

COST's 39th ANNUAL MEETING
October 22 – 24, 2008
Orlando, Florida

Preliminary Agenda – 9/6/08

The COST Annual Meeting has expanded to offer sessions for every state tax professional and government affairs professionals with tax responsibilities. Attendees will include COST Practitioner Connection subscribers, tax policy and government affairs professionals, and COST industry member tax professionals. Sessions will cover a broad swath of SALT topics (including property tax and unclaimed property), and are organized into three categories: (1) state tax compliance and audits, (2) state tax controversy and legal, and (3) state tax policy.

Please note that all attendees are welcome to attend any session except for the Audit Sessions and the Wednesday morning Task Force & Committee Meetings. These sessions, as always, are open to COST industry member professionals only.

TUESDAY, OCTOBER 21 ST			
6:00 – 8:00 p.m.	Registration		
6:00 – 8:00 p.m.	Welcome Reception – Sponsored by: Ernst & Young*		
WEDNESDAY, OCTOBER 22 ND			
8:00 – 5:00 p.m.	Registration		
8:00 – 9:30 a.m.	Continental Breakfast & Networking		
8:30 – 11:30 a.m.	Task Force & Committee Meetings (COST Industry Members Only):		
8:30 – 9:30 a.m.	Income & Franchise Tax Committee Meeting	Property Tax Task Force Meeting	Unclaimed Property Task Force Meeting
9:30 – 10:30 a.m.	Policy Committee Meeting		
10:30 – 11:30 a.m.		COST Website Training	Sales & Use Tax Committee Meeting
11:30 – 1:00 p.m.	Lunch – Industry Tables/Networking Special Presentation by Renowned Humorist Bill Butterworth – Dealing with Today's Workplace and Life Issues		
1:00 – 1:30 p.m.	Welcome & Opening Remarks – Election of New Directors Speakers: Douglas Lindholm, COST President & Executive Director, Washington, DC Bob Burgner, COST Chair, General Electric Company, Atlanta, GA Charles Drury, COST Programs Director, Washington, DC		
1:30 – 2:15 p.m.	<p>State Finances in 2009 & Beyond – According to the National Association of State Budget Officers (NASBO), “Fiscal 2008 marked a turning point for state finances with a significant increase in states seeing fiscal difficulties, in stark contrast to the preceding several years.” Our speaker will provide an update on Fiscal 2009 and a look ahead to Fiscal 2010.</p> <p style="text-align: center;">Speaker: Scott Pattison, National Association of State Budget Officers, Washington, DC</p>		

WEDNESDAY, OCTOBER 22ND (CONTINUED)

	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
2:15 – 3:15 p.m.	<p>Staying Out of Trouble - Sales & Use Tax Due Diligence for Mergers & Acquisitions – Due diligence tips and checklist focusing on transactional tax issues for mergers & acquisitions to keep you from waking up in the middle of the night.</p> <p>Speakers: William Backstrom, Jones Walker et. al*, New Orleans, LA Jeffrey Blum, Deloitte Tax*, Pittsburg, PA</p>	<p>Monday Morning Quarterbacking: Strategic Lessons from Current State Tax Cases – Don't miss this after-the-game examination of recent decisions that will analyze the procedural and substantive choices made by taxpayers and states.</p> <p>Speakers: Arthur Rosen, McDermott, Will & Emery*, New York, NY Kyle Sollie, Reed Smith*, Philadelphia, PA Andreas Vallejo, Morrison & Foerster*, San Francisco, CA</p>	<p>Report from the Front Lines: State Chamber Roundtable Discussion on Business Taxes – 2008 Recap & 2009 Predictions – Tax policy professionals from key State Chambers of Commerce will prognosticate on significant tax policy issues in upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.</p> <p>Moderators: Joseph Crosby, COST, Washington, DC Bethanne Cooley, COST, Washington, DC</p>
3:15 – 3:30 p.m.	Refreshment Break & Networking		
3:30 – 4:10 p.m.	<p><u>Audit Session:</u> Southeast Region SALT Developments & Audit Reports (COST Industry Members Only) – States of Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia and West Virginia. The ever popular COST industry member only audit session during which participants share recent audit and litigation experiences involving all types of state and local taxes.</p>	<p>The Cone of Silence: Protecting Confidentiality in an Era of Increasing Transparency – An analysis of the recent privilege cases and discussion of best practices to maintain privilege and tax accrual work paper protection</p> <p>Speakers: Nicole Crighton, KPMG*, New York, NY E. Kendrick Smith, Jones Day*, Atlanta, GA</p>	<p>Report from the Front Lines: State Chamber Roundtable Discussion on Business Taxes – 2008 Recap & 2009 Predictions – Tax policy professionals from key State Chambers of Commerce will prognosticate on significant tax policy issues in upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.</p> <p>Moderators: Joseph Crosby, COST, Washington, DC Bethanne Cooley, COST, Washington, DC</p>
4:15 – 5:00 p.m.		<p>Anatomy of a State Tax Dispute: Best Practices in Contested Litigation – A step-by step guide covering the necessary considerations of protesting, litigating and appealing a tax case.</p> <p>Speakers: Mark Eidman, Scott Douglass & McConnico*, Austin, TX Michael Sontag, Bass, Berry & Sims*, Nashville, TN Christopher Sullivan, Rath, Young & Pignatelli*, Concord, NH</p>	
5:30 – 6:00 p.m.	First Time Attendee Reception		
6:00 – 7:30 p.m.	Reception – Sponsored by: PricewaterhouseCoopers* & Scott Douglass & McConnico*		

