

THE GREEN REPORT

FALL 2023/WINTER 2024

GREEN  PRIVATE WEALTH

 HARBOURFRONT
WEALTH MANAGEMENT

A semi-annual publication for our clientele that provides the latest information relating to Green Private Wealth, our community and today's markets and trends.

Welcome Fall!

Fallen Leaves
Become Summer's
Wave Goodbye



Presenting Sponsor of the 12th Annual
Gems & Java 2023 Fundraiser

Share the Green Big Brothers Big Sisters Big Night Out



Green Private Wealth is proud to be a platinum sponsor of **BBBS of Oxford County's** primary fundraiser for the year **Big Night Out Charity Ball**, taking place on Saturday, October 21st, 2023. BBBS of Oxford County has been helping children match up with a mentor (Big Brother or Big Sister) in our community for many years. They also run group programs, in-school mentoring and homework clubs.

Inside this Issue

Green Team News

GPW Voted 5-Star Team!

Dave Harris 15 Years

Congratulations Katie Green

>> Page 3

Congratulations Brad & Jackie

GPW Team Day Out

>> Page 5

Share the Green

Gems & Java 2023

>> Page 5

BBBS Play for Kids' Sake

Beginnings Fall Banquet

Woodstock Soccer Club

Woodstock Navy Vets

>> Page 7

Chef's Corner

Smashed Cucumber Salad

Recipe from Chef Rob Bartley

>> Page 8



The Market

Paul's Perspective

Difficult times...

With most experts expecting a slowdown in the economy (or worse) at the beginning of 2023, we continue to be baffled at what has happened once again during the 'COVID years'. We are certainly living in an unpredictable economic environment that has us concerned enough to keep a reduced exposure to stocks. The thinking behind our cash-like holdings, is to buy stocks at much cheaper prices once the markets have had enough selling pressure. Here are a few of the latest issues:

Inflation – the economy continues to stay relatively healthy, labour shortages/full employment and supply disruption continue to keep the Central Banks on high alert and may force additional interest rate hikes.

China – China has long been a growth engine for the global economy and the market was expecting it to emerge from the pandemic, leading demand for goods and services. A recent report from CNN noted that their stock market has officially entered bear market territory, having fallen more than 20%



These concerns increase the probability of global stock market weakness as we look to the fall. With that said, our investment team is watching closely for individual opportunities that may arise.

Pension-style investing reduces risk...

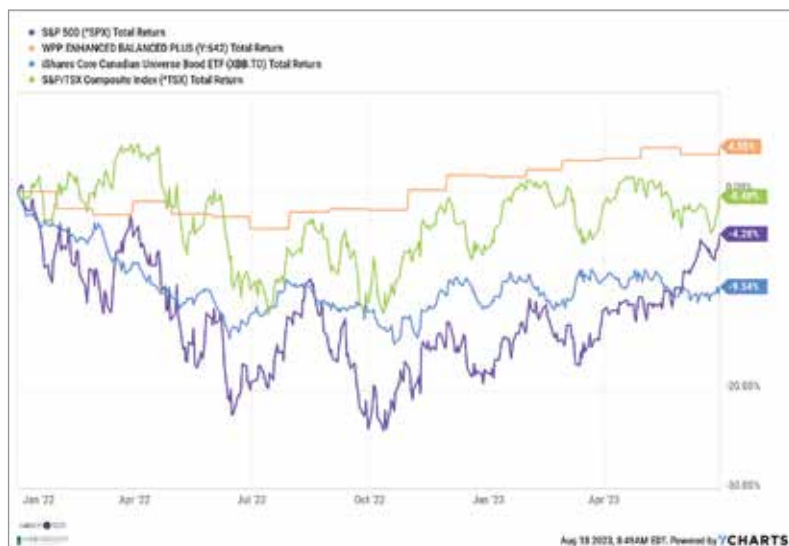
As you can see in the chart left, The Watermark Private Portfolio Enhanced Balanced Plus model – which our portfolios now match – has provided a much smoother ride than the markets over the past year and a half. This is attributable to two important differences:

- 1) tactical management of public securities, and;
- 2) significant allocation to private alternative investments.

You will notice the US and Canadian markets are both lower, with significant volatility over the same period (January 2022 to June 2023) with the bond market performing the worst. It is true that stocks have performed well in 2023 but as stated above, we believe they are going to retreat from the end of June levels heading into the later part of the year.

The silver lining...

