A word from our Chair...

As the tax year comes to a close, Chair Cindy Bryan, has some helpful pointers.

**Year-end tax planning information**

As the end of the year approaches, it is a good time to think of planning moves that will help lower your tax bill for this year and possibly the next.

Year-end planning for 2018 takes place against the backdrop of a new tax law – the Tax Cuts and Jobs Act – making major changes in tax rules for individuals and businesses. There are new, lower income tax rates for individuals, as well as a substantially increased standard deduction, severely limited itemized deductions and no personal exemptions, an increased child tax credit, and a watered-down alternative minimum tax (AMT), among many other changes. For businesses, the corporate tax rate is cut to 21%, the corporate AMT is gone, there are new limits on business interest deductions, and significantly liberalized expensing and depreciation rules. And there’s a new deduction for non-corporate taxpayers with qualified business income from pass-through entities.

Here is just a sample of actions based on current tax rules that may help you save tax dollars if you act before year-end. While not all actions will apply in your particular situation, you or a family member may benefit from many of them. Make an appointment, or come by the offices of Carr, Riggs, & Ingram, LLC (CRI), and we can narrow down the specific actions that you can take and tailor a plan specific to you. Please review the following samples and contact us at your earliest convenience:

**Year-End Tax Planning Moves for Individuals**

Higher-income earners must be wary of the 3.8% surtax on certain unearned income; the lesser of (1) net investment income (NII), or (2) the excess of modified adjusted gross income (MAGI) over a threshold amount ($250,000 for joint filers or surviving spouses, $125,000 for a married
individual filing a separate return, and $200,000 in any other case). Your approach to minimizing or eliminating the surtax will depend on estimated MAGI and NII for the year. Some should consider ways to minimize additional NII for the balance of the year, others should try to reduce MAGI other than NII, and others should consider ways to minimize both NII and other types of MAGI.

Postpone income until 2019 and accelerate deductions into 2018 if doing so will enable you to claim larger deductions, credits, and other tax breaks for 2018 that are phased out over varying levels of adjusted gross income (AGI). These include deductible IRA contributions, child tax credits, higher education tax credits, and deductions for student loan interest. Postponing income also is desirable for those taxpayers who anticipate being in a lower tax bracket next year due to changed financial circumstances. Note, however, that in some cases, it may pay to actually accelerate income into 2018. For example, that may be the case where a person will have a more favorable filing status this year than next (e.g., head of household versus individual filing status), or expects to be in a higher tax bracket next year.

It may be advantageous to try to arrange with your employer to defer, until early 2019, a bonus that may be coming your way. This could cut as well as defer your tax. Consider using a credit card to pay deductible expenses before the end of the year. Doing so will increase your 2018 deductions even if you don’t pay your credit card bill until after the end of the year.

If you expect to owe state and local income taxes when you file your return next year and you will be itemizing in 2018, consider asking your employer to increase withholding of state and local taxes (or pay estimated tax payments of state and local taxes) before year-end to pull the deduction of those taxes into 2018. But remember that state and local tax deductions are limited to $10,000 per year, so this strategy is not a good one if to the extent it causes your 2018 state and local tax payments to exceed $10,000.

Consider increasing the amount you set aside for next year in your employer’s health flexible spending account (FSA) if you set aside too little for this year.

If you become eligible in December of 2018 to make health savings account (HSA) contributions, you can make a full year’s worth of deductible HSA contributions for 2018.

**Year-End Tax-Planning Moves for Businesses & Business Owners**

...Taxpayers may be able to achieve significant savings by deferring income or accelerating deductions so as to come under the dollar thresholds (or be subject to a smaller phaseout of the deduction) for 2018. Depending on their business model, taxpayers also may be able increase the new deduction by increasing W-2 wages before year-end. The rules are quite complex, so don’t make a move in this area without consulting your tax adviser.

More "small businesses" are able to use the cash (as opposed to accrual) method of accounting in 2018 and later years than were allowed to do so in earlier years. To qualify as a “small business” a taxpayer must, among other things, satisfy a gross receipts test. Effective for tax years beginning after Dec. 31, 2017, the gross-receipts test is satisfied if, during a three-year testing period, average annual gross receipts don’t exceed $25 million (the dollar amount used to be $5 million).

Cash method taxpayers may find it a lot easier to shift income, for example by holding off billings till next year or by accelerating expenses, for example, paying bills early or by making certain prepayments.

