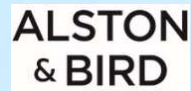


COST's 50th Annual Meeting
October 22 – 25, 2019
Washington, DC

Special Thanks To COST'S Annual Meeting Sponsors



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 22 nd	
24 Hours	Meeting Room Internet – Sponsored by Baker & McKenzie*
24 Hours	Charging Station– Sponsored by Morrison & Foerster*
24 Hours	COST Event App – Sponsored by Horwood, Marcus & Berk*
1:00 – 4:00 p.m.	Legislation/Government Relations (<i>Salon G</i>) - State Chamber of Commerce Executives and COST Member Government Affairs and Policy Representatives will discuss and share information regarding COST tax priorities for the new 2019/2020 legislative cycle as well as receive COST advocacy materials.
3:00 – 7:30 p.m.	Registration (<i>Capitol Foyer</i>)
4:00 – 6:00 p.m.	COST Board of Directors Meeting (<i>Hart & Cannon</i>) STRI Board Meeting (<i>State Meeting Room</i>)
6:00 – 7:30 p.m.	Welcome Reception (<i>Salons D/E/F</i>) - Sponsored by EY*
7:45 – 10:45 p.m.	EK9 at the Kranz Residence (1841 Park Road NW, Washington, DC 20010), hosted by ISTS and Multistate
WEDNESDAY, OCTOBER 23 rd	
24 Hours	Meeting Room Internet – Sponsored by Baker & McKenzie*
24 Hours	Charging Station– Sponsored by Morrison & Foerster*
24 Hours	COST Event App – Sponsored by Horwood, Marcus & Berk*
7:30 a.m. – 5:10 p.m.	Registration (<i>Capitol Foyer</i>)
7:30 – 8:30 a.m.	Continental Breakfast & Networking (<i>Capitol Foyer</i>)
8:30 – 9:00 a.m.	Welcome & Opening Remarks – COST's 50th Annual Meeting of the Membership: Election of New Directors (<i>Salon I/II/III</i>) Douglas Lindholm, COST, President & Executive Director, Washington, DC Arthur Parham, COST Chair, Entergy Services, The Woodlands, TX Charles Drury, COST, Vice President & Chief Operating Officer, Washington, DC
9:00 – 10:00 a.m.	Welcome to the 50th Annual Meeting of COST – This Is How We Got Here! (<i>Salons I/II/III</i>) - Join an elite panel of State Tax glitterati as they review state tax history, its evolution and expansion, over the 50-year history of COST and COST's impact on the developments during that time. Moderator: Douglas Lindholm, COST, Washington, DC Panelists: Harley Duncan, KPMG*, Washington, DC Lynn Gandhi, Honigman*, Detroit, MI Kendall Houghton, Alston & Bird*, Washington, DC Joe Huddleston, EY*, Washington, DC William McArthur, Retired

