

COST's 40th ANNUAL MEETING
October 20 – 23, 2009
Las Vegas, Nevada
Final Agenda

Please note that all attendees are welcome to attend any session except for the Audit Sessions. These sessions, as always, are open to COST industry member professionals only.

TUESDAY, OCTOBER 20th		
2:00 – 5:30 p.m. Palermo Room	COST Board of Directors Meeting	
6:00 – 8:00 p.m. Milano Foyer	Registration	
6:00 – 8:00 p.m. Milano 4/8	Welcome Reception – Sponsored by <i>DuCharme, McMillen & Associates*</i> and <i>Grant Thornton*</i>	
WEDNESDAY, OCTOBER 21st		
7:30 – 5:00 p.m. Milano Foyer	Registration	
7:30 – 8:30 a.m. Milano Foyer	Continental Breakfast & Networking	
8:30 – 9:00 a.m. Milano 3/7	Welcome & Opening Remarks – Election of New Directors Speakers: Douglas Lindholm, COST President & Executive Director, Washington, DC John Pydyszewski, COST In-Coming Chair, Johnson & Johnson, New Brunswick, NJ Charles Drury, COST Programs Director, Washington, DC	
9:00 – 10:00 a.m. Milano 3/7	The Distressed & Changing Economy – A National Perspective on Implications for the States and Business Taxpayers Speaker: Mark McMullen, Moody's Economy.com, West Chester, PA	
10:00 – 10:15 a.m.	Refreshment Break & Networking	
10:15 – 10:55 a.m.	Positioning Your Company for the Anticipated Recovery – The Tax Function's Role – <i>Neopolitan 2 Room</i> Speakers: Tony Chavez, Ryan*, Boston, MA Mark Eidman, Scott Douglass & McConnico*, Austin, TX	Has the Distressed Economy Spawned New & Increasingly Aggressive State Tax Actions? – <i>Neopolitan 3 Room</i> Speakers: Jeffrey Blum, Deloitte Tax*, Miami, FL Jordan Goodman, Horwood Marcus & Berk*, Chicago, IL
11:00 – 11:45 a.m.	Financial Reporting for SALT – The Transition from U.S. GAAP to International Financial Reporting Standards (IFRS) - <i>Neopolitan 2 Room</i> Speakers: Mark McCormick, Alvarez & Marsal*, Atlanta, GA Richard Prem, Amazon.Com, Seattle, WA	Navigating Roadblocks to State Tax Refunds: Managing Expectations & Cutting a Deal – <i>Neopolitan 3 Room</i> Speakers: Erica Horn, Stites & Harbison*, Frankfort, KY Jeffrey Vesely, Pillsbury Winthrop Shaw Pittman*, San Francisco, CA
11:45 – 1:00 p.m. Milano 4/8	Lunch – Industry Tables/Networking - Announcement of COST Directors & Officers for 2009/2010	

1:00 – 2:10 p.m. Milano 3/7	To Kill a Taxpayer: The Nexus Trials Speakers: William Backstrom, Jones Walker*, New Orleans, LA Carolynn Iafrate, Industry Sales Tax Solutions*, Washington, DC Jordan Goodman, Horwood Marcus & Berk*, Chicago, IL Arthur Rosen, McDermott Will & Emery*, New York, NY William Townsend, Fowler White Boggs*, Tallahassee, FL		
2:15 – 3:15 p.m.	Report from the Front Lines: Southeast State Chamber Roundtable Discussion on Business Taxes – 2009 Recap & 2010 Predictions – Milano 3/7 Panelists: Dale Craymer, Texas Taxpayers & Research Association, Austin, TX John McAlister, North Carolina Chamber, Raleigh, NC Bryan Sunderland, Kentucky Chamber of Commerce, Frankfort, KY	State Sales Tax Sourcing Issues – Neopolitan 2 Room Speakers: Loren Chumley, KPMG*, Nashville, TN Faranak Naghavi, Ernst & Young*, Washington, DC	State Taxation of Flow – Through Entities & Their Owners – Neopolitan 3 Room Speakers: William Backstrom, Jones Walker*, New Orleans, LA Scott Gilefsky, Ernst & Young*, Boston, MA Chris Grissom, Bradley Arant Boul Cummings*, Birmingham, AL
3:15 – 3:30 p.m.	Refreshment Break & Networking		
3:30 – 4:10 p.m.	Audit Session: Southeast Region and Puerto Rico SALT Developments & Audit Reports (COST Industry Members Only) – Milano 3/7 Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia, Puerto Rico	Property Tax Task Force Meeting – Neopolitan 2 Room Moderators: Fred Nicely, COST, Washington, DC Douglas Turner, General Electric Company, Atlanta, GA	Monitoring SALT Changes – Drinking from the Fire Hose Without Drowning – Neopolitan 3 Room Speakers: Deborah Bierbaum, AT&T, Bedminster, NJ Beth Cooley, COST, Washington, DC
4:15 – 5:00 p.m.	Moderators: Doug Lindholm, COST, Washington, DC Rob Tuinstra, DuPont, Wilmington, DE Facilitators: Benjamin Bright, VF Corp., Greensboro, NC Mike Carchia, Capital One, McLean, VA Lauren Carter, PepsiCo, Purchase, NY Meredith Garwood, Time Warner Cable, Charlotte, NC Tracy George, Coca-Cola Enterprises, Atlanta, GA Ted Ghiz, The Coca-Cola Co., Atlanta, GA Vic Ledesma, Kimberly-Clark Corp., Neenah, WI	Improving State Property Tax Administrative Practices – How You Can Help – Neopolitan 2 Room Speakers: Fred Nicely, COST, Washington, DC Douglas Turner, General Electric Company, Atlanta, GA	Multistate & Federal Legislative Activity Affecting State Taxation – Neopolitan 3 Room Speakers: Joseph Crosby, COST, Washington, DC Todd Lard, COST, Washington, DC
5:30 – 6:00 p.m. Milano 4/8	First Time Attendee Reception		
6:00 – 7:30 p.m. Milano 4/8	Reception – Sponsored by <i>Ernst & Young*</i>		