THURSDAY, OCTOBER 23RD

8:00 – 5:00 p.m.	Registration		
8:00 – 9:00 a.m.	Continental Breakfast & Networking		
9:00 – 10:00 a.m.	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
	<p>Paul Frankel on the State of the States - Enjoy the early morning musings of the legendary Paul Frankel as he provides his take on the nation's most important SALT cases</p> <p>Speaker: Paul Frankel, Morrison & Foerster*, New York, NY</p>		<p>Corporate State Tax Primer for Government Affairs Professionals – Everything you wanted to know but didn't know what to ask...</p> <p>Speakers: Todd Lard, COST, Washington, DC Douglas Lindholm, COST, Washington, DC Fred Nicely, COST, Washington, DC</p>
10:00 – 10:15 a.m.	Refreshment Break & Networking		
10:15 – 11:05 a.m.	<p><u>Audit Session:</u></p> <p>West Region SALT Developments & Audit Reports (COST Industry Members Only) – States of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Utah, Washington and Wyoming. The ever popular COST industry member only audit session during which participants share recent audit and litigation experiences involving all types of state and local taxes.</p>	<p>My Property Is Overvalued – How Do I Prove It? – An examination of the various issues that often arise in property valuation disputes.</p> <p>Speakers: Raymond Carpenter, Holland & Knight*, Atlanta, GA TBA</p>	<p>Report from the Front Lines: State Chamber Roundtable Discussion on Business Taxes – 2008 Recap & 2009 Predictions – Tax policy professionals from key State Chambers of Commerce will prognosticate on significant tax policy issues in upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.</p>
11:10 – 12:00 p.m.		<p>Bringing a Gun to a Knife Fight: Alternative Discovery Tools – Learn about the effectiveness of Freedom of Information Act (“FOIA”) requests and other discovery alternatives as tools in litigation.</p> <p>Speakers: Christopher Grissom, Bradley Arant Rose & White*, Birmingham, AL Diann Smith, Sutherland*, New York, NY Mark Weiss, Ryan*, Austin, TX</p>	<p>Moderators: Joseph Crosby, COST, Washington, DC Bethanne Cooley, COST, Washington, DC</p>
12:00 – 1:30 p.m.	Lunch – Industry Tables/Networking		
	<p>Special Report – Thoughts on the Current SALT Environment from Jim Eads the New Executive Director of the FTA</p>		

THURSDAY, OCTOBER 23RD (CONTINUED)

