course in basic preparation. Dr. Guido van der Hoeven, North Carolina State University, presents the seminar. This seminar will be offered in October at two locations: Richmond and Falls Church.

Brochures for the seminars have been mailed to tax practitioners, CPAs, lawyers, Commissioners of the Revenue, and other past attendees. Brochures are also available in Extension Unit and District Offices. Registration forms can be duplicated, or the tax seminar registrar assistant can

be contacted. Our web site (<http://www.tax.vt.edu>) includes all seminar information and an online registration form that can also be printed to mail or fax. Participants can complete the optional online registration using a credit card via our secure server at <https://www.conted.vt.edu/ssl/tax/index.lasso> for Income Tax Seminar or <https://www.conted.vt.edu/ssl/taxprep/index.lasso> for Introductory Tax Preparation Seminar.

Contact the Income Tax School Registrar at the Continuing Education Center:

Phone: (540) 231-4084

Fax: (540) 231-3306

E-mail: vttax@vt.edu for registration information.

Web: www.tax.vt.edu

For further information, please contact one of the following:

Program Director: (540) 231-4528 E-Mail: geyer@vt.edu

Income Tax Seminar

Income Tax Seminar Continuing Education Credit (for Accounting, CPA, EA): 17-21 hrs - 2 hr is Ethics, CLE: 12 hrs, CE Insurance: 16 hrs, CFPTM CE: 17-21 hrs.

Pre-registration and pre-payment are required. The registration fee includes a textbook, reference material, refreshment breaks, two luncheons, and the farm and forestry sessions. Lodging is not included. The Income Tax Workbook is a comprehensive study manual used in more than 30 states. It is written and reviewed by CPAs, tax attorneys, IRS agents, and tax practitioners.

Farm and Forestry Session

The special farm tax sessions are available to registered participants. Farm sessions take place from 5:00 – 7:00 p.m. at locations listed below. Virginia Tech's agricultural lawyer, Leon Geyer, teaches the farm tax sessions. He will address

- Tobacco buyout issues
- Farmer providing house, phone, and electric for farm worker and family
- Exchange of dairy cows for beef cows
- Exchange of I.R.C. §1245 property for bare land
- I.R.C. §179 recapture issues
- Reforestation rules
- Income tax consequences of demolishing a farmstead
- Expenses for cleaning up after a disaster
- Selling grain in year after retirement: effect on SS benefits

2005 Farm location:

- Richmond I – November 7
- Staunton/Harrisonburg Area – November 9
- Bristol – November 14
- Roanoke – November 16
- Lynchburg – November 21

- Fredericksburg – November 30
- Williamsburg – December 5
- Chesapeake – December 7

General Topics for Income Tax Seminar

The Income Tax Seminar general sessions will run each day from 8:15 a.m. until 5:00 p.m. Experienced CPAs, EAs, IRS employees, and Virginia Department of Taxation employees, teach the general topics. They will address

New Legislation *Including 2005 Energy Bill impacts on consumers*

2005 legislation and other prior legislation; Update deduction for domestic production activities; Provisions from prior legislation that first become effective in 2005.

Rulings and Cases

Selected current rulings and cases issued in 2005.

Related Party Issues

Tax rules impose special restrictions on related parties; Definition of related parties among the various tax provisions; Interest income and deductions; Sale of assets at a loss; Like-kind exchanges; Renting to a related party.

Financial Distress

Income tax consequences of financial distress for both the debtor and the creditor; Repossessions of property; Other discharged debt; reporting requirements; Comparison of offers in compromise with bankruptcy as a means of dealing with tax liability.

Information Reporting

Information reporting requirements; Form 1099; Schedules K-1 rules; new forms and schedules.

Casualty Gains and Losses

Hurricane damage and other natural disasters; Income tax consequences and reporting requirements for property that was damaged or destroyed; Property that was sold or repaired as a result of the disaster.

Tax Elections

Key income tax elections; Regulations that allow an extension of time to make most elections; Table of the due dates; Table of method for all elections that are commonly made by practitioners.

