# THE NATURAL STATE ARCPA

Arkansas Society of Certified Public Accountants

Issue 9/September 2021

ARCPA Student Career Fair (Meet The Firms), Sept 22

> 41st Annual Industry, Commerce & Banking Conference, Sept 23-24



## **Certified Public Accountants**

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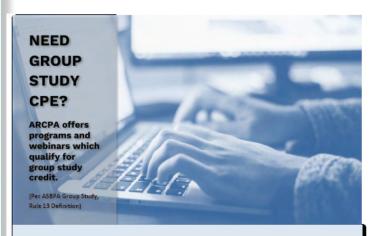
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#### GET PUBLISHED

If you are interested in submitting a column or feature to The Natural State of Accounting monthly newsletter, please submit to membership@arcpa.org.

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ARCPA



# Introducing the Knowledge Hub

from the Arkansas Society of CPAs



ethinking Your Clients' Spending low Enforceable Budgets Keep







Cybersecurity Brief for CPAs Support T Cybersecurity Brief for CPAs Audit Analytics Cites a 400% increase in cyber breaches since 30%. They also note on average t tabas 100 days to discover a breach. Can you hele you m

Paymerang Support Your Business Continuity Plan with ePayments This 5-page white paper highlights 3 steps to help you manage through business disruptions.

## ARCPAHub.org

The Knowledge Hub consists of vendor-sponsored content designed to be helpful in your organization.



## VIRTUAL ANNUAL MEMBERS MEETING and FREE 1-Hour CPE

Thursday, August 26, 2021, 12:00 Noon

(Members Only)

#### 12:00 p.m. - Recognition of 2020 Award Winners

12:15 p.m. – 2022 Slate of Officers and Directors and Membership Approval of Bylaws Revision 12:30 p.m. – 1:30 p.m. – Free 1 Hour CPE - Top HR Trends, Are Your Clients Prepared and Aware?

#### Course description:

The new reality of work today would be unimaginable to most of us even 5 years ago. Everything is different. The workforce, the tools, the laws, the workplace — and companies that don't focus on these stunning shifts can find themselves quickly left behind. We're looking at what's new: the who, what, when, how, where, and even why. There are critical trends to know about — and we'll help you pinpoint the best game plan for getting ahead of them.

By helping clients recognize and address these areas, you can elevate your position to be more consultative — rather than transactional — and continue to strengthen your relationships with them.

#### Objectives:

- Expanded workforce: Discuss how to optimize gig workers and new working arrangements to make teams even stronger (Include talk about tech for WFH and gig workers)
- **Diversity and inclusion**: Highlight ways to access the best talent by improving diversity and inclusion
- Self-service: Describe how to set up the best self-service tools that today and tomorrow's workforce thrives on
- State of the art interviewing: Identify strategies to attract, recruit, and hire the cream of the crop
- **Health and wellness**: Discuss how to revitalize the workplace culture by taking a modern approach to health and wellness.

Presented by Victoria Whittaker, HR consultant with Paychex, Inc. She has 4 years of experience with the company and over 6 years of Human Resources experience. She has a Master's degree in Organizational Human Relations from OU, a Diversity and Development Certification from OU, her PHR certification through HRCI, and her SHRM-CP certification through the Society for Human Resource Management.



Sponsored By



## **REGISTER TODAY**

\*Membership vote by regular Society CPA members only

## ARCPA 2021 Conferences & CPE Events

|                                                                                                | nmerce & Banking<br>nference                                                                                                                             | Two-Day Federal Tax Update:<br>Individuals, Corporations                                                                                                                                                                                                                                                                   |
|------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Member Fees:         \$275       Early Fee         \$305       Standard Fee         (early fee | September 23-24, 2021<br>Virtual Event<br>CPE Hours: 16<br>Register Now<br>Non-member Fees:<br>\$375 Early Fee<br>\$405 Standard Fee<br>expires 9/09/21) | & Partnerships         October 28-29, 2021         Virtual Event         CPE Hours: 16         Register Now         Member Fees:       Non-member Fees:         \$420       Early Fee         \$420       Early Fee         \$450       Standard Fee         \$550       Standard Fee         (early fee expires 10/14/21) |
|                                                                                                | nsas Federal<br>Institute                                                                                                                                | EQUIP<br>Conference                                                                                                                                                                                                                                                                                                        |
| Vi                                                                                             | <b>aber 4-5, 2021</b><br>rtual Event<br>E Hours: 16                                                                                                      | <b>November 10, 2021</b><br>Virtual Event<br>CPE Hours: 4                                                                                                                                                                                                                                                                  |
|                                                                                                |                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                            |
| Reg                                                                                            | <u>gister Now</u>                                                                                                                                        | Register Now                                                                                                                                                                                                                                                                                                               |

## Fraud Conference

November 11, 2021 Virtual Event CPE Hours: 8

#### **Register Now**

| Memb                         | er Fees:     | Non-r | Non-member Fees: |  |  |
|------------------------------|--------------|-------|------------------|--|--|
| \$225                        | Early Fee    | \$325 | Early Fee        |  |  |
| \$2 55                       | Standard Fee | \$355 | Standard Fee     |  |  |
| (early fee expires 10/28/21) |              |       |                  |  |  |

## Agriculture

Conference November 17, 2021

Virtual Event CPE Hours: 8 Register Now

| Member Fees:                 |              | Non-member         |  |  |  |
|------------------------------|--------------|--------------------|--|--|--|
| Fees:                        |              |                    |  |  |  |
| \$250                        | Early Fee    | \$350 Early Fee    |  |  |  |
| \$280                        | Standard Fee | \$380 Standard Fee |  |  |  |
| (early fee expires 11/03/21) |              |                    |  |  |  |