THURSDAY, OCTOBER 22nd

7:45 – 5:00 p.m. Milano Foyer	Registration		
7:45 – 8:45 a.m. Milano Foyer	Continental Breakfast & Networking		
8:45 – 10:00 a.m.	<p>Report from the Front Lines: California and West Roundtable Discussion on Business Taxes – 2009 Recap & 2010 Predictions – Milano 3/7</p> <p>Panelists:</p> <p>Amber Carter, Association of Washington Business, Olympia, WA Kyla Christoffersen, California Chamber of Commerce, Sacramento, CA Kevin McCarthy, Arizona Tax Research Association, Phoenix, AZ Michele Pielsticker, California Taxpayers’ Association, Sacramento, CA Carole Vilardo, Nevada Taxpayers Association, Las Vegas, NV</p>	<p>Determining the Unitary Combined Group in MUCR States – Neopolitan 2 Room</p> <p>Speakers:</p> <p>Leah Samit Robinson, McDermott Will & Emery*, New York, NY Jane Steinmetz, Pricewaterhouse-Coopers*, Boston, MA Christopher Sullivan, Rath, Young & Pignatelli*, Concord, NH</p>	<p>Financial Reporting for SALT – Still No Easy Methodology for Sales & Non-Income Tax Reserves – Neopolitan 3 Room</p> <p>Speakers:</p> <p>Susan Haffield, Pricewaterhouse-Coopers*, Minneapolis, MN Richard Prem, Amazon.Com, Seattle, WA</p>
10:00 – 10:15 a.m.	Refreshment Break & Networking		
10:15 – 11:05 a.m.	<p>Audit Session: West Region SALT Developments & Audit Reports (COST Industry Members Only) – Milano 3/7</p> <p>Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming</p> <p>Moderators:</p> <p>Hugh McKinnon, Covidien, Mansfield, MA Rob Tuinstra, DuPont, Wilmington, DE</p>	<p>Abandoned & Unclaimed Property Task Force Meeting – Including Audit Reports (COST Industry Members Only) – Neopolitan 2 Room</p> <p>Moderators:</p> <p>Frank Julian, Macy’s, Cincinnati, OH Jana Leslie, COST, Washington, DC Robert Tuinstra, DuPont, Wilmington, DE</p>	<p>Incentives & Credits in a Down Economy – Is There a Silver Lining? – Neopolitan 3 Room</p> <p>Speakers:</p> <p>Steve Auster, ADP Tax Credit*, Dayton, NJ Gregory Burkart, Duff & Phelps*, Novi, MI Amy Eisenstadt, General Electric Company, Asheville, NC</p>
11:10 a.m. – 12:00 p.m.	<p>Facilitators:</p> <p>Barb Barton-Weiszhaar, Hewlett-Packard, Plano, TX Terry Frederick, Sprint, Overland Park, KS Denise Helmken, General Mills, Minneapolis, MN Jennifer Nudelman, T-Mobile, Bellevue, WA Eric Siedentopf, COSTCO, Issaquah, WA Warren Townsend, Wal-Mart, Bentonville, AR Ed Wohlers, Fremont Group, San Francisco, CA</p>	<p>Abandoned & Unclaimed Property Issues in a Recessionary Economy – Neopolitan 2 Room</p> <p>Speakers:</p> <p>Christopher Hopkins, Grant Thornton*, Philadelphia, PA Diann Smith, Sutherland*, NY, NY</p>	<p>Are You Getting the Most Value from your COST Relationship? – Neopolitan 3 Room</p> <p>Speakers:</p> <p>Caroline Bunting, COST, Wash., DC Beth Cooley, COST, Wash., DC Charles Drury, COST, Wash., DC</p>