As we wait to deploy some money back into stocks, interest rates have increased enough that we are being paid roughly 5% yield on short-term bonds and cash alternatives. Private Credit (Rockridge) and Private Real Estate (Forsyth) continue to benefit from higher interest rates and low supply of rental units in Canada. With approximately 50% of balanced portfolios in these asset classes, we feel you are well positioned to benefit from our pension-style approach to managing your savings.



from the highs in early January 2023. Their slowing economy and growing concerns about real estate and banking problems have major implications to our interconnected/globalized world.

Japan – The Bank of Japan has allowed for slightly higher interest rates in a move that some see as letting the market function 'normally' as opposed to the extremely low rates set almost 30 years ago to today.

Green Team News



GREEN  PRIVATE WEALTH

HARBOURFRONT
WEALTH MANAGEMENT

2023 Wealth Professional Canada 5-Star Advisory Team

We are thrilled to announce that Green Private Wealth – Harbourfront Wealth Management has been recognized as a 2023 Wealth Professional Canada 5-Star Advisory Team! A sincere thank you to our clients for this nomination and award. We consistently hear that our team approach to looking after client needs is a key ingredient in their satisfaction. Thank you to all of our team members for your unwavering commitment to excellence in client service. Congratulations also to the other 57 teams across Canada who achieved this award. We are working together to improve the lives of Canadians.



Green Team News

Congratulations Dave!

Congratulations to Dave Harris on celebrating 15 years with Green Private Wealth and 24 years as financial advisor this year. As a financial planner and portfolio manager, he continually delivers a high level of service to our clients. His skill and experience in the field were recognized by Wealth Professional Magazine in 2022 and 2023, earning him their 5-Star Advisor award. He is active in the industry as a member of the Canadian Association of Farm Advisors (CAFA) and in our community as a member of the Rotary Club of Woodstock and the Oxford Sailing Club.



Green Team News

Katie Green

Our own home-grown Green Teamer Katie Green has started her residency as an Otolaryngologist (ENT specialist) at the Mayo Clinic in Jacksonville, Florida.

In just five short years, she will be done her training!



Longer Lifespans Require Planning for a High Return on Life in Retirement

Kris Dureau
CFP® CIM® CHS® | Investment Advisor

Advancements in healthcare, exercise, diet and quality of living have transformed retirement from the end of one's life into the beginning of an exciting new chapter. But living longer isn't the same as living well. An increased lifespan is going to create some important challenges that retirees need to prepare for as early as possible.

To maximize your 'return on life' in your 70s, 80s and beyond, start making purposeful investments in these three areas.

1. Your physical health

When you're younger, health care and exercise often get squeezed in around working and raising a family. Retirees have the time and resources to make their health a centerpiece of their new schedules. Get into a regular routine with your doctors, even if you're feeling well. Between annual check-ups, don't ignore lingering discomfort or bumps and bruises that are taking too long to heal.

Remember: the best health care is preventative. In addition to seeing your doctors, you can also get in front of health problems by upgrading your diet, exercising regularly, and finding ways to stay active even when you're spending a day at home. Tending your garden or walking to a neighbor's house for tea will do your body more good than another afternoon on the couch. And at the end of the day, unplugging your devices will help you power down, recharge, and start tomorrow with the energy you need to make the most of your day.

2. Your mental health

Some folks forget that the brain is a part of your body that needs exercise as well. Crosswords, word games, sudoku, chess puzzles, and other brain teasers can stimulate your mind and help reduce the risks of cognitive decline, including Alzheimer's.

New experiences can also keep your neurons firing as you age. Leave a little room in your retirement schedule to experiment and explore. Pick up a new hobby or sport that will mix some physical activity with a healthy learning curve. Join clubs or senior groups where you can meet new people. Give back by volunteering, teaching, or mentoring. Start checking off your bucket list travel destinations and expose your mind to the rich wonders and cultures of the wider world. Learn how to play an instrument or how to speak a new language. Read through the great books or try writing one of your own.



Your brain will also appreciate you placing a high priority on spending more time with the people who are most important to you. Regular social interaction reduces the risks of depression and anxiety and improves happiness and sense of purpose. Now that you're retired, take advantage of the extra time you have to be more involved in your loved ones' lives and, in turn, share this exciting new stage of your life with them as well.