Businesses also can claim a 100% bonus first year depreciation deduction for machinery and equipment—bought used (with some exceptions) or new—if purchased and placed in service this year. The 100% writeoff is permitted without any proration based on the length of time that an asset is in service during the tax year. As a result, the 100% bonus first-year writeoff is available even if qualifying assets are in service for only a few days in 2018.

A small or medium corporation anticipating a small net operating loss (NOL) for 2018 (and substantial net income in 2019) may find it worthwhile to accelerate just enough of its 2019 income (or to defer just enough of its 2018 deductions) to create a small amount of net income for 2018. This will permit the corporation to base its 2019 estimated tax installments on the relatively small amount of income shown on its 2018 return, rather than having to pay
estimated taxes based on 100% of its much larger 2019 taxable income.
To reduce 2018 taxable income, consider deferring a debt-cancellation event until 2019.
To reduce 2018 taxable income, consider disposing of a passive activity in 2018 if doing so will allow you to deduct suspended passive activity losses.
Many other year-end steps can help save taxes. Give us a chance to tailor a particular plan that will work best for you.

VISIT OUR WEBSITE

Chamber Events

The Hobbs Holiday Tournament is just around the corner. We will be celebrating our 60th Eagles’ Tournament and 2nd Lady Eagle’s tournament. Thank you to Tate Branch for being our Hobbs Chamber of Commerce’s Tournament Underwriter.

Visiting teams bringing both boys’ and girls’ teams are Hirschi Wichita Falls, Canutillo, and Lawton; boys’ teams include El Paso Andress, Albuquerque, Cleveland, and Shiprock; our ladies’ teams include El Paso Bel Air, Roswell, Aztec, and Kirtland Central.
There will be a special appearance from the 2003 State Champion Hobbs Lady Eagles on Saturday night!

The Hobbs Chamber staff will be contacting those members who have advertised in the past to secure your spot in the program. There is limited advertising space, but if a member hasn’t advertised in the past and is interested, please contact Kalee at the chamber office.
Please see form below.
Hobbs Holiday Tournament

December 27-29

Select the ways in which you want to participate and return your completed form right away.
Thank you for helping us make this tournament the success it's been for many years!

**Tournament Underwriter - $2,500**  ![SOLD!]

Inside front cover full-page ad, gymnasium banner, radio- and print-advertising acknowledgment, game-announcement recognition and other considerations.

**SPONSORSHIPS**

- **Diamond (TEAM) Sponsor**  NO FEE!
- **Platinum**  $250
- **Gold**  $125
- **Bronze**  $50

*A DIAMOND sponsor also greets the sponsored team, provides the team with at least one meal and snacks, and should attend the team’s games.

**ADVERTISING**

**CHOOSE AMONG THESE GREAT VALUES — SAME PRICES SINCE 2011!**

- **SOLD**  Outside Back Cover (first-come, first-served)  $750
- **SOLD**  Inside Back Cover (first-come, first-served)  $400
- **Full page (7.5” x 10”)**  $275
- **Half-page (7.5” x 5”)**  $200
- **Quarter-page (3.75” x 5”)**  $150
- **ADD COLOR (Ads are otherwise grayscale)**  $150

**PLEASE REMIT PAYMENT BEFORE PRINTING**

Business Name ___________________________________________

Primary Contact ___________________________________________

Phone ___________________ Email ________________________
Weekend Hunger Initiative
Ribbon Cutting & Open House

Tuesday, December 4, 2018
4:00 PM
223 West Taos
Hobbs, New Mexico

Donations of 7.5 OZ Chef Boyardee beef ravioli are welcome!

Refreshments - Door Prizes - Tour
Monthly Report Links

October New Business List
October 2018 Monthly Report
2018 January - October Year Report
October 2018 Permit Type Report

Member Events
CASA of Lea County has teamed up with the premier exhibition basketball team, Flight Squad, for our new fall fundraiser.

Hustle & Heart vs. Flight Squad

Flight Squad team consists of former professional athletes and Division 1 players who have played in the U.S. or overseas. Heart & Hustle team consists of local basketball talent including our very own basketball star: Adrienne Ross.

Join us for a night of high energy, slam dunks, and lots of family fun.

Tasker Arena | November 09, 2018 | 7 PM
Tickets: $10 adults $5 children
The Hobbs Jaycees Christmas Parade
Saturday December 1, 2018
10AM
Prize Money for 1st, 2nd, and 3rd place.
To Register Contact Nicole S. Infante
nicoleinfante20@yahoo.com
575.942.1580
Want to see your business events featured here? Let us know! We want to help you grow.

info@hobbschamber.org

On-going Members
Thank you to our loyal members for their continued support of the Hobbs Chamber by renewing their memberships!