10:00 – 10:15 a.m.	Refreshment Break & Networking (<i>Capitol Foyer</i>)		
10:15 – 11:05 a.m.	<p>The Ownership Trap – What Is Direct and Indirect Ownership (<i>Salon IV</i>) - The speakers in this session will discuss the concepts of ownership, possession and constructive receipt from both the income tax and sales tax perspectives. They will discuss how, with respect to income tax, these concepts can impact the determination of: nexus, the composition of a unitary group, the amount and timing of dividends received; and, the computation of the apportionment formula. With respect to sales tax, the concepts can impact the determination of when a transaction is subject to sales tax, and what the concepts of “constructive receipt” or constructive benefit” mean in the context of sales of services, especially electronically delivered services.</p> <p>Speakers: John Fletcher, Jones Walker*, Jackson, MS Arthur Rosen, McDermott Will & Emery*, Miami, FL Marilyn Wethekam, HMB*, Chicago, IL</p>	<p>Best Practices in Pursuing Refund Claims of Indirect Taxes (<i>Cannon/Hart/Russell</i>) - The speakers in this session will discuss the best practices in pursuing indirect tax refund claims. They will highlight the processes, procedures, policies and tax positions related to refund claims and how to use them to maximize your refund and streamline the process.</p> <p>Speakers: William Backstrom, Jones Walker*, New Orleans, LA Mary Ann Horgan, RELX, Newton, MA Rhonda Sparlin, RubinBrown*, Denver, CO</p>	<p>GILTI and Renewed State Efforts to Tax Foreign Source Income (<i>Salon I/II/III</i>) - State tax conformity with GILTI has been one of the most controversial state tax issues arising from the Tax Cuts and Jobs Act (TCJA). This panel will review state conformity and decoupling from GILTI as well as emerging compliance and apportionment issues. The panelists will also discuss the implications of the GILTI debate on transfer pricing, mandatory worldwide combination and other approaches to state taxation of foreign source income.</p> <p>Moderator: Karl Frieden, COST, Washington, DC</p> <p>Speakers: Jeremy Abrams, Reed Smith*, Washington, DC Scott Schiefelbein, Deloitte*, Portland, OR</p>
11:10 a.m. – 12:00 p.m.	<p>Sourcing of Transactions for Both Sales and Income Taxes (<i>Salon I/II/III</i>) - Why do sales tax auditors ask for an income tax apportionment schedule? Is there a correlation between market based sourcing and where a service is delivered? Even in the world of tangible personal property, does ultimate destination match up with where delivery occurs? And can the concepts of throwback and drop shipments ever be reconciled? Should they? This presentation will address the differences in situsing for sales tax, income tax and other gross receipt type taxes.</p> <p>Speakers: Angie Monahan, Crowe*, South Bend, IN</p>	<p>A State Perspective on ASC 740: Top 5 Issues (<i>Cannon/Hart/Russell</i>) - The speakers in this session will discuss the impact of ASC 740 from a state perspective. Among the topics they’ll cover are: provision process; UTPs; remediation strategies; update of quarterly provision; intercompany transactions; rapidly developing state administrative practices; and consideration of audit posture.</p> <p>Speakers: Justin Hill, KPMG*, Dallas, TX Drew VandenBrul, Grant Thornton*, Philadelphia, PA</p>	<p>Economic Presence in Sales and Income Taxes (<i>Salon IV</i>) - In a post-Wayfair world, do we have one nexus standard? In this session we will compare and contrast the constitutional income tax nexus standards with the nexus standards for other tax types, the status of P.L. 86-272, the Multistate Tax Commission’s factor presence nexus standard, and state statutory differences.</p> <p>Speakers: Matt Hedstrom, Alston & Bird*, New York, NY Michael Porter, Hemenway & Barnes*, Boston, MA</p>

	Jennifer Waryjas, Jones Day*, Chicago, IL		Masha Yevzelman, Fredrikson & Byron*, Minneapolis, MN
12:00 – 1:25 p.m.	Lunch - Announcement of COST Directors & Officers for 2019/2020 (<i>Capitol Ballroom</i>)		
1:25 – 2:15 p.m.	<p>US and International Approaches to Taxing Foreign Source Income and Addressing Base Erosion (<i>Salon I/II/III</i>) - In the aftermath of the passage of the TCJA, other nations are reconsidering how they should tax both foreign source income and digital commerce. This panel will review the most significant OECD and individual nation approaches, their likelihood for enactment, and the implications for U.S. multinationals. The panelists will also discuss the cross-pollination of ideas and concepts (e.g. apportionment, economic nexus, market sourcing, minimum taxes on foreign source income) between state and local tax and international tax.</p> <p>Moderator: Karl Frieden, COST, Washington, DC</p> <p>Speakers: Rebecca Lee, PwC*, Washington, DC Marc Simonetti, Pillsbury Winthrop Shaw Pittman*, New York, NY Douglas Stransky, Sullivan & Worcester*, Boston, MA</p>	<p>Sales Tax “Step-Child” Issues (<i>Cannon/Hart/Russell</i>) - There are a number of significant sales and use tax issues faced by taxpayers that get short shrift with all of the recent focus on <i>Wayfair</i> and general cloud issues. Those types of issues will be covered in this session: the potential taxation of “free” goods and the potential liability that could arise from less common transactions such as membership fees and cryptocurrency. The speakers in this session will cover the potential exposure of these types of situations and other transactions that are often overlooked.</p> <p>Speakers: Priscilla Parrett, Reed Smith*, San Francisco, CA Robert Peters, Duff & Phelps*, Chicago, IL</p>	<p>Marketplace Providers – The New Matchmakers (<i>Salon IV</i>) - We will provide an overview of the tax issues that arise when a provider of services, apps or technology facilitate transactions. This discussion will help define whether the provider is a “buyer,” “seller,” or “agent/service provider” for purposes of sales and use tax [or income tax] purposes and the impact of such involvement on the tax determinations. This session will cover issues commonly encountered in any sharing industry, whether rideshare, home share, vehicle subscriptions or any other transaction based sector where there is a matching of buyers and sellers.</p> <p>Speakers: Lindsay LaCava, Baker & McKenzie*, New York, NY Michael Bowen, Akerman*, Jacksonville, FL Mark Richards, Ice Miller*, Indianapolis, IN</p>
2:20 – 3:10 p.m.	<p>Report from the Front Lines: Southeast States Chamber Roundtable Discussion on Business Taxes – 2019 Recap & 2020 Predictions (<i>Salons I/II/III</i>) Tax policy professionals from key state business associations will prognosticate on significant tax policy issues in the southeast states’ upcoming legislative sessions, viewed through the prism of this year’s accomplishments and setbacks.</p> <p>Moderators:</p>	<p>Debt-Related Considerations Arising from the Federal Tax Cuts and Jobs Act (163(j)) (<i>Salon IV</i>) - Multistate organizations may wish to reevaluate their existing debt structures, including external debt alignment, due to resulting implications of the federal Tax Cuts and Jobs Act. This session will examine state tax base-related and filing group/methodology issues that may arise from some new federal tax provisions involving debt, such as the limitations on</p>	<p>Local Taxes and New Frontiers Including Constitutional Restraints (<i>Cannon/Hart/Russell</i>) - The localities have the same budget issues as state and federal governments have. Their solution is similar – raise revenue through taxation. Portland and San Francisco are just two examples of this new activism that the speakers will cover in this session. However, keep in mind, localities are subject to the same constitutional restrictions that</p>