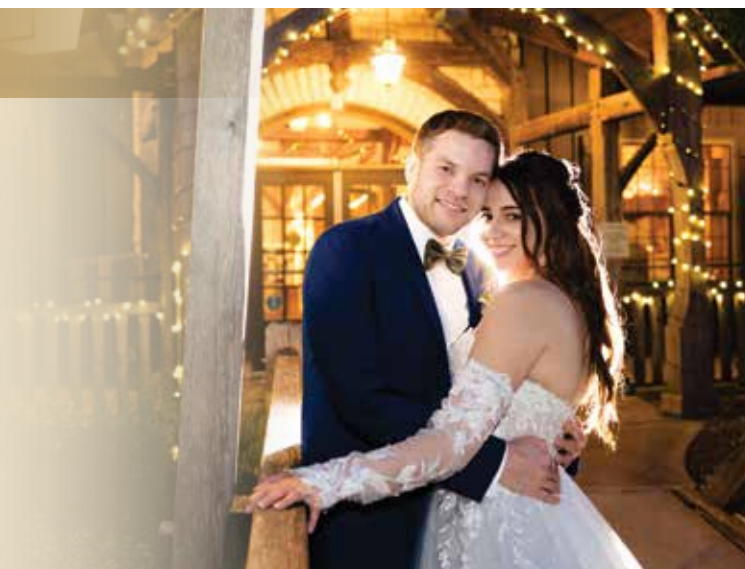
3. Your financial health

Running out of money as you age is a very common fear among retirees. It's also going to be a more and more realistic fear as retirement becomes, potentially, decades longer than in previous generations. A longer life gives you more opportunities for meaningful experiences, but it also means you will have to cover your basic needs longer. Older seniors also face higher risks of immobilizing injuries or degenerative mental diseases. It's important that you find the right financial balance between enjoying yourself while you're still able and having the resources you need to stay safe and comfortable later in retirement.

Our Retirement Coaching tools can help you plan for every stage of your retirement, assess your progress towards key goals, and adjust as your life changes. Get in touch and let's start planning together for a long retirement full of happy, healthy living.

Green Team News

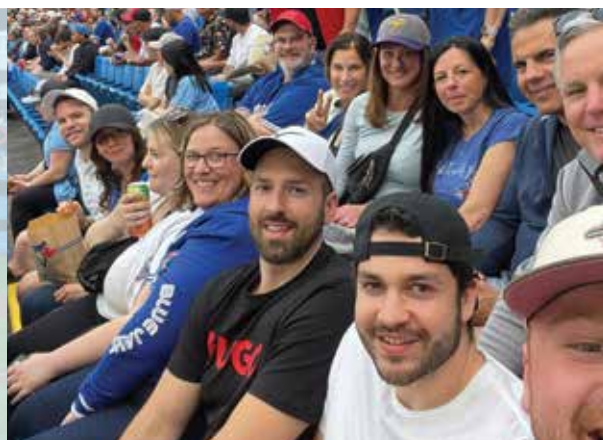
Congratulations Brad and Jackie!



Brad found his perfect match Jackie and they tied the knot on June 16th at Bellamere Winery in London, Ontario. The Green Team came out to celebrate with Brad and Jackie on their special day and we wish them a lifetime of happiness and adventure. The couple is hoping to reschedule their honeymoon to Europe next year to celebrate their big day.

Green Team Day Out

Take me out to the ball game! A great time was had by the team this summer on June 5th at the Toronto Blue Jays game. The Jays played the Astros.



Share the Green

Mothers with a  for Ethiopia

Green Private Wealth was proud to be the presenting sponsor of **Gems & Java 2023**, MWAHFE's largest fundraising event of the year. The sold-out crowd at the South Gate Centre raised a whopping \$62,215! All projects focus on women, children and education through funding culturally sensitive, community-driven programs in Ethiopia. The one-day Gems & Java event provides a significant portion of the annual funding sent to Ethiopia.

If you are interested in learning more about Mothers with a Heart for Ethiopia and the seven projects they fund, please visit motherswithaheartforethiopia.com.





The Importance of Having and Updating a Will

Bradley Winlaw

CFP® | Investment Advisor

A Will is a legal document that states your final wishes for your estate. This includes division of your assets and the care of your dependents. Having your Will completed is a crucial step in having a holistic financial plan. With that being said, an alarming number of Canadians do not have a Will in place. A study in 2019 showed that nearly half of Canadians do not have a Will, and this number increased to 65% for Canadians under the age of 35.

How to create a Will

Creating a Will is a simple and inexpensive exercise all Canadians over the age of 18 should consider. It is especially important for those that have dependents, Real Estate and Non-Registered Investments. You can name a beneficiary directly on your life insurance and registered investments to avoid going through your estate. I recommend you speak with a Lawyer and have your Will drafted by a professional as they will ensure all your wishes are properly documented. Below are the legal requirements to create a Will in Ontario.

- The Will must be created by you, and you must be of sound mind over the age of majority in Ontario (18)
- You must sign the document in the presence of two valid witnesses.
- Your Will must be signed in wet ink and stored as a physical copy.