#### **CONFERENCES AND EVENTS**

## September-November Seminars

| Date      | Course Title<br>(Acronym) of Study                                                          | Field CPE    | Hours | Location     | Early Bird Fe                        | ee Standard<br>Fee                   |  |
|-----------|---------------------------------------------------------------------------------------------|--------------|-------|--------------|--------------------------------------|--------------------------------------|--|
| SEPTEMBER |                                                                                             |              |       |              |                                      |                                      |  |
| 30        | Advanced Controller and CFO Skills (ACCS)                                                   | ОТ           | 8     | VIRTUAL-ONLY | Member \$245**<br>Non-member \$345** | Member \$275**<br>Non-member \$375** |  |
| OC        | TOBER                                                                                       |              |       |              |                                      |                                      |  |
| 19        | What Fraud Schemes Exist in Your Organization (FSEO)                                        | AA           | 8     | HYBRID       | Member \$245**<br>Non-member \$345** | Member \$275**<br>Non-member \$375** |  |
| 21        | Social Security and Medicare: Planning for You and Your Clients (SSRB)                      | ТХ           | 8     | VIRTUAL-ONLY | Member \$245<br>Non-member \$345     | Member \$275<br>Non-member \$375     |  |
| 25        | Leases: Mastering the New FASB Requirements (LEAS)                                          | AA           | 8     | VIRTUAL-ONLY | Member \$245**<br>Non-member \$345** | Member \$275**<br>Non-member \$375** |  |
| 25        | Be the Best - Today and in the Future Series (CFOS1)                                        | AA:2         | 8     | VIRTUAL-ONLY | Member \$265**                       | Member \$295**                       |  |
| 26        | Revenue Recognition: Mastering the New FASB Requiremen (INRR)                               | its AA       | 8     | VIRTUAL-ONLY | Member \$245**<br>Non-member \$345** | Member\$275**<br>Non-member \$375**  |  |
| 26        | Developing Credibility - Inside and Outside the<br>Organization Series (CFOS2)              | AA:2<br>OT:6 | 8     | VIRTUAL-ONLY | Member \$265<br>Non-member \$365     | Member \$295<br>Non-member \$395     |  |
| 28-29     | Two-Day Federal Tax Update (FTU-2DY)                                                        | TX           | 16    | VIRTUAL-ONLY | Member \$390<br>Non-member \$490     | Member \$450<br>Non-member \$550     |  |
| NO\       | /EMBER                                                                                      |              |       |              |                                      |                                      |  |
| 2         | Accounting and Auditing Update<br>(8:30am-12:00pm) (CL4AUAA)                                | AA           | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$255     |  |
| 2         | Conducting a Remote Audit<br>(1:00pm-4:30pm) (CL4REMA)                                      | AA           | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$255     |  |
| 8         | The Most Critical Challenges in Not-for-profit<br>Accounting Today (8:30am-12:00pm) (CNA4)  | AA/GOV       | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$255     |  |
| 8         | Government and Nonprofit Frauds and Controls to Stop Ther<br>(1:00pm-4:30pm) (FCS4)         | n AA/GOV     | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$255     |  |
| 9         | Hottest Tax Topics for 2021 (HOT)                                                           | TX           | 8     | VIRTUAL-ONLY |                                      | Member \$275**<br>Non-member \$375** |  |
| 9         | Compilations, Reviews, and Preparations: Engagement<br>Performance and Annual Update (CRAU) | AA           | 8     | VIRTUAL-ONLY | Member \$245<br>Non-member \$345     | Member \$275<br>Non-member \$375     |  |
| 15        | Annual Tax Update: Corporations and Pass-Through Entities (ATCP)                            | TX           | 8     | VIRTUAL-ONLY |                                      | Member \$275**<br>Non-member \$375** |  |

All courses begin at 8:30 a.m. and end at 4:30 p.m. unless otherwise noted.\*\* AICPA members may deduct \$30 from AICPA courses (4 hour courses N/A).

| November-December Seminars |                                                                                   |           |       | CO           | NFERENCES AND EVENTS                                                   |
|----------------------------|-----------------------------------------------------------------------------------|-----------|-------|--------------|------------------------------------------------------------------------|
| Date                       | Course Title<br>(Acronym) of Study                                                | Field CPE | Hours | Location     | Early Bird Fee Standard<br>Fee                                         |
| NOV                        | EMBER (continued)                                                                 |           |       |              |                                                                        |
| 15                         | Estate and Life Planning Issues for the Middle-Income Client (PMIC)               | TX        | 8     | VIRTUAL-ONLY | Member \$245 Member \$275<br>Non-member \$345 Non-member \$375         |
| 16                         | Fiduciary Income Tax Returns – Form 1041<br>Workshop with Filled-in Forms (1041)  | ΤX        | 8     | VIRTUAL-ONLY | Member \$245 Member \$275<br>Non-member \$345 Non-member \$375         |
| 18                         | This Year's Top Tax and Financial-Planning Ideas<br>(8:30am-12:00pm) (IEF4)       | ΤX        | 4     | VIRTUAL-ONLY | Member \$165 Member \$175<br>Non-member \$215 Non-member \$225         |
| 18                         | Required Minimum Distributions: Compliance and Planning<br>(1:00pm-4:30pm) (RMD4) | ΤX        | 4     | VIRTUAL-ONLY | Member \$165 Member \$175<br>Non-member \$215 Non-member \$225         |
| 18                         | Annual Update for Accountants and Auditors (AUAA)                                 | AA        | 8     | HYBRID       | Member \$245** Member \$275**<br>Non-member \$345** Non-member \$375** |
| 19                         | Not-for-Profit Accounting and Auditing Update (NAU)                               | AA/GOV    | 8     | VIRTUAL-ONLY | Member \$245** Member \$275**<br>Non-member \$345** Non-member \$375** |
| 19                         | AICPA's Annual Federal Tax Update<br>(PTU)                                        | ΤX        | 8     | HYBRID       | Member \$245** Member \$275**<br>Non-member \$345** Non-member \$375** |
| 30                         | U.S. GAAP: Review for Business & Industry and Public Accounting (FASBI)           | AA        | 8     | VIRTUAL-ONLY | Member \$245** Member \$275**<br>Non-member \$345** Non-member \$375** |
| 30                         | The Complete Guide to Payroll Taxes and 1099 Issues (CGPT)                        | ΤX        | 8     | VIRTUAL-ONLY | Member \$245 Member \$275<br>Non-member \$345 Non-member \$375         |
| DEC                        | EMBER                                                                             |           |       |              |                                                                        |
| 1                          | Professional Ethics Overview<br>(8:30am-12:00pm) (PEO)                            | ET        | 4     | HYBRID       | Member \$165 Member \$175<br>Non-member \$215 Non-member \$225         |
| 1                          | Risk Management<br>(1:00pm-4:30pm) (RM)                                           | ET        | 4     | HYBRID       | Member \$165 Member \$175<br>Non-member \$215 Non-member \$225         |
| 6                          | 2021 FASB and AICPA Update (FAU)                                                  | AA        | 8     | VIRTUAL-ONLY | Member \$245 Member \$275<br>Non-member \$345 Non-member \$375         |

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Non-member \$345\*\* Non-member \$375\*\*

All courses begin at 8:30 a.m. and end at 4:30 p.m. unless otherwise noted. \*\* AICPA members may deduct \$30 from AICPA courses (4 hour courses N/A).

Annual Tax Update: Individuals and Sole Proprietors (TSUI)

Compliation and Review Practice Guide (CRP)

Disclosure - The Key to Financial Statements (DKFS)

Reviewing Pass-Through Tax Returns: What Are You Missing?