	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
1:30 – 2:25 p.m.	<p>More Financial Reporting Changes: FASB’s Proposed Expansion of Disclosure of Certain Loss Contingencies (FAS 5 & 141-R) – Now that you understand FIN 48 (you do – don’t you?), get educated on the FASB’s proposed changes to expand disclosure of certain loss contingencies under FASB Statement 5 and 141-R.</p> <p>Speakers: Susan Haffield, PricewaterhouseCoopers*, Minneapolis, MN Beth Ann Kendzierski, Apria Healthcare, Lake Forest, CA</p> <p>-or-</p> <p>“Mass-ter” the Combined Reporting Maze – Hot tips to understand the ins & outs of the new Massachusetts Combined Reporting Statutes</p> <p>Speakers: Michael Fatale, Massachusetts Department of Revenue, Boston, MA Jeffrey Saviano, Ernst & Young*, Boston, MA</p>	<p>Federal & State Lobbying Laws: Are You in Compliance? – The laws governing lobbying and reporting of lobbying activities have drastically changed at the federal level and in many states. Ken Gross, one of the nation’s leading ethics lawyers, will sensitize you to the new legal landscape and help you understand what you need to do to comply.</p> <p>Speaker: Kenneth Gross, Skadden, Arps, Slate, Meagher & Flom*, Washington, DC</p>	<p>-or-</p> <p>Best Practices for Maximizing State Tax Incentives – The most effective tax incentive teams bring together professionals from all aspects of the company. This session will tell you who and how.</p> <p>Speakers: Michelle Wright Conn, Cisco Systems, San Francisco, CA Amy Eisenstadt, General Electric Company, Ashville, NC Michael Press, Duff and Phelps*, New York, NY</p>
2:30 – 3:15 p.m.	<p>NCCUSL UDITPA Project: What’s Going On? – Find out how your company can most effectively stay connected to the NCCUSL study panel that is looking at undertaking a UDITPA rewrite project.</p> <p>Speaker: Charles Trost, Waller Lansden Dortch & Davis, Nashville, TN</p> <p>-or-</p> <p>Streamlining the Sales Tax for the Ages – Where the heck is this massive effort going and what’s still needed to get it there? Hear opinions and predictions from those closest to the project including the latest on the federal legislation initiative.</p> <p>Speakers: Fred Nicely, COST, Washington, DC Warren Townsend, Wal-Mart Stores, Bentonville, AR</p>	<p>-or-</p> <p>Public Disclosure of Corporate Tax Returns: Vital for Democracy or Populist Claptrap – Respect for the confidentiality of taxpayer information is diminishing, and some are arguing that corporate tax returns should be made public. Hear a spirited debate on the merits of disclosure and confidentiality.</p> <p>Speakers: Eli Dicker, TEI, Washington, DC Jeffrey Friedman, Sutherland*, Washington, DC</p>	<p>Streamlining the Sales Tax for the Ages – Where the heck is this massive effort going and what’s still needed to get it there? Hear opinions and predictions from those closest to the project including the latest on the federal legislation initiative.</p> <p>Speakers: Fred Nicely, COST, Washington, DC Warren Townsend, Wal-Mart Stores, Bentonville, AR</p> <p>-or-</p>
3:15 – 3:30 p.m.	Refreshment Break & Networking		

THURSDAY, OCTOBER 23RD (CONTINUED)

	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
3:30 – 5:00 p.m.	<p><u>Audit Session:</u></p> <p>Central Region SALT Developments & Audit Reports (COST Industry Members Only) – States of Illinois, Indiana, Iowa, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Texas and Wisconsin. The ever popular COST industry member only audit session during which participants share recent audit and litigation experiences involving all types of state and local taxes.</p>	<p>Skinning a Cat 101: Unique Litigation Options – The pros and cons of using unique litigation options available to taxpayers such as federal court, Section 1983 and unique state court procedures.</p> <p>Speakers: Donald Griswold, Reed Smith*, Washington, DC Marilyn Wethekam, Horwood, Marcus & Berk*, Chicago, IL</p>	<p>Report from the Front Lines: State Chamber Roundtable Discussion on Business Taxes – 2008 Recap & 2009 Predictions – Tax policy professionals from key State Chambers of Commerce will prognosticate on significant tax policy issues in upcoming legislative sessions, viewed through the prism of this year’s accomplishments and setbacks.</p> <p>Moderators: Joseph Crosby, COST, Washington, DC Bethanne Cooley, COST, Washington, DC</p>

5:15 – 6:45 p.m.