When meeting with your lawyer, you will be asked to name an executor. This person will be the legal representative to administer your estate as per your wishes in your Will. If you have dependents such as children, you can name a guardian through your Will. Most importantly, you will need to decide who will be the beneficiary(ies) of your estate.

When to update your Will

Our lives are constantly changing, and it is easy to forget about keeping your Will up to date. It's important to review your Will every year to ensure that your wishes for your estate are up to date. If you need to make one or two simple changes such as change your executor, you can have a codicil drafted by a lawyer, which is an amendment to your original Will. If you have more than a couple of changes to make, it may be best to create a new Will with your lawyer.

Another circumstance where your Will should be updated is after getting married, remarried, divorced or having children.

When you first get married is a time when you may now have a dependent and often an estate, which makes it important to have your Will drafted. It is common to forget to update your Will after a divorce or other life change, as these events are often stressful. However, without an update to your Will based on your changing life circumstance, you could be risking your estate going to someone you do not choose. Another instance where it is important to update your Will is when you have children. You may want to include them as secondary beneficiaries and possibly assign them a Guardian. Lastly, I recommend updating your Will when you remarry. Getting remarried will automatically void your old Will and you will want to draft a new Will in order to include your new spouse. I recommend speaking to a lawyer when you remarry, as there are many issues to consider.

Dying without a Will

Dying without a Will is called 'dying intestate' and is a very common problem when it comes to estates. Most people think if you die without a Will that the government is entitled to the estate. This is not true. There are laws to determine what will happen to your estate if you do not have a Will, but it is in your best interest to have one to express your own choices as to what should happen to your assets and estate after death. Typically, a close family member will apply to the courts to be your estate trustee.

If you die intestate, there is a succession line of where your assets will go. If you have a spouse and children, your spouse is entitled to the first \$200,000 of your estate and the remaining amount is split between your spouse and children. If you have no spouse or children, your estate will first go to your parents; if your parents are not alive then it will be divided between your brothers and sisters; if your brothers and sisters are not alive then it will be divided between nieces and nephews.

Final tips

- All assets over \$50,000 in Ontario that pass through the Estate are subject to Estate Administration Tax (Probate) of 1.5%.
- Registered Investment Accounts and Life Insurance can bypass probate if named beneficiaries are in place.
- You should consider reviewing your Will with your professional advisors to ensure that your investment and insurance plans don't contradict the Will.

- Review the Estate Directory portion of your Green Private Wealth Organizer to enter other details or contact us to discuss.

Please contact our office or your lawyer if you have any questions about your Will or need help to get started.

Disclaimer: The views given in this article are not by a lawyer and we recommend you speak with a lawyer before drafting your Will.



Share the Green

Green Private Wealth was proud to be a sponsor of **Big Brothers Big Sisters Play for Kids' Sake 2023** on February 8th, which helped raise \$50,000! This money will go to directly supporting the mentoring programs of BBBS of Oxford County.

Pictured left are Carter Roswell, Brad Winlaw, Gary Armstrong and Dave Harris.

Share the Green

Green Private Wealth is proud to be an event sponsor of the **Beginnings Annual Fall Banquet**. The banquet will take place on Saturday, September 30th, 2023.

Beginnings has been serving Oxford County for over 26 years and has established itself as an integral parenting resource in the community. They work diligently with partner agencies in the community and walk alongside clients providing them with the resources, information and skills they need to be better parents.

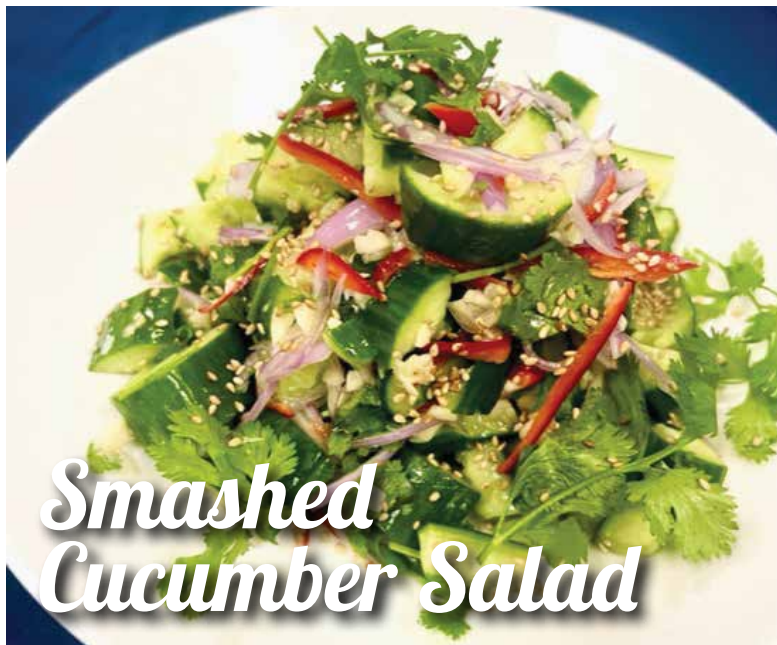
Annual
**FALL
BANQUET**
Farm to table Dinner & Auction