Employment Tax Issues

Employment tax rules from both the employer's and the employee's point of view; Treatment of undocumented resident aliens.

Annual Income Tax Planning

Management of tax information in the practitioner's office to assure that all reporting and record keeping requirements are met and that the client receives effective tax planning advice; Planning tools that can be used before the end of the tax year and after the end of the year.

Exempt Organizations

How to apply for tax-exempt status for an organization; Organizations that do not qualify for exempt status; Employee compensation issues; Unrelated business income; Form 990 issues; Ministers; Religious organizations.

Alternative Minimum Tax

What practitioners need to know to properly input information so that the computer program gets the right answer; Planning options to reduce tax liability-including the effect of the AMT credit; Supplement computations done by computer software.

Income Taxation of Trusts and Estates

(Common income tax issues that tax practitioners face as they prepare income tax returns for their clients) When and how to use trusts; How to identify abusive trusts; Grantor trusts that do not need to file a Form 1041; Form 8855 Election to Treat a Qualified Revocable Trust as Part of an Estate; Effect of a trust on income tax basis, I.R.C. §121 exclusion; Like-kind exchange from trust to an LLC.

Education Planning and Gifts to Minors

(Various options for claiming tax benefits for the costs of education) I.R.C. §529 plans; Education credit v. deduction; Table of education provisions.

Income Tax Aspects of Health Care Costs

Compare & Contrast income tax aspects of the income tax provisions for health care costs with an emphasis on health savings accounts; New guidance from the IRS.

Individual Taxpayer Issues

Tax treatment of time-shares; Implications of household employees; Charitable contributions; Tax reporting of items sold on internet.

Business Issues

(Business income and deductions) Net operating losses; Repairs v. capitalization; Meal deductions; Form 3115; Start-up costs & other I.R.C. §197 expenses.

Business Entities

This chapter is the first in a three-year cycle. This year covers the tax issues in forming a business entity: Issues in forming an LLC; Single member LLCs taxed as a disregarded entity; LLCs taxed as a partnership; C corporation or S corporation. (2006 book will cover operation of a business entity, and 2007 book will cover the dissolution of a business entity.)

IRS Issues

Key issues on which the IRS wants practitioners to be informed; IRS enforcement efforts; IRS taxpayer awareness issues.

Retirement Issues

Required minimum distribution rules; Taxation of distributions; Retirement savers credit; Comparison of tax-deferred retirement savings with investing after-tax dollars in investments that will result in capital gains.

Ethics

(Ethical issues tax practitioners face as they advise clients and prepare tax returns) How to research an issue to decide what position to take on a tax return (including the role of substantial authority and reasonable basis); Representing clients before the IRS; Liability for tax planning that fails; Charitable contributions.

Tax Rates and Useful Tables

Tax rates; Standard deductions; Exemptions deductions; Applicable interest rate; Table of credits that reports the amount of the credit; Refundable or not; Whether or not it can be used to reduce the AMT.

Dates and Locations of Virginia Tech Income Tax Seminars

November 7-8 *Farm Session Nov. 7th*

Richmond I (West)

Richmond Marriott West

4240 Dominion Blvd.

Phone: (804) 965-9500

November 9-10 *Farm Session Nov. 9th*

Staunton / Harrisonburg

Pleckert Center

Blue Ridge Community College

Route 11, Weyers Cave

Phone: (540) 234 9261

November 14-15 *Farm Session Nov. 14th*

Bristol

Holiday Inn Hotel

Suites & Convention Center

3005 Linden Drive

Phone: (276) 466-4100

November 16-17 *Farm Session Nov. 16th*

Roanoke

Holiday Inn Tanglewood

4468 Starkey Road SW

Phone: (540) 774 4400

November 21-22 *Farm Session Nov. 21st*

Lynchburg

Holiday Inn Select

601 Main Street

Phone: (434) 528 2500

November 28-29 *Maryland Session Dec. 28th*

Dulles

Hyatt Dulles

2300 Dulles Corner Blvd.

Phone: (703) 793 6887

November 30-December 1 *Farm Session Nov. 30th*

Fredericksburg

Holiday Inn Select

2801 Plank Road

Phone: (540) 786-8321

December 5-6 *Farm Session Dec. 5th*

Williamsburg

Crown Plaza Williamsburg

Route 60 East

Phone: (757) 220 2250

December 7-8 *Farm Session Dec. 7th*

Chesapeake

Holiday Inn (Greenbrier Parkway)