Member, Join Date
Bobby Shaw Realty - George Stanley Associate Broker, 2011
Community Maintenance, LLC, 2017
Cowboy Junction Church, 2015
Divine Energy Services, 2017
Hilton Garden Inn Hobbs, 2013
Intrepid Potash of New Mexico, LLC, 2015
Jefferson Street Church of Christ, 2015
Richards Energy Compression, LLC, 2014
Shoe Choo Train, 2017
Souder, Miller & Associates, 2014
St. Helena Catholic Church, 2015
Stout & Stout Lawyers, 2016
Superior Printing Services, Inc., 2017
Tate Branch Trailer Sales, 2015
The Quilting Gypsy, 2016
United Realty, LLC, 2015
New Members
Barnhart Bolt & Special Fasteners Inc.
Hobbs First Church of the Nazarene
Aka To Kuro Martial Arts School
Long John Silvers/A&W
M&S Production, LLC
Faith In Action, Inc.

Shine the spotlight on your employees, here!
Email 'Employee Spotlight' to, info@hobbschamber.org.

Lea Regional Medical Center
Lea Regional Medical Center is pleased to announce the October 2018 Employee of the Month, Barbara Bistram!
Medical Technologist Barbara Bistram earns this honor for her demonstration of commitment to standards of safety. Barbara has been a valued employee of LRMC since 2007.
Congratulations, Barbara! Thank you for your 11 plus years of service.
Pettigrew & Associates

Congrats to Evan Witkowski for winning our 3rd Quarter 2018 Employee of the Quarter! Evan has a new role (sorta new) as a Crew Chief in our Survey Department! He has taken on his new responsibilities without breaking stride. Here are some things his nominators said about him.

“Evan has stepped up when we needed him this last few months and actually gone above and beyond what we have asked of him.”

Congrats to a fabulous member of the Pettigrew Team! You deserve it!

-------------------

Faith In Action, Inc.

After 20 years of service with Faith In Action, Inc., Ruth Edwards will be retiring mid-November. Ruth started her path of service with FIA as a volunteer. After a year of this service, Founding Member Patsy Cline hired Ruth as an office assistant. Over the twenty years of service, Ruth has helped several thousands of clients with their prescription needs. Ruth also represented FIA as a member of the Hobbs Downtown Lions club, where she served as their eyeglass chair for three years.

Ruth has three grandchildren in the Midland/Odessa area, and she will be relocating to be closer to them.
The board, staff, and clients of Faith In Action, Inc. wish Ruth the best of luck in the next chapter of her life.

Recent Events

On October 25, 2018 we held a Member Mix & Mingle at Drylands Brewing Co. Members in attendance enjoyed a tasting of Drylands craft beers, artisan pizzas and a tour of the brewing process.
On October 24, 2018 Dale Carnegie hosted our Lunch & Learn. Charlie Black of Dale Carnegie discussed tips of how to better hold a conversation with people you do not know and tips on excelling as a leader.
On October 20, 2018 **French Brothers** cut the ribbon on Hobbs' newest neighborhood, Tanglewood Estates. French Brothers plans to build 1,200 + homes in total.

On October 10, 2018 the **City of Hobbs** hosted our final Quarterly Membership Luncheon of 2018. Sam Cobb, Mayor, Toby Spears, Finance Director and Meghan Mooney, Communications Director - gave members in attendance an inside look at the city's budget and upcoming expenditures.

**Keep Us Up-to-Date**

Board of Directors & Staff

Cindy Bryan, Chair
CRI CPAs & Consultants, LLP

Dean Miniacci, Treasurer
Zia Park & Casino

Jayson Kringel, Secretary
Lea County State Bank

Shannon Bush, Past-Chair
Lea Regional Medical Center

Drew Stout, Legal Counsel
Stout & Stout Lawyers

Vann Reeves, Chair-Elect
Tate Branch Auto Group

Elijah Taylor, 1st Vice President
Lea County Septic Tank Service

Chief Manny Gomez, Director
City of Hobbs Fire Department

Scott Windham, Director
Devon Energy Corporation

Josh Grassham, Hobbs Jaycees
Lea County State Bank
2018-2019 Granite Firm Foundation Sponsors
Granite: $10,000

2018-2019 Firm Foundation Sponsors
Marble: $5,000