Share the Green

Green Private Wealth is proud to be a sponsor of the **Woodstock Soccer Club**. GPW sponsored both an indoor and outdoor team as well as two children, enabling them to participate in soccer season.

Share the Green

Green Private Wealth is happy to sponsor **Kids' Night** for the **Woodstock Navy Vets Hockey Team**! Kids' Night will take place on December 15, 2023. The Vets will host the Wellesley Applejacks.



Smashed Cucumber Salad



Chef's Corner

with Chef Rob Bartley
Serves 4 people

A fast and refreshing side salad dish that can be eaten all year round. A perfect healthy accompaniment to any type of grilled protein, like fish, shrimp, chicken or steak.



INGREDIENTS:

- 1 English cucumber
- 2 medium shallots
- 2-3 fresh garlic cloves
- 2 limes
- 1 red chili pepper
(or if you prefer not spicy, use a small piece of red pepper)
- 1 cup fresh cilantro leaves and stems
- 1 TB toasted sesame seeds
- Salt to taste

METHOD:

1. Wash and dry the English cucumber. Using a rolling pin, 'smash' it to break it into long broken strips. Now cut it into large bite-size pieces and set aside.
2. Combine in a stainless mixing bowl the following:
 - a. 2 cloves of fresh chopped garlic
 - b. 1 large pinch of salt
 - c. 2 shallots, sliced thin
 - d. 1 red chili pepper, seeds removed and sliced thin
 - e. juice of 1.5 limes
3. Let the above mixture marinate for 5 minutes to soften the bite of the raw garlic.
4. Add the smashed cucumber to the above mixture.
5. Softly chop the cilantro into large lengths (about 1 inch long).
6. Toss the salad well and check the seasoning, adding more salt if needed.
7. Arrange into a serving bowl and garnish with the toasted sesame seeds.
8. Serve as a side dish to grilled fish, chicken, shrimp or steak.

Harbourfront Wealth Management Inc. is a member of the Canadian Investor Protection Fund and the Investment Regulatory Organization of Canada. Insurance products are provided through Harbourfront Estate Planning Services Inc. Registered trademark of Harbourfront Wealth Management Inc. Harbourfront Wealth Management Inc. and Harbourfront Estate Planning Services Inc. do not provide income tax preparation services nor do they supervise or review other persons who may provide such services. Consult your personal tax and legal advisor before investing. Green Private Wealth is a personal trade name of Paul Green.

SIA Wealth Management Inc. (SIAWM) specifically represents that it does not give investment advice or advocate the purchase or sale of any security or investment whatsoever. This information has been prepared without regard to any particular investor's investment objectives, financial situation, and needs. None of the information contained in this document constitutes an offer to sell or the solicitation of an offer to buy any security or other investment or an offer to provide investment services of any kind. As such, Advisors and their clients should not act on any recommendation (express or implied) or information in this report without obtaining specific advice in relation to their accounts and should not rely on information herein as the primary basis for their investment decisions. Information contained herein is based on data obtained from recognized statistical services, issuer reports or communications, or other sources, believed to be reliable. SIA Wealth Management Inc. nor its third party content providers make any representations or warranties or take any responsibility as to the accuracy or completeness of any recommendation or information contained herein and shall not be liable for any errors, inaccuracies or delays in content, or for any actions taken in reliance thereon. Any statements nonfactual in nature constitute only current opinions, which are subject to change without notice.

Past or historical performance may not be repeated and does not guarantee nor represent or predict in any manner whatsoever future results and returns. Investment returns and principal value will fluctuate, so that investors' shares or interests, when sold, may be worth more or less than their original cost. Investing in any investment process, does not guarantee that an investor will make money, avoid losing capital, or indicate that the investment is risk-free. There are no absolute guarantees in investing so when reviewing any performance information and/or data of any kind whatsoever on the SIA Wealth Management Inc. website, email content, or other materials, you specifically warrant, represent, acknowledge and confirm that you have not used, and/or will not use, such information to make investment decisions. Investors must consult with their financial advisor prior to making any investment decisions.