6

7

8

9

(RPTR)

Member \$275\*\*

Member \$275

Member \$275

Member \$275\*\*

Non-member \$375

Non-member \$375

## **December Seminars**

#### **CONFERENCES AND EVENTS**

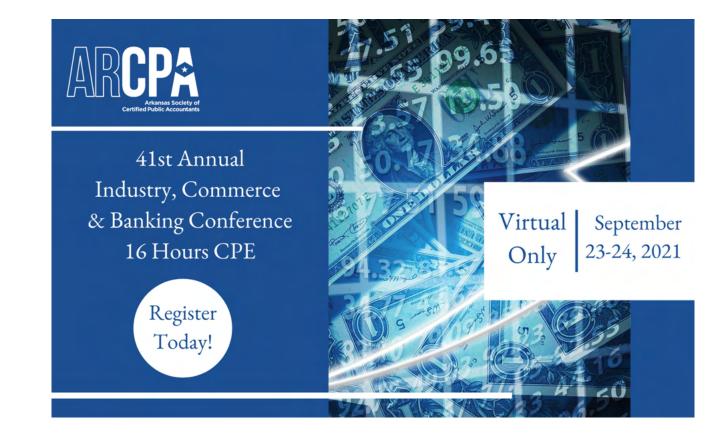
| Date | Course Title<br>(Acronym) of Study                                                          | Field CPE              | Hours | Location     | Early Bird Fee                       | e Standard<br>Fee                                      |
|------|---------------------------------------------------------------------------------------------|------------------------|-------|--------------|--------------------------------------|--------------------------------------------------------|
| DEC  | EMBER (continued)                                                                           |                        |       |              |                                      |                                                        |
| 9    | Critical Business Risks - Identifying Your Blind Spots<br>(8:30am-12:00pm) (CL4CBRU)        | OT                     | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$225                       |
| 9    | Ethics and Professional Conduct: Updates and Practical Application (1:00pm-4:30pm) (CL4GRE) | ET                     | 4     | VIRTUAL-ONLY | Member \$165<br>Non-member \$215     | Member \$175<br>Non-member \$225                       |
| 10   | Estate & Trust Primer (TSE.ETP)                                                             | ТΧ                     | 8     | VIRTUAL-ONLY | Member \$245**<br>Non-member \$345** | Member \$275**<br>Non-member \$375**                   |
| 13   | The Best Individual Income Tax Update Course by Surgent (BITU)                              | ТΧ                     | 8     | VIRTUAL-ONLY | Member \$245<br>Non-member \$345     | Member \$275<br>Non-member \$375                       |
| 13   | Numbers Rule the World Series (CFOS5)                                                       | AA:2<br>ET: 2<br>OT: 4 | 8     | VIRTUAL-ONLY |                                      | Member \$295<br>Non-member \$395<br>Non-member \$375** |

All courses begin at 8:30 a.m. and end at 4:30 p.m. unless otherwise noted.\*\* AICPA members may deduct \$30 from AICPA courses (4 hour courses N/A).

## FIELD OF STUDY KEY:

AA: Accounting & AuditingET: Ethics (General)GOV/AA: Governmental Accounting & Auditing

OT: Other TX: Taxation



## **ARCPA CONFERENCE GROUP PRICING**

## Have multiple people from your firm/company wanting to attend the same conference?

Register three or more people from the same firm/ company for the same conference and receive a group discount! To take advantage of the ARCPA's Conference Group Pricing just fax, mail, or email your registration form with the list of attendees. Questions? Please contact Stephanie Tanner at 501-664-8739 or stanner@arcpa.org.

The following discount is applied when three or more people from the same firm/company register for the same conference:

| Industry, Commerce & Banking Conference: | \$25 off / persor |
|------------------------------------------|-------------------|
| Two-Day Federal Tax Update:              | \$50 off / persor |
| Tax Institute:                           | \$25 off / persor |
| EQUIP Conference:                        | \$10 off / person |
| Fraud Conference:                        | \$25 off / persor |
| Agriculture Conference                   | \$15 off / persor |

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#### Group Pricing Terms & Conditions:

- To receive the group discount, all individuals must be registering for the same conference.
- ٠ Payment is required with registration to receive the group discount.
- Group discount is only valid for ARCPA Conferences.
- Only ARCPA members may qualify for the group discount.
- Non-members may apply for membership to receive the group discount.
- All individuals must be listed at the time of registration.
- Programs excluded: Educators' Conference

## **ARCPA Student Education Fund**

Each year the Student Education Fund awards scholarships to qualifying accounting majors attending four-year colleges and universities in Arkansas. The Student Education Fund is supported entirely by contributions. It is a 501(c)(3)non-profit corporation, and gifts to the Student Education Fund are tax deductible.

## **DONATE TODAY!**

For more information contact Robin Harris, rharris@arcpa.org



# Group Pricing Registration

| Conference Name                              |                                         |                               |                |                                  |
|----------------------------------------------|-----------------------------------------|-------------------------------|----------------|----------------------------------|
| Firm Name                                    |                                         |                               |                |                                  |
| Address                                      |                                         |                               |                |                                  |
| City                                         |                                         |                               | Zip            |                                  |
| Phone                                        |                                         | Email*                        |                | sent to this valid email address |
| Employee Information:                        |                                         |                               |                | Group                            |
| Name                                         |                                         | Email Address                 | Fee            | Discount                         |
| l                                            |                                         |                               |                | -                                |
| 2                                            |                                         |                               |                |                                  |
| 3                                            |                                         |                               |                |                                  |
| 4                                            |                                         |                               |                |                                  |
| 5                                            |                                         |                               |                |                                  |
| 6                                            |                                         |                               |                |                                  |
| 7                                            |                                         |                               |                |                                  |
| 8                                            |                                         |                               |                |                                  |
| 9                                            |                                         |                               |                |                                  |
| 10                                           |                                         |                               |                |                                  |
|                                              |                                         |                               | als            |                                  |
| The Early Bird Price applies only when regis | tering at least 14 days prior to the co | ourse or conference. Total An | nount Enclosed |                                  |

#### Group Pricing Terms & Conditions:

- To receive the group discount, all individuals must be registering for the same conference.
- Payment is required with registration to receive the group discount.
- Group discount is only valid for ARCPA Conferences.
- Only ARCPA members may qualify for the group discount. Non-members may apply for membership to receive the group discount.
- All individuals must be listed at the time of registration.
- Programs excluded: End of Busy Season CPE & Fish Fry, Educators' Conference

#### Cancellation Policy:

Full refund, less a \$10 service charge will be made if notice of cancellation is received at least 60 days prior to the course or conference date. Full refund, less a \$25.00 service charge will be made if notice of cancellation is received between 10 and 60 days prior to the course or conference date. NO REFUND WILL BE MADE IF NOTICE OF CANCELLATION IS RECEIVED LESS THAN 10 DAYS PRIOR TO THE COURSE OR CONFERENCE DATE.