725 Woodlake Drive

Phone: (757) 523-1500

December 12-13

Richmond II (South)

Holiday Inn Select Koger Center

1021 Koger Center Blvd.

Phone: (804) 379 3800

Introductory Tax Preparation Seminar

Introductory Tax Preparation Seminar Continuing Education Credit (for Accounting, CPA, & EA): 8 hrs CPE, CFPTM CE: 8 hrs

Pre-registration and pre-payment are required. The registration fee includes a workbook (problem set included), Problem Set Solution, refreshment breaks, and one luncheon. Lodging is not included.

General Topics Introductory Tax Preparation Seminar

The Introductory Tax Preparation Seminar is a one day seminar. Guido van der Hoeven, Director, N.C. State Income Tax School, will cover federal topics. Virginia topics will be covered in written form. Topics will cover

- Income-taxable or not
- Introduction to schedule F
- Expenses-deductible or not
- Ordinary vs. capital gains income
- Self employment
- Introduction to schedule C
- Virginia filing

Virginia Tech Introductory Tax Preparation Seminar Locations

October 13: Richmond, Virginia Tech Richmond Center, 2810 Parham Road, Suite 300; Phone: (804) 662-7288. Check-In: 8:00 AM; Start: 8:30 AM; End: 4:45 PM

October 14: Virginia Tech, Northern Virginia Center, 7054 Haycock Road, Falls Church; Phone: (703) 538-TECH, tty: (703) 538-8314. Schedule: TBA

Calendar of Events

September

22-10/2 State Fair of Virginia, Richmond, VA. Contact the State Fair at (804) 569-3200, or visit their web site at <http://www.statefair.com/>.

October

- 13 Virginia Tech Introductory Tax Preparation Seminar, Virginia Tech Richmond Center, Richmond, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 14 Virginia Tech Introductory Tax Preparation Seminar, Virginia Tech Northern Virginia Center, Falls Church, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 14 A Comprehensive Approach to Farm Business Succession. Evers Restaurant, Mt. Crawford, VA. Contact Andrew Branan at (919) 782-1705 or Jesse Richardson at (540) 231-7508 or e-mail jessej@vt.edu.

November

- 7-8 Virginia Tech Income Tax Seminar, Richmond Marriott West, Richmond, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 9-10 Virginia Tech Income Tax Seminar, Pleckert Center, Blue Ridge Community College; Weyers Cave, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 14-15 Virginia Tech Income Tax Seminar, Holiday Inn Hotel Suites & Convention Center, Bristol, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 16-17 Virginia Tech Income Tax Seminar, Holiday Inn Tanglewood, Roanoke, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.
- 21-22 Virginia Tech Income Tax Seminar, Holiday Inn Select, Lynchburg, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail vttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.

28-29 Virginia Tech Income Tax Seminar, Hyatt Dulles, Dulles, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail yttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.

30-12/1 Virginia Tech Income Tax Seminar, Holiday Inn Select, Fredericksburg, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail yttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.

December

5-6 Virginia Tech Income Tax Seminar, Crown Plaza Williamsburg, Williamsburg, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail yttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.

7-8 Virginia Tech Income Tax Seminar, Holiday Inn (Greenbrier Parkway), Chesapeake, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail yttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.

12-13 Virginia Tech Income Tax Seminar, Holiday Inn Select Koger Center, Richmond, VA. Contact Seminar Registrar at (540) 231-4084 or e-mail yttax@vt.edu or Leon Geyer, Program Director at (540) 231-4528 or e-mail geyer@vt.edu.