12:00 – 1:10 p.m. Milano 4/8	Lunch – Industry Tables/Networking – Special Report – Thoughts on the Current SALT Environment from Jim Eads, Executive Director, FTA & Joe Huddleston, Executive Director, MTC Speakers: James Eads, Federation of Tax Administrators, Washington, DC Joseph Huddleston, Multistate Tax Commission, Washington, DC		
1:00 – 5:00 p.m.	Relax and rejuvenate with a complimentary 10 minute chair massage – Sponsored by: <i>Jones Walker*</i>		
1:10 – 2:10 p.m. Milano 3/7	Tax Reform Trends, Like Moths to a Flame: Are We Circling Ever Closer to a National or State Level VAT? Speakers: Stanley Arnold, Rath, Young & Pignatelli*, Concord, NH Robert Cline, Ernst & Young*, Washington, DC Lynn Gandhi, Honigman Miller Schwartz and Cohn*, Detroit, MI		
2:15 – 3:15 p.m.	Report from the Front Lines: Midwest State Chamber Roundtable Discussion of Business Taxes – 2009 Recap & 2010 Predictions – Milano 3/7 Panelists: Connie Beard, Illinois Chamber of Commerce, Springfield, IL Tom Hesse, Minnesota Chamber of Commerce, St. Paul, MN Tracy King, Missouri Chamber of Commerce & Industry, Jefferson City, MO Bill Waltz, Indiana Chamber of Commerce, Indianapolis, IN	Expense Addback Provisions – Past, Present & Future – Neopolitan 2 Room Speakers: David Froling, Vorys Sater, Seymour & Pease*, Columbus, OH Patrick Van Tiflin, Honigman Miller Schwartz and Cohn*, Lansing, MI	Preserving State Tax Attributes in a Budget Crisis – Maximization to Monetization – Neopolitan 3 Room Speakers: Scot Grierson, Grant Thornton*, Irvine, CA Jeffrey Rhines, Tyco Electronics, Berwyn, PA Jamie Yesnowitz, Grant Thornton*, Washington, DC
3:15 – 3:30 p.m.	Refreshment Break & Networking		
3:30 – 4:10 p.m.	Audit Session: Central Region SALT Developments & Audit Reports (COST Industry Members Only) – Milano 3/7 Illinois, Indiana, Iowa, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Texas, Wisconsin Moderators: Douglas Lindholm, COST, Washington, DC Frank Yanover, General Electric Company, Albany, NY	Abandoned & Unclaimed Property- How to be Proactive in Your Holder Responsibilities - Neopolitan 2 Room Speakers: Susan Han, Thomson Reuters*, Kirkland, WA Janet Korey Gagliano, PricewaterhouseCoopers*, Atlanta, GA	Politics of Penalties and Amnesty – The Good, the Bad & the Ugly – Neopolitan 3 Room Speakers: Maureen Pechacek, PricewaterhouseCoopers*, San Diego, CA Lee Zoeller, Reed Smith*, Philadelphia, PA
4:15 – 5:00	Facilitators: Ed Coops, McDonald's, Oak Brook, IL Jen Galbreath, Amazon.com, Seattle, WA Layne Hadlock, Boise Inc., Boise, ID Jeff Hyde, GE Capital, Stamford, CT Arthur Parham, Entergy Svcs., The Woodlands, TX Debbie Putnam, Dean Foods., Dallas, TX Sue Zemba, Alcoa, Pittsburgh, PA	Property Tax Equalization – Watch Out for Those Ratio Studies!! – Neopolitan 2 Room Speakers: Alan Dornfest, Idaho State Tax Commissioners Office, Boise, ID James McBride, Baker, Donelson, Bearman, Caldwell & Berkowitz*, Washington, DC	Best Practices for Tax & Government Affairs Interactions During Challenging Times – Neopolitan 3 Room Speakers: Deborah Bierbaum, AT&T, Bedminster, NJ John Pydyszewski, Johnson & Johnson, New Brunswick, NJ Scott Roberti, General Electric Company, Fairfield, CT
5:30 – 7:30 p.m. Milano 2/6	Vendor Fair Reception		