**Registration with Payment by mail:** ARCPA, 11300 Executive Center Drive, Little Rock, AR 72211-4352

| Registration with Credit Card payment:Image: Master CardImage: VisaAmerican Express | FAX: (501)664-8320<br>WEB SITE: www.arcpa.org | PHONE: (501)664-8739 or<br>(800)482-8739 in Arkansas |
|-------------------------------------------------------------------------------------|-----------------------------------------------|------------------------------------------------------|
| Card #                                                                              | Ex                                            | piration Date                                        |
| Signature                                                                           |                                               |                                                      |

## **Looking for more CPE?**

#### Webinars and Webcasts

ARCPA partners with several CPE vendors to offer a wide variety of webinars & webcasts throughout the year. To search the listing of webinars & webcasts, visit our Online Course Catalog.

#### Self- Study

If you enjoy the convenience of earning CPE at your own pace and on your own schedule, Surgent's Self-Study CPE courses are the perfect choice. To browse Surgent's Self-Study courses or to register, please visit the Self Study section of the ARCPA website.

#### **Surgent CPA Packages**

Choose which package suits you best and enjoy unlimited access! For complete details or to buy a CPE package, please contact Stephanie Tanner at stanner@arcpa.org

#### Sugent's Unlimited Webinar Package

ARCPA Member Price: \$425

Unlimited 2020 access to 1200 live webinars

#### Sugent's Unlimited Self Study Package

- ARCPA Member Price: \$299
  - 12 months of unlimited access to 200+ downloadable PDF courses

#### Sugent's Unlimited Plus Package

ARCPA Member Price: \$595

- 12 months of unlimited access to all live webinars,
- PLUS unlimited access to all self-study courses

## Ways to Save on CPE

### Save \$30: Early Bird Discount



Register early and save! To qualify for the Early Bird discount, your registration (with payment) must be received by the ARCPA 14 days prior to the program.

## Save \$30: AICPA Member Discount



Are you an AICPA Member? You can save \$30 on all eight-hour AICPA courses! Look for the notation \*\* on eligible courses.

## Save up to \$200: ARCPA Member Discount

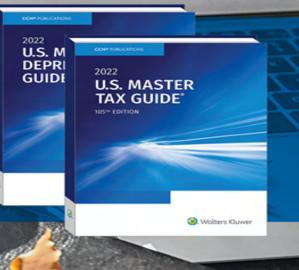


ARCPA Members save big on CPE! Members can save \$50 on four-hour CPE, \$100 on eight-hour CPE, and \$200 on sixteen-hour CPE.

# FALL Early Bird Special

For a limited-time select Wolters Kluwer's best-selling CCH® Publications are up to **30% off!** 

Pre-Order your newest editions now before this special offer ends on Sept. 30, 2021!



| Title                                                                          | Est.<br>Pub. Date | Media<br>Issue # | List<br>Price | Discounted<br>Price      |
|--------------------------------------------------------------------------------|-------------------|------------------|---------------|--------------------------|
| USMasterTaxGuide® (2022)                                                       | Dec. 2021         | 10028606-0010    | \$169.00      | \$119.00 **Special Price |
| IncomeTaxRegulations (Winter 2022)                                             | Dec.2021          | 10031534-0017    | \$375.00      | \$262.50                 |
| InternalRevenueCode:Income,Estate,Gift,<br>Employment&ExciseTaxes(Winter 2022) | Dec.2021          | 10031535-0021    | \$269.00      | \$188.30                 |
| USMasterDepreciation Guide(2022)                                               | Dec. 2021         | 10009802-0013    | \$279.00      | \$195.30                 |
| Guidebook to California Taxes (2022)                                           | Dec. 2021         | 10073129-0003    | \$199.00      | \$139.30                 |
| Guidebookto Florida Taxes (2022)                                               | Dec.2021          | 10034375-0012    | \$199.00      | \$139.30                 |
| GuidebooktoIllinois Taxes (2022)                                               | Dec.2021          | 10032952-0012    | \$199.00      | \$139.30                 |
| GuidebooktoNewJerseyTaxes (2022)                                               | Dec.2021          | 10032693-0014    | \$199.00      | \$139.30                 |
| GuidebooktoNewYork Taxes (2022)                                                | Nov.2021          | 10032692-0012    | \$199.00      | \$139.30                 |
| Guidebook to Pennsylvania Taxes (2022)                                         | Dec.2021          | 10034365-0012    | \$199.00      | \$139.30                 |
| Guidebookto Texas Taxes (2022)                                                 | Dec.2021          | 10033913-0012    | \$199.00      | \$139.30                 |
| State Tax Handbook (2022)                                                      | Dec.2021          | 10034384-0013    | \$199.00      | \$139.30                 |
| Global Master Tax and Business Guide (2022)                                    | Sept. 2021        | 10040452-0006    | \$549.00      | \$384.30                 |

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## **DELIVERING RESULTS - ONE PRACTICE AT A TIME**



Wade Holmes Wade@APS.net 888-847-1040 x2 www.APS.net

## Welcome New Society Members!

The Arkansas Society of CPAs welcomes the following new members. Please take the time to welcome these members and invite them to society and chapter events.

To find members, visit <u>https://www.arcpa.org/my-arcpa/member-directory</u> Learn more about our society and the benefits of membership at <u>https://www.arcpa.org/</u>

## **CPA Members**

RACHELLE CALINE, Honest Buck Accounting, Seattle, WA, Northwest Chapter LAURA GILLENWATER, HORNE LLP, Conway, Central Chapter TOSHA PECHOSKI, BKD LLP, Little Rock, Central Chapter CLAYON RIDING, Janus Henderson Investors, Denver CO, Out of State JORDAN WATFORD, Landmark PLC, Fort Smith, Western Chapter

## **Associate Member**

THOMAS SILVESTRI, BKD LLP, Rogers, Northwest Chapter

## **ORDER YOUR ARCPA BACKPACK TODAY!**



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## Members on the Move

## HoganTaylor LLP Announces Promotions

HoganTaylor LLP, one of the largest business advisory and public accounting firms in Oklahoma and Arkansas, is pleased to announce the following promotions, which went into effect July 1, 2021:



## Casey Ball, CPA

Casey Ball, Senior Manager, Tax, Little Rock. Ball joined the Firm in 2018. He earned a Bachelor of Science in Industrial Engineering and a Master of Accountancy from the University of Arkansas.



### Corey Rupert, CPA

Corey Rupert, Senior, Tax, Little Rock. Rupert joined the Firm 2019. She earned a Bachelor of Business Administration in Accounting from Harding University.