	<p>Pat Reynolds, COST, Washington, DC David Sawyer, COST, Washington, DC</p> <p>Speakers: Matt Boch, Arkansas State Chamber of Commerce/Dover Dixon Horne*, Little Rock, AR David Cole, Business Council of Alabama, Montgomery, AL Dale Craymer, Texas Taxpayers and Research Association, Austin, TX Jason DeCuir, Ryan*, Baton Rouge, LA Christopher Grissom, Bradley Arant Boult Cummings*, Birmingham, AL</p>	<p>the deduction for interest under IRC Sec. 163(j) and other provisions. Learn how your business may navigate the maze of evolving questions and considerations in this area.</p> <p>Speakers: Kenneth Jewell, Deloitte*, Parsippany, NJ Dennis Rimkunas, Jones Day*, New York, NY</p>	<p>constrain federal and state governments. The speakers in this session will cover these new taxes and explore the application of federal constitutional limitations to local taxes and review related controversies.</p> <p>Speakers: Jennifer Karpchuk, Chamberlain Hrdlicka White Williams & Aughtry*, West Conshohocken, PA Jonathan Liss, City of Philadelphia, Philadelphia, PA Maria Todorova, Eversheds Sutherland (US)*, Washington, DC</p>
3:10 – 3:25 p.m.	Refreshment Break & Networking (<i>Capitol Foyer</i>)		
3:25 – 4:15 p.m.	<p>Audit Session: Southeast Region and Puerto Rico SALT Developments & Audit Reports (COST Industry Members Only) (<i>Salons I/II/III</i>)</p> <p>Alabama, Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina, Tennessee, Virginia, West Virginia and Puerto Rico Audits.</p>	<p>SALT Issues in Mergers, Acquisitions and Reorganizations (<i>Salon IV</i>) - This presentation reviews the due diligence process in M&A transactions and discusses opportunities and traps associated with corporate restructuring and internationalization. The speakers identify the important issues to consider and note the different considerations in the context of income taxes versus transactional taxes like sales tax.</p> <p>Speakers: Todd Lard, Eversheds Sutherland (US)*, Washington, DC Brian Pedersen, Alvarez Marsal & Taxand*, San Francisco, CA</p>	<p>It's Still FAS 5 to Me! Where Sales Tax Intersects With Financial Reporting (<i>Cannon/Hart/Russell</i>) - Sales/use tax laws, including new compliance obligations borne from <i>Wayfair</i> and marketplace facilitator laws, if not managed properly, can lead to financial reporting issues and headaches! Learn from our panelists about ASC 450 standards, the weight to be given to voluntary disclosures (in process or merely contemplated), the belief that customers may be self-assessing tax or have exemptions to claim, as well as other issues that may (or may not) have a bearing on GAAP reporting.</p> <p>Speakers: Eric Fader, BDO*, Chicago, IL Jennifer Jensen, PwC*, McLean, VA</p>
4:20 – 5:10 p.m.		<p>Combined/Unitary Reporting – States' Increasing but Varied Adoption (<i>Salon IV</i>) - More and more states are adopting the combined/unitary reporting method. But as the number of states adopting this</p>	<p>Unclaimed Property: A Peek Behind the Curtain (<i>Cannon/Hart/Russell</i>) - Unclaimed property matters can be some of the most contentious matters handled by</p>

