

The AIR HANDLER

The official Newsletter of:



June 2018

OFFICERS 2018

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513-641-4700

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513-271-2665

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859-431-4040

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513-769-0871

Chris Tucker
Zimmer Heating & Cooling
513-521-9893



Summer Social Outing FC Cincinnati Game

Saturday, June 16th
7:30 pm Game Time - Nippert Stadium

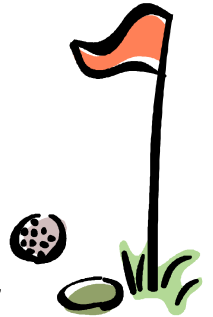
ACC GC ANNUAL GOLF OUTING

THURSDAY, AUGUST 23rd
10:00 am Shotgun

Aston Oaks Golf Club

Registration enclosed

*Associates will start to be contacted for games
on the course and Hole Sponsorships before
the end of June.*



ACCO Scholarships

ACCO Memorial Scholarship funds help Ohio residents pursuing a career in the HVACR industry through trade/vocational schools or college programs designed with educational programs to benefit the HVACR industry. Applicants must be sponsored by an ACCO member.

<http://accOhio.org/knowledge-center/scholarships/>

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- Leveraging the New Flat 21% Tax Bracket for C-Corporations (Article from Federated Insurance)
- Quote of the Month

The Back Page lists **Money Saving \$\$\$\$** benefits of belonging to ACCO.

**The Association is looking for Ideas
for the Fall Membership Meetings!!!**

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www.accgc.org

2018 CALENDAR OF EVENTS		Quote of the month: <i>“A great manager has a knack for making ballplayers think they are better than they think they are. He forces you to have a good opinion of yourself. He lets you know he believes in you. He makes you get more out of yourself. And once you learn how good you really are, you never settle for playing anything less than your very best.”</i> - Reggie Jackson
JUNE 16	FC CINCINNATI 7:30 Game Time Nippert Stadium	
AUG 23	ANNUAL GOLF OUTING Aston Oaks Golf Club 10:00 am Shotgun	

Leveraging the New Flat 21% Tax Bracket for C-Corporations

IT'S YOUR LIFE . . .

Tax rates for C-Corporations are at an all-time low. Since the tax tide frequently changes, now might be a good opportunity to take advantage of these lower tax rates before they go back up.

Previously, C-Corporations were taxed at up to 39% (federal). Some C-Corporations may have moved this higher taxed income into lower individual tax brackets by increasing the owners' salaries, paying bonuses and paying higher rent on personally owned business real estate.

Now, the C-Corporation is in a 21% bracket no matter how much income it generates. The employee/shareholders, however, could be in a personal federal tax bracket as high as 40.8%. A bonus could lead to higher overall tax.

Cross-Purchase Funding

Life insurance funding for a cross-purchase buy-sell agreement has traditionally been done with bonuses paid to the shareholders. This may no longer be advised. In addition to higher individual tax rates, the bonus may be subject to FICA and other employment taxes that both the business and employee must pay.

Consider a dividend instead of the bonus. While a dividend is not tax deductible to the business, the shareholder is taxed at between 0% and 20% (depending on other income), rather than at his or her marginal tax rate. Additionally, there are no FICA or other payroll taxes on dividends. The dividend's "double taxation" (once at the corporate level and again at the shareholder level) maybe less than the taxation of a bonus.

Accumulated Earning Tax

Businesses have tended to accumulate earnings inside the company in an effort to avoid the double taxation of a dividend to the shareholders. Now might be the time to pay out some of the accumulated earnings while corporate tax rates are low and dividends are taxed at a favorable rate.

Split Dollar Life Insurance

If a C-Corporation shareholder needs personal life insurance, consider an endorsement split dollar arrangement. Premiums on a company-owned policy are paid with corporate after-tax (21%) dollars and the cash accumulation in these policies can be used to fund a non-qualified retirement plan or other benefit plan for the owners. The plan can also provide some or all of the death benefit to the owner's beneficiary income tax free.

Recent changes in the tax law bring a wide range of both questions and opportunities for business owners. Talk to your attorney and/or CPA for information about how the new corporate tax rate might impact you and your business based on your individual situation.