#### About HoganTaylor

HoganTaylor LLP is one of the largest business advisory and public accounting firms in Oklahoma and Arkansas. The Firm has more than 300 employees and provides tax, assurance, risk, business advisory, accounting, technology and many specialty and industry-focused services. HoganTaylor is an independent member firm of PrimeGlobal, one of the five largest associations of independent accounting firms in the world. Learn more at hogantaylor.com.

\*\*Have you recently changed jobs, earned a new certificate, been promoted, received special recognition, made a presentation to a civic group, etc? Let the ARCPA know about it! Send a note or press release to <u>rharris@arcpa.org</u> or simply pick up your phone and give us a call, (800) 482-8739.\*\*

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ARKANSAS

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## Looking for Top Talent?



## Find them at ARCPA Student Career Fair (Meet the Firms) Wednesday, September 22, 2021 2:00 pm to 6:00 pm (by appointment) Virtual only

Arkansas Society of CPAs will host this fall's Student Career Fair (meet the firms) as a virtual event using the Career Fair Plus virtual platform.

The event will be **open to the first 20 firms** that sign up. The cost to attend is \$100. Since the event will be held on a paid platform, we are charging a nominal fee per firm.

Firm/business registration will include: A virtual booth(s) to meet students, student resumes, firm or company profile listing, and attendance for up to four representatives/recruiters.

**Career Fair Plus** utilizes meeting schedules, so each recruiter at a virtual booth can schedule their meetings based on their availability (anytime between 2:00 and 6:00 pm) in 10-minute increments, and students will sign up for a time slot to discuss their resume. (Based on ten-minute increments, each recruiter may have up to five appointments per hour).

Recruiters may present information to the students during the appointment time, such as a short introduction, and mention any openings or internships offered. Recruiters can utilize available notetaking and rating features for their interactions with students.

Public accounting firms of all sizes, corporations, and state and federal government agencies who are seeking future accounting staff or accounting interns are encouraged to sign up for this event. Scout out the best and brightest students and let them know why they should consider coming to work for you! Post bachelors and junior and senior-level accounting majors at Arkansas' four-year public and private colleges and universities will be invited to attend the virtual event to learn more about your organization.

Register by **no later than** <u>September 9, 2021</u>, so that we can finalize arrangements, and Career Fair Plus can create your virtual booth.

To sign up: <u>https://fs17.formsite.com/arcpa/form19/index.html</u> For more information about this event, contact Robin Harris, <u>rharris@arcpa.org</u>

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Anton Janik

## 529 Plan, Bring on Tax Savings

#### By Noah W. Styles, CPA Summer 2021

Jason is an expert welder. Matthew is the plumber you need to call. You need a CPA like Hannah. What do these people have in common? They all are educated professionals in their respective fields. If there is a child or grandbaby in your life that has college or trade school on the horizon there is a tax-incentivized account worth considering.

Most Americans, anytime the word tax savings is thrown out by a Certified Public Accountant (CPA), everyone in the room draws a collective bated breath to see what is on the table when it comes to tax breaks. Exhale, the tax-favored account we will look at today is the 529 Plan. It falls under the IRS header of Qualified Tuition Programs (QTPs). Originally passed as part of the Small Business Job Protection Act of 1996<sup>1</sup>, 529 Plans are named after section 529 of the Internal Revenue Code. Prepaid tuition programs and Contribution programs are the two types of 529 Plans. We will focus on contribution programs, as they are much more flexible.

In the following paragraphs, we will uncover the benefits of a 529 Plan. We will do this from two perspectives: first, we will slide our Federal tax eyeglasses on our nose and see what the 529 Plan looks like, and second, we will remove our Federal tax spectacles and place them on the table, and pick up our Arkansas tax glasses to see what benefits are reaped on the state level. In 7 minutes hence, you will be the 529 expert in your family. More importantly, you will know if a 529 Plan makes sense for your family. We will use the Smith family for examples throughout this article. The Smith family is comprised of Josiah and Abigail, who have three kids Hannah, Jason, and Matthew. Josiah's parents are Mr. and Mrs. Smith, and Abigail's parents are Mr. and Mrs. Johnson.

#### Federal Tax Perspective

From the 10,000 foot perspective, a 529 account is essentially an investment account that uses post-tax dollars, grows tax free, and is withdrawn tax free, if used for Qualified Higher Education Expenses. When you hear "post-tax" dollars, think cash already in your pocket, or money in your checking account. These monies have already been taxed, thus the term "posttax". There is no AGI limit on the person contributing to the 529 account. For example, if Grandpa and Grandma Johnson made \$270,002 a year, they would be eligible to contribute to the 529 Plan. Wondering where the \$270,002 a year came from? In 2019, the US Census Bureau deemed \$270,002 per year as the threshold for the top 5% of household incomes in America<sup>2</sup>. Also, there is no maximum contribution per year. Listen, did you hear that? That is the sound of tax savings! Of note, contributions are subject to gift tax rules. So, if Abigail's parents don't want to complete a gift tax return for 2021, they should limit the amount of the gift to \$30,000 (\$15,000 from Grandfather Johnson, and \$15,000 from Grandmother Johnson) to Hannah, Jason, and Matthew for a total of \$90,000.

There is a maximum on the Federal level on total amount in the account. The definition is "can't be more than the amount necessary to provide for the qualified education expenses of the beneficiary." <sup>3</sup> This is extremely broad, to receive a more exact dollar amount, one will have to look at the individual state in which the 529 Plan is set up. Later, we will look at the maximum amount at which Arkansas stops allowing contributions.

*Qualified Higher Education Expenses* have a very specific definition found in IRS Publication 970<sup>4</sup>. We will take a moment to cover this list, as these are very important, and the largest benefit of the 529 Plan. Principal and growth is withdrawn tax-free when used for the below:

**Tuition and fees**, books, supplies, and equipment for the actual classes. For example, if Hannah has an Intermediate Accounting Class, the cost of the class, required textbooks, pens, pencils, and if a certain type of calculator is required, it is also included.

**Expenses for special needs** services needed by a special needs beneficiary. Note, the expenses for special needs services must be incurred in connection with enrollment or attendance at an eligible college or trade school.