COST Board of Directors Meeting

5:30 – 7:30 p.m.

Vendor Fair Reception

FRIDAY, OCTOBER 24TH

7:30 – 12:30 p.m.	Registration		
7:30 – 8:30 a.m.	Continental Breakfast & Networking		
	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
8:30 – 10:00 a.m.	<p><u>Audit Session:</u></p> <p>Northeast Region SALT Developments & Audit Reports (COST Industry Members Only) – States of Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont. The ever popular COST industry member only audit session during which participants share their recent audit and litigation experiences involving all types of state and local taxes.</p>	<p>Constitutional Implications of Davis, MeadWestvaco, Lehman, VFJ & Other Key Cases – Find out what these recent key state tax cases really mean and their likely significance or lack thereof on future state tax decisions.</p> <p>Speakers: Bruce Fort, Multistate Tax Commission, Santa Fe, NM Todd Lard, COST, Washington, DC Richard Pomp, University of Connecticut Law School, Hartford, CT</p>	<p>State Tax Reform Commissions: Success Story, Corporate Disaster or Dusty Shelf? – Your governor – or legislature – forms a commission to review business taxes; what’s the best way to get involved and manage the process to a successful outcome.</p> <p>Speakers: Eileen McAnneny, Associated Industries of Massachusetts, Boston, MA John Pydyszewski, Johnson & Johnson, New Brunswick, NJ</p>
10:00 – 10:30 a.m.	Refreshment Break and Hotel Check Out		

FRIDAY, OCTOBER 24TH (CONTINUED)

	<i>STATE TAX COMPLIANCE & AUDIT</i>	<i>STATE TAX CONTROVERSY & LEGAL</i>	<i>STATE TAX POLICY</i>
10:30 – 11:30 a.m.	<p>Check the Math on the Texas Margins Tax & Michigan Business Tax Computational Issues – Gain some pointers on critical issues to consider for your Texas Margins Tax and Michigan Business Tax returns.</p> <p>Speakers: Karey Barton, Ryan*, Austin, TX Gregory Nowak, PricewaterhouseCoopers*, Detroit, MI</p> <p align="center">-or-</p> <p>Emerging Issues Associated with Abandoned & Unclaimed Property – How To Proactively Address Your Holder Obligations – What can a holder do when a contingency fee auditor knocks on the door and asks to see detailed records from 20 years ago?</p> <p>Speakers: Patrick Carter, Delaware Division of Revenue, Wilmington, Delaware Valerie Jundt, Deloitte Tax*, Bismarck, ND Jana Leslie, COST, Washington, DC</p>	<p>Relationship Advice: Remote Seller Collection Duties Based on Relationships - How to address attempts by New York and other states to undermine <i>Quill</i> by requiring the collection of tax based on relationships with other entities.</p> <p>Speakers: Laura Kulwicki, Jones Day*, Columbus, OH Giles Sutton, Grant Thornton*, Charlotte, NC</p>	<p>Legislative Update & Trends for State and Local Property Taxes – Emphasis on California, Florida, Georgia, New York, Ohio & Texas</p> <p>Moderators: Fred Nicely, COST, Washington, DC Douglas Turner, General Electric Company, Atlanta, GA</p>
11:30 – 12:30 p.m.	<p>Special Report by Larry Sabato – A Crystal Ball Look at the November Elections: Dr. Larry Sabato has a mantra: "Politics is a good thing!" Dubbed the most accurate political prognosticator of 2006 by Fox News Channel, CNN, and MSNBC, it's easy to understand his enthusiasm. As founder and director of the University of Virginia's Center for Politics, he is at home in both the classroom and the newsroom. Both the Wall Street Journal and the Washington Post have noted that he is the most cited college professor in any field in the United States by national and regional news organizations. He has appeared on 60 Minutes, Today, Inside Politics, Hardball with Chris Matthews, World News Tonight, NBC Nightly News, Nightline, and O'Reilly Factor. He is also a regular contributor to NPR. With bold but nuanced observations, Dr. Larry J. Sabato speaks to the core of American politics and to the essence of the nation at every sociopolitical stage.</p>		
12:30 p.m.	Adjournment		

* Denotes COST Practitioner Connection Subscriber