FRIDAY, OCTOBER 23rd

7:30 – 12:30 p.m. Milano Foyer	Registration		
7:30 – 8:30 a.m. Milano Foyer	Continental Breakfast & Networking		
8:30 – 9:30 a.m.	<p>Report from the Front lines: Northeast State Chamber Roundtable Discussion on Business Taxes - 2009 & 2010 Predictions – <i>Milano 3/7</i></p> <p>Panelists:</p> <p>John Callahan, Pennsylvania Chamber of Business & Industry, Harrisburg, PA Eileen McAnney, Associated Industries of Massachusetts, Boston, MA Dan Navin, Ohio Chamber of Commerce, Columbus, OH Bonnie Stewart, Connecticut Business and Industry Association, Hartford, CT</p>	<p>Ethical Challenges Facing State Tax Professionals Dealing with States in Budget Crisis – <i>Neopolitan 2 Room</i></p> <p>Speakers:</p> <p>Mark Sommer, Greenebaum Doll & McDonald*, Louisville, KY Ali Vahdat, Ernst & Young*, Los Angeles, CA</p>	<p>Recent Developments for Sales Taxes & Update on Significant SSTP Issues – <i>Neopolitan 3 Room</i></p> <p>Speakers:</p> <p>Meredith Garwood, Time Warner Cable, Charlotte, NC Stephen Kranz, Sutherland*, Washington, DC Mona Shoemate, DuCharme, McMillen & Associates*, Austin, TX</p>
9:35 – 10:15 a.m.	<p>Audit Session: Northeast Region SALT & MTC Developments & Audit Reports (COST Industry Members Only) – <i>Milano 3/7</i></p> <p>Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont</p> <p>Moderators:</p> <p>Hugh McKinnon, Covidien, Mansfield, MA Frank Yanover, General Electric Company, Stamford, CT</p> <p>Facilitators:</p> <p>Barb Connolly, IDEX Corporation, Northbrook, IL Cole Mills, C & S Wholesale Grocers, Keene, NH Amy Thomas-Laub, Tempur-Pedic Int'l, Lexington, KY Jim Williams, Mass Mutual Life, Springfield, MA</p>	<p>Managing Litigation Holistically: Legal, Public Relations and Government Affairs – <i>Neopolitan 2 Room</i></p> <p>Speakers: Donald Griswold, Reed Smith*, Washington, DC Pat Powers, Baker & McKenzie*, Palo Alto, CA</p>	
10:20 – 11:00 a.m.		<p>Feeling Exposed – Life After Textron – <i>Neopolitan 3 Room</i></p> <p>Speakers: Marc Simonetti, Sutherland*, New York, NY Marilyn Wethekam, Horwood, Marcus & Berk*, Chicago, IL</p>	
11:00 – 11:30 a.m.	Refreshment Break and Hotel Check Out		
11:30 – 12:20 p.m. <i>Milano 3/7</i>	<p>Paul Frankel's History of State Taxes – Those Who Ignore the Past Are Doomed to Repeat It!!</p> <p>Speaker: Paul Frankel, Morrison & Foerster*, New York, NY</p>		
12:20 – 12:30 p.m. <i>Milano 3/7</i>	<p>Presentation of COST Paul Frankel Excellence in State Taxation Award</p>		
12:30 – 2:00 p.m.	Lunch and Networking		
2:00 p.m.	Annual Meeting Adjourns		

COST's 40th ANNIVERSARY CELEBRATION - A Tribute to the Pioneers of the State Tax World
October 23, 2009

2009 marks the 40th Anniversary of the founding of COST. To celebrate the occasion, COST is inviting notable SALT pioneers to attend an afternoon and evening celebration of the SALT profession. Speakers with first hand knowledge will present the history of state and local tax from three viewpoints – the business perspective, the state government perspective, and the practitioner perspective – and COST will recognize those that have contributed so much to the state and local tax profession over the years. The celebration will be capped by the endowment and presentation of the COST/Paul Frankel Excellence in State Taxation Award – with Paul Frankel as the first recipient.

12:30 – 5:00 p.m.	Registration
12:30 – 2:00 p.m. Milano 4/8	Lunch and Networking
2:00 – 5:00 p.m. Milano 1/2	Tribute to the Pioneers of the State Tax World - A Celebration of the Past, Present and Future of the SALT Profession from the Viewpoints of Business, State Government & Practitioners
5:00 – 5:30 p.m. Milano 1/2	Presentation to Paul Frankel of the first COST/Paul Frankel Excellence in State Taxation Award
6:00 – 8:00 p.m. Milano 4/8	Celebration Reception – Sponsored by <i>Morrison & Foerster*</i> and <i>PricewaterhouseCoopers*</i>

* Denotes COST Practitioner Connection Subscriber