<sup>1</sup> H.R.3448 - 104th Congress (1995-1996): Small Business Job Protection Act of 1996 | <u>Congress.gov</u> | Library of Congress 2 Historical Income Tables: Households (<u>census.gov</u>)

<sup>3</sup> Publication 970 (2020), Tax Benefits for Education | Internal Revenue Service (irs.gov)

<sup>4</sup> Publication 970 (2020), Tax Benefits for Education | Internal Revenue Service (irs.gov)

## 529 Plan, Bring on Tax Savings (continued)

#### By Noah W. Styles, CPA Summer 2021

Room and board expenses. Note, the student must be enrolled at least half-time, as determined by the school. For example, if James University says that in the Accounting program, 16 hours is a full-time student, then Hannah would have to be enrolled in at least 8 hours for the room and board to gualify. Room and board expenses qualify up to the greater of allowance for room and board as determined by the school, or the actual amount charged if the student is residing in housing owned or operated by the school. For example, if Hannah lives on campus, the room and board expenses could be withdrawn from the 529 Plan tax free. If however Jason decides to live at home during welding school, the amount for room and board expenses as determined by the welding school could still be withdrawn out of the account with no taxes!

**Computer or peripheral equipment** encompasses certain computer software, internet access, and related services. Note, the primary use of the computer, equipment, and internet must be for school purposes, video games are not included.

**Student Loans** and interest not to exceed \$10,000. This amount is over the lifetime of the beneficiary. For example, Matthew, the beneficiary of a 529 Plan has \$23,000 of student loan debt. He can use up to \$10,000 out of the 529 Plan to pay off student loan debt. This \$10,000 could also be used to pay on a sibling's student loan debt, if Matthew didn't want or need to use it on his student loan debt.

**Elementary and Secondary Education** expenses with a maximum of \$10,000. This means up to \$10,000 could be used out of the 529 account for private or public school K-12 tuition over the lifetime of the beneficiary.

Ok, we have looked at the definition of a 529 Plan, and how it can be used. Many people ask: "Is it worth the trouble?" That is a decision you get to make. Let us look at an example. Mr. and Mrs. Smith (Josiah's parents) decide to contribute \$20,000 into a 529 Plan for Hannah their eldest Grandchild, Mr. and Mrs. Johnson contribute \$30,000 into the same 529 Plan, and Josiah and Abigail contribute \$10,000 to the same plan. The total of these contributions come to \$60,000. Note, the amount

could be higher or lower, a positive of the 529 is that contribution amounts are pretty flexible. If this amount is contributed when Hannah is 2 years old, and it grows at a fairly safe rate of 6% by the time she is 18 years old, the \$60,000 will have grown to \$156,327. You can run your own calculations on about any investment calculator to manipulate the data. I have used this one <sup>5</sup>. So, in this case, the principle was contributed and 16 years later, at a 6% growth rate with no additional contributions, the amount in the account is \$156,327, less the principle of \$60,000, totaling \$96,327 of growth. If this money was outside of the account, it would be subject to capital gains, and possibly the net investment income tax as well. So, \$96,327 times 23.8% of tax gives us a tax bill of \$22,926. So, the tax savings on this 529 example is over \$20,000.

To continue the above example, if the \$156,327 is not fully used by Hannah, whatever amount is left can be changed to another beneficiary, a "member of family", which is defined in two places IRC 529(e)(2)<sup>6</sup> and in IRC 152(d) (2)(A) through (G) 7. By the way, you can't make this stuff up, the Internal Revenue Code as referenced above is section 152, subsection d, paragraph 2, subparagraphs A through G, with regards to the beneficiary: Child or a descendant of a child of the beneficiary, brother, sister, stepbrother, or stepsister of the beneficiary, father or mother or ancestor of either of the beneficiary, stepfather or stepmother of the beneficiary, son or daughter of a brother or sister of the beneficiary, brother or sister of the father or mother of the beneficiary, son-in-law, daughterin-law, father-in-law, mother-in-law, brother-in-law, or sister-in-law of the beneficiary, foster child or adopted child, spouse of any of the above list, any first cousin of the beneficiary, and spouse of the beneficiary as well. Basically, every kin and their brother.

The above is actually a very nice perk of the 529 Plan, as if there is money left over, the beneficiary can be changed to a good sized list of people. In the alternative, the money can be distributed to the beneficiary at any point, and is taxed at the beneficiary's tax rate, plus a 10% additional tax. Ok, we have definitely gotten our money out of those Federal tax glasses; so, take them off, stand up, take a deep breath, stretch, and reach for those Arkansas tax spectacles.

<sup>5</sup> https://www.ramseysolutions.com/retirement/investment-calculator

<sup>6</sup> https://codes.findlaw.com/us/title-26-internal-revenue-code/26-usc-sect-529.html

<sup>7</sup> https://irc.bloombergtax.com/public/uscode/doc/irc/section\_152

## 529 Plan, Bring on Tax Savings (continued)

By Noah W. Styles, CPA Summer 2021

# Tax Savings

#### Arkansas Tax Perspective

Arkansas has a couple of unique benefits to its 529 Plan. First, an Arkansas 529 can be used at any qualified institution of higher education, and it is not restricted to the state's borders. For example, if Matthew wanted to attend plumbing school in MO, he could use his Arkansas 529 to pay for it.

A huge perk of the Arkansas 529 Plan is the Arkansas state income tax deduction for contributions. Up to a \$5,000 contribution per taxpayer (\$10,000 contribution for Mr. and Mrs. Smith) per tax year will reduce the income subject to tax in the state of Arkansas. Now, this is a set amount of \$5,000 per taxpayer, it does not matter what the total gift is in the tax year. The maximum amount eligible for deduction is \$5,000 per taxpayer. Note, amounts in excess of \$5,000 per taxpayer maybe carried forward for the next 4 tax years. For example, if Josiah and Abigail decide to contribute \$15,000 for 20XX into an Arkansas 529 Plan, they would be allowed a \$10,000 deduction, and would receive a \$5,000 deduction in the following year.

Contributions to an out of state 529 plan are allowed a deduction up to \$3,000 per year per taxpayer. For example, Mr. and Mrs. Johnson live in Arkansas, but they have a couple of grandchildren that live in Mississippi, and the grandchildren have a 529 Plan in Mississippi. Mr. and Mrs. Johnson can contribute up to \$6,000 to the out of state plan, but that is all they would get benefit for. Of note, rollover contributions up to \$7,500 per taxpayer (\$15,000 per married couple) are deductible for Arkansas state income tax, if rolled from another state plan. For example, if Mr. and Mrs. Smith (Josiah's parents) had a 529 in Tennessee, and wanted to roll it to Arkansas, they would get up to a \$15,000 deduction on their AR state income taxes. There is no maximum contribution, nor account value in an Arkansas 529 Plan. However, once the total balances for one designated beneficiary reaches \$366,000, no more contributions are allowed. If the above couple of paragraphs have not answered all your questions on Arkansas 529 Plans, visit here.<sup>8</sup> Once an Arkansas 529 has been setup, one can choose how the funds are invested. Wow, congratulations, we have defeated the 529 Plan deep dive.