* All products and services may not be available in all states

This article is for general information and risk prevention recommendations only and should not be considered legal, coverage, financial, tax, or medical advice. The information may be subject to regulations and restrictions in your state. There is no guarantee following these recommendations will help reduce or eliminate losses. The information is accurate as of its publication date and is subject to change. Qualified counsel should be sought regarding questions specific to your circumstances. © 2018 Federated Mutual Insurance Company. All rights reserved.



ACCO Member Minute

**No Report for
Local Only Members**

SUPPORT OUR ASSOCIATE MEMBERS

PLATINUM

COMMERCIAL SPECIALISTS

RANDY GRIMME
Ph: 513-921-2724

CORKEN STEEL PRODUCTS

ANDY RONNEBAUM
Ph: 859-291-4664

FEDERATED INSURANCE

BRENT THOMAS -West
Ph: 423-518-9109
CALEB EASTHAM- Middle
Ph: 513-316-5735
JIM JACQUOT - East
Ph: 513-814-1522

HABEGGER CORPORATION

CARLEY JAMIE
Ph: 513-612-4700

JOHNSTONE SUPPLY

MIKE GRIMME
Ph: 513-772-2665

LENNOX INDUSTRIES INC

SEAN KARDUX
Ph: 513-668-5462

SAFETY PROFESSIONALS

RON GILBERT
Ph: 330-677-4433

TRANE

ELIZABETH LACKMAN
Ph: 859-468-0661

BRONZE

ANDREW BUCHER & CO. INC.

ANDY BUCHER, CPA
Ph: 513-347-3600

BUCHER SERVICES GEOHERMAL DRILLING

BOB BOWMAN
Ph: 513-616-1582

CARR SUPPLY

RYAN KLATT / BRIAN SNELLING
Ph: 513-539-8421

CONTROLS & SHEET METAL

RICK SCHAIBLE
Ph: 513-721-3610

RAPID RECOVERY

KELLY WOODRUM
Ph: 513-478-0016

HI TECH DUCT CLEANING INC.

STEPHEN WLADYSH
Ph: 513-737-3200

PROGRESS SUPPLY INC.

STEVE WILSON
Ph: 513-681-3881

R.E. MICHEL CO. INC.

MARK SUCHER
Ph: 513-541-2444

RACO INDUSTRIES

DON MECH
Ph: 513-984-2101

ROBERTSON HEATING SUPPLY

JEFF WERNER
Ph: 513-563-2000

TRENT'S TIN SHOP

LISA TRENT
Ph: 513-481-0250

2-J SUPPLY CO

JENNY WILK
Ph: 513-541-7000

WEBER-HUFF INC.

BILL HOLLYDAY
Ph: 513-847-1911

WINSTEL CONTROLS

DAN JURKOWITZ
Ph: 513-251-4343

Benefits from ACC Ohio: cost \$235 /year

- Speedway - \$.05 a gallon discount no matter how much you use.
- Frank Gates – Worker's Comp Group Rating (up to the maximum allowable discount by the BWC – 51%)
- Verizon Wireless / Office Depot / Sutton Leasing
- Amerisearch Background Alliance
- Federated Insurance – Property, Auto, Liability, etc.
- Central Messaging – Answering Service
- FREE Safety Lessons
- Bond Program
- NCS Plus – Accounts Receivable Management Firm

Questions on any of these benefits, contact Rocco Fana @ 800-353-2226



ANNUAL GOLF OUTING

THURSDAY, AUGUST 23, 2018

ASTON OAKS GOLF CLUB

1 Aston Oaks Drive, North Bend, Ohio 45052
513-467-0070

Sign-In Begins @ 9:15 a.m.
Shot Gun Start @ 10:00 a.m.
Scramble Format

Includes: Golf Cart, Green Fees, Lunch, Drinks,
Dinner, Games, Hole-in-One Contests,
FUN & Door Prizes



\$110 per Player or \$440 per Foursome

Deadline for registration: Wednesday, August 15th

ACC Greater Cincinnati Annual Golf Outing Registration

Company: _____

Contact Person: _____

Phone # _____ Fax # _____

Players:

1) _____ 2) _____

3) _____ 4) _____

____ Would like to make a donation toward ACCO Scholarship Fund \$ _____

Please mail registration along with your check made payable to: **ACC Greater Cincinnati**
11020 Southland Road
Cincinnati, Ohio 45240