

RV Dealer Planning Checklist

Ten checks for your dealership

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Work through these across the year, not in April.
Which side of the boundary is it on?

- ☐ **1 Units held as inventory**
No capital cost allowance, ever.
- ☐ **2 Unit cost built properly**
Freight, prep and reconditioning included.
- ☐ **3 Ageing stock reviewed**
Relief comes through valuation.
- ☐ **4 No LIFO**
Use specific identification per unit.
- ☐ **5 Floor plan interest allocated**
By unit, to show real carrying cost.
- ☐ **6 Demonstrator policy written**
Logged, and the benefit calculated.
- ☐ **7 Trade-in rule applied**
Tax on the net for non-registrants.
- ☐ **8 Other provinces taxed**
Domestic supply, not an export.
- ☐ **9 Back end classified**
Agent or principal, from the agreement.
- ☐ **10 In-house warranty deferred**
Across the coverage term, not on delivery.

PRO TIP

A unit on the lot is inventory.
Nothing on the lot is depreciating.

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