Ultimately, these plans are fairly simple to setup. If you are interested in more, please read the footnotes for this write up, as they include tons of information! If there are any questions about the tax ramifications, I encourage you to reach out to your CPA. Whenever Uncle Sam encourages a certain behavior, and it fits your family, you might as well reap the tax benefits.

Noah Styles is a tax accountant with Frost PLLC in Little Rock. He is a member of the Arkansas Society of CPAs. He currently serves as Vice Chair of the Emerging CPAs Committee. He is also an active member of the Taxation, Federal Tax Institute, Professional Ethics, and Strategic Planning Committees.



If you are interested in submitting a column or feature to The Natural State of Accounting monthly newsletter, please submit to <u>membership@arcpa.org</u>.

8 https://www.arkansas529.org/home/manage-accounts/forms.html



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## The IRS & DFA Want to Hear from You

Share Questions, Comments or Concerns

On Wednesday, October 20, the ARCPA Taxation Committee will host the annual meetings with the Internal Revenue Service and Arkansas Department of Finance and Administration. During these meetings key personnel from both agencies will address issues and concerns.

ARCPA members are encouraged to submit agenda items, favorable comments, problem areas, concerns or issues for discussion at these upcoming meetings.

To submit your feedback for discussion at these meetings, complete the questionnaire by **Friday, September 3,** available online here: **www.surveymonkey.com/r/VXLQXBN** 

Submit your questions, comments and concerns to the IRS & DFA by **Friday, September 3.** 

www.surveymonkey.com/r/VXLQXBN

IRS & DFA Liaison Meetings (Virtual) Wednesday, October 20 IRS: 8:30 a.m. - 12:00 Noon DFA: 12:30 p.m. - 4:30 p.m.

Register now www.arcpa.org

## What Areas Can Add to Your Firm's Profitability?

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It's free for you and anyone in your professional network. So, please feel free to share this article. More the response, better the picture.

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**Tuesday: Culture and Heritage** 

"Antiques Roadshow"

"The Great British Baking Show"

Royal Myths & Secrets" "Secrets of the Six Wives"

**Thursday:** Get Outside, Explore

"Nature"

"Native America"

"Wonders of Mexico"

"Exploring Arkansas"

**Friday: Science** 

"NOVA"

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Subscribers to YouTube TV have dedicated live channels for Arkansas PBS and PBS KIDS, as well as on-demand programming.



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Mentoring empowers Emerging CPAs and students to contribute to the profession faster and more effectively. One of the most important issues facing CPA firms is finding and retaining qualified staff.

Whether it's finding the potential leader in yourself or someone else, this is a call to action to be a part of the solution in any way you can. Take a moment to picture your own organization. How many people are going to retire within the next 20 years? 10 years? 5 years? Are you ready? Who is left that is qualified and trusted to fill those positions?

We need leaders like you who can recognize the challenges and involve everyone in creating recruitment, retention, and professional development. We need leaders who understand change and are capable of implementing new strategies to guide the team through tumultuous times leaders who are focused on future issues now in order to make sure that we're in

good shape for tomorrow. It is our responsibility to identify and develop our accounting students & Emerging CPAs into becoming the next leaders in our organizations, communities, and the CPA Profession.

The Arkansas Society of CPAs has a Mentoring Program for future leaders of the Profession. The program cannot be effective without you, the seasoned professional. Please consider serving as a mentor or experienced advisor to an Emerging CPA, student, or exam candidate. Please contact Marsha Moffitt at the ARCPA by phone (501-664-8739) or email <u>mmoffitt@arcpa.org.</u>

#### **Thank you for your interest in the ARCPA Mentoring Program.** Please feel free to contact the Society with any additional questions.

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# **ARCPA DAY OF SERVICE** FRIDAY, NOVEMBER 12, 2021 Join us as we give back to our communities!

Join with ARCPA and the rest of your profession on Friday, November 12, and make a difference! You can choose ANY volunteer activity you want! Some ideas include helping out at an animal shelter, assembling care packages for deployed troops, or cleaning up a neighborhood park. The volunteer options are endless. For a list of possible volunteer opportunities, please contact Robin Harris, rharris@arcpa.org.



# HOW IT WORKS:



- 1. Choose an organization to volunteer for and contact them directly to make arrangements for you or your group to volunteer on November 12th.
- 2. Register your volunteer activity plans with us.
- 3. Receive a FREE ARCPA Day of Service t-shirt upon registering! Tshirts are free to ARCPA members while supplies last, and can be purchased by non-members at a nominal fee.
- 4. On November 12th, wear your t-shirt and be sure to take photos of your activity and send them to us; or share them on social media using **#ARCPAvolunteer**, or **#ARCPADayofService** so we can showcase your volunteerism on our website and Facebook page.

ARCPA members will receive a FREE t-shirt when signing up by October 1st or while supplies last. Non-members may purchase a shirt for \$10 each, if ordered by October 1st or while supplies last, by calling Robin Harris at (501) 664-8739 to order.

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## Rapid change, uncertainty to remain hallmarks of profession, say AICPA leaders

By Danielle Lee, Managing Editor for Accounting Today



The key tactic for CPA firms moving forward, and what successfully guided many of them through the pandemic, is strategic prioritization, according to a panel of American Institute of CPAs and CPA.com leaders who led the keynote session on July 28, 2021, at the 2021 AICPA Engage conference.

The conference was hosted in Las Vegas and virtually July 27-29. AICPA chair and panelist Bill Pirolli shared a story of speaking with a firm leader this past year who was overwhelmed with her workload. "It was difficult there in that critical period — everything we were doing was critical to clients."

He advised her to prioritize — focus on Paycheck Protection Program loans and other pandemic-related advisory work over tax returns because "if you miss a PPP or RIF opportunity, that money is gone forever."

The same advice went for accounting firms internally, as the pandemic challenged the profession just as much as any other, but all the keynote speakers agreed that accountants not only rose to that challenge but even thrived during the crisis.

"When I say we were ready, that's a statement for the entire profession," said AICPA CEO Barry Melancon in the session's opening comments. "The profession, what we've been through — I want to take a moment to pause and think of the incredible impact the men and women in our profession have had during the most incredible time in any of our lifetimes." Melancon's fellow panelists, including CPA.com president and CEO Erik Asgeirsson, echoed his sentiment. "What a defining moment this past year has been," said Asgeirsson. "We look on this now, the lessons learned there were a lot of lessons learned this past year."

The keynote speakers outlined those takeaways and also offered their own priority list of the issues and trends accountants must address today and into the future.

#### **REGULATORY UNCERTAINTY**

First, Melancon addressed the legislative uncertainty of a new administration and the continued impact of COVID-19.

"You're seeing a lot in the news about infrastructure and tax increases, and clients want answers," he said. "Anyone who professes to give exact answers on that is not really paying attention."

Despite the confusion, Melancon offered a few predictions, explaining that three pieces of legislation will determine the future tax landscape: the infrastructure bill, for which a deal was reached at roughly the same time Melancon was making his remarks, budget resolution and budget reconciliation.

Relatedly, "the likelihood of tax legislation coming through is still relatively high, but not high in the short term," he continued, adding that he expected a tax bill closer to the end of the year, and based on that timeframe, it would be less likely to include retroactivity.

## Rapid change, uncertainty to remain hallmarks of profession, say

## AICPA leaders (continued)

By Danielle Lee, Managing Editor for Accounting Today

The AICPA is also pushing for the Internal Revenue Service to institute a penalty relief system as one of a series of proposals it has in Washington, and which could solve one of the myriad problems Melancon outlined as currently facing the service. The AICPA has long advocated for a practitioner services division. While the IRS hasn't resisted that proposal, Melancon noted a lack of funding, which has contributed to its "backlog of problems." In his estimation, these issues have "gotten to a crisis point."

He urged the audience to keep reaching out to their representatives in Congress to share their stories in hope of getting the necessary funding to fix these technical issues.

Additionally, Melancon explained that integrated reporting will become more prominent in the U.S., with finance reports part of a larger environmental, social and governance analysis. He advised the audience to follow the outcome of talks during the United Nations COP26 climate change summit in Glasgow in November for some of the guidance the U.S. will likely follow in the near future.

"Finally, we'll see a much different regulatory environment," he predicted. "The PCAOB is much more aggressive about enforcement of regulations. The attitude, the criticism of the profession, will be much different in the next four years in Washington compared to the last four years."

Influencing the profession's reputation is what is happening overseas, explained Sue Coffey, CEO of public accounting at the Association of International Certified Professional Accountants, who explained complexity will remain a top issue for businesses: "And that's where we come in. Throw in a global environment, and that's creating more complexity — everything is interconnected. I'm reminded of some monitoring we're doing in the U.K. and EU with some Enron-like business failures. The impact of audit reform in Europe is cascading to here. We are in for a couple of challenging years. The good news is clients expect us to sort through all that complexity, which is what we're really good at."

#### A NEW TALENT SEARCH

Pirolli referenced the AICPA's CPA Horizons 2025 report, launched in 2010 to look ahead at what the profession would look like in 2025, though in his estimation, "I think we got there two years ago." In it, "the core purpose listed was making sense of a changing and complex world. I don't think anyone does that better than a CPA. It's what we've been doing [and during the pandemic] we deepened our client relationships."

While the panelists repeatedly applauded the work of accountants over the past year, a hurdle remains in communicating this good work with the rest of the world — and most urgently, future prospective accountants.

Melancon shared data that effectively shows the current U.S. economy at full employment, but "people are leaving jobs at huge rates we've never seen before, for many reasons — and not just at your firm."

Influencing this talent shortage is the fact that the starting salaries for accountants have declined, while the entrylevel pay for other business degrees have surpassed them. In the long run, Melancon explained, accountants will make more money, but that lower initial pay offer is repelling good CPA candidates. In the two years prior to COVID, he explained, hiring from college campuses was down 31%. "The total hiring didn't decline, but different skill sets were hired, not accounting graduates."

To help wage this war for talent, the AICPA is focusing on a younger demographic.

"There is a shift of attention to high schools," Melancon shared. "The decisions of careers for this generation is much earlier than other generations. We are working with state societies for effective programs for every state. We need to be in every high school in the future."

Additionally, the AICPA continued to add to its CPA Evolution initiative, a joint effort with the National Association of State Boards of Accountancy to transform the CPA licensure model to recognize the new skill sets required of accountants.

Relatedly, Coffey announced the plan to launch the new CPA Exam in early 2024. The new exam will better align with the new "T-shaped" model of the accounting professional, which requires a wide skill set and deep knowledge and technological expertise.

Beyond attracting people to the profession, the panelists agreed the pandemic taught many firms how to better retain their people, by encouraging empathy.

## Rapid change, uncertainty to remain hallmarks of profession, say

### **AICPA leaders** (continued) By Danielle Lee, Managing Editor for Accounting Today

"In a matter of hours, we were all sent home," Coffey said of March 2020. "We had to care for sick and elderly parents, and for children. We had to become teachers and had to have empathy for coworkers. We are a relationship profession. Managing that is different remotely."

#### RAPID CHANGE

Helping in that transition was the technology many firms already had in place, and the stragglers in technology adoption were forced to implement.

"COVID propelled the profession forward in adoption by five to 10 years," Coffey explained. "Those in the cloud in the beginning fared better in the pandemic. It allowed them the ability to quickly collaborate with clients. The pandemic really did set us up really well for the future technology with even more of a significant impact — artificial intelligence and machine learning. You cannot think of technology as a cost, but as a strategic investment."

All panelists agreed the profession has come a long way in technological savvy, but there is still ground to gain.

"I can't think of an opportunity or challenge in the future that won't include technology," Pirolli commented. "But to Sue's point, you need a plan."

The plan for many firms in recent years has been embracing client accounting services, as Asgeirsson shared that the median growth rate for CAS practices is 20%, setting "the stage for so much opportunity." Additionally, he predicted that related fractional CFO services will become another hot service area for firms.

Asgeirsson and Coffey also mentioned that the Dynamic Audit Solution they have been working on in partnership with CaseWare International is nearing launch. The datadriven, technology-enabled audit solution is expected to be offered in a beta version to a handful of firms this fall, with the larger commercial product's anticipated release to come after next year's busy season.

#### New models

Accountants relied on their business ecosystem during the crisis as they were forced to advise their clients in new ways and areas, and they should expect to keep leveraging that network, said Asgeirsson. "The ecosystem is a competitive advantage," he explained. "There is a lot of give and take, and over the past year was a lot of give and take."

Firms should also look to businesses in this ecosystem for inspiration to better refine their own business models, and to offer that advice as a service to their clients, said Melancon. "Most small and medium-sized enterprises sat down and said, what, truly, is my business model. Corporations do this, and it's an area where we have the opportunity to step in."



AICPA president and CEO Barry Melancon speaking at Engage 2021

Additionally, Melancon reported more firms are experimenting with new pricing models, including the subscription-based pricing popular in other industries.

These trends are among many for accounting firms to consider, and just a few of the myriad presented during the Engage keynote. That made the advice for accounting leaders to strategically prioritize their goals even more essential — especially given all the changes the panel expects to continue rippling through the profession.

"We are now in a world reimagined, a world forever different from the profession prior to COVID," Melancon said. "You've heard me say we won't recognize the profession in five years... The change is going to be phenomenal going forward."

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