		methodology increases, so do the variations between the states. The speakers in this session will cover the recent adopters and identify the variations between the states' versions highlighting those differences that provide opportunities for taxpayers to minimize their tax burden. Speakers: Nikki Dobay, COST, Portland, OR Craig Fields, Morrison & Foerster*, New York, NY Stephen Jasper, Bass Berry & Sims*, Nashville, TN	our members. The panel will not only provide some unclaimed property basics and current developments, it will provide the pros and cons of entering into the Delaware and other VDA programs. Moderator: Pat Reynolds, COST, Washington, DC Speakers: Joe Carr, BDO*, Chicago, IL Sara Lima, Reed Smith*, Philadelphia, PA
5:30 – 7:30 p.m.	Vendor Fair Reception (<i>Capitol Ballroom</i>)		
8:00 – 10:00 p.m.	Evening Bus Tour of DC Monuments – Sponsored by <i>Eversheds Sutherland*</i> (open to COST Industry Members, space is limited, sign up prior to October 22 nd)		
THURSDAY, OCTOBER 24 th			
24 Hours	Meeting Room Internet – Sponsored by <i>Bradley Arant*</i>		
24 Hours	Charging Station – Sponsored by <i>Morrison & Foerster*</i>		
24 Hours	COST Event App – Sponsored by <i>Horwood, Marcus & Berk*</i>		
6:30 a.m. – 5:10 p.m.	Registration (<i>Capitol Foyer</i>)		
6:30 – 7:15 a.m.	Early Morning Walk with Judy Slotnik (COST's Membership Coordinator) and Other Early Risers – Get your day off to a great start sharing an early morning stroll with other attendees. Group will leave from the hotel lobby at 6:30 a.m.		
6:30 – 8:00 a.m.	Continental Breakfast & Networking (<i>Capitol Foyer</i>)		
7:00 – 8:00 a.m.	Early Morning Ethics Coffee Talk - Ethical & Professional Challenges Facing State Tax Professionals (<i>Salon IV</i>) - Rise and shine and enjoy an entertaining, informative hour on the latest ethics developments relevant to state tax professionals. This presentation will serve as your “wake up” for Thursday morning. However, there’s much more to this session than getting an hour of Ethics CPE/CLE. Tax professionals and government affairs professionals must navigate a host of ethical issues on a daily basis. Some issues are obvious, others may not be. The speakers will discuss how to spot ethical issues and deal with them in a thoughtful and effective manner. (PLEASE NOTE – THERE WILL BE A SEPARATE REGISTRATION SIGN IN SHEET FOR THIS SESSION AND ATTENDEES MUST ARRIVE AND SIGN IN BY 7:00 AM. IN ORDER TO OBTAIN CPE.) Speakers: Glenn McCoy, KPMG*, New York, NY Mike Shaikh, Baker & McKenzie*, Palo Alto, CA		
8:05 – 9:00 a.m.	Report from the Front Lines: Northeast States Chamber Roundtable Discussion	Top 10! – Income Tax - Legislation and Litigation (<i>Salon IV</i>) - Get an update on the most important litigation and	Use Tax Issues with Cloud Transactions - There's No App for That (<i>Cannon/Hart/Russell</i>) - As

	<p>on Business Taxes – 2019 & 2020 Predictions (<i>Salons I/II/III</i>)</p> <p>Tax policy professionals from key state business associations will prognosticate on significant tax policy issues in the northeast states' upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.</p> <p>Moderator: Karl Frieden, COST, Washington, DC</p> <p>Speakers: Gene Burner, Manufacturers' Alliance of Maryland, Grasonville, MD Christine Buteas, NJ Business and Industry Association, Trenton, NJ Ashley Duckman, Maryland Chamber of Commerce, Annapolis, MD Carl Marrara, Pennsylvania Manufacturers' Association, Harrisburg, PA Eileen McAnneny, Massachusetts Taxpayers Foundation, Boston, MA Ken Pokalsky, Business Council of New York State, Albany, NY</p>	<p>legislation that took place across the nation that impacts state and local income taxes. The speakers will highlight the most significant developments as well as their thoughts on future impacts.</p> <p>Speakers: Marty Dakessian, Dakessian Law*, Los Angeles, CA Matt Hunsaker, Baker & Botts*, Dallas, TX David Shipley, McCarter & English*, Newark, NJ</p>	<p>more companies move to the cloud, purchasers are facing critical issues in determining taxability and situsing. This session will focus on hot issues and trends in this area and will also address how to handle overpayments of sales tax, and pulling the documentation together to support a refund claim of sales tax based on situsing issues.</p> <p>Speakers: Brian Kirkell, RSM*, Washington, DC Carolynn Kranz, Industry Sales Tax Solutions*, Washington, DC James Taylor, Alliance Data, Columbus, OH</p>
9:05 – 9:55 a.m.	<p>Audit Session: Northeast Region, Canada and MTC SALT Developments & Audit Reports (COST Industry Members Only) (<i>Salons I/II/III</i>)</p> <p>Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont and Canada & MTC Audits</p>	<p>Dividends Received Deduction – Need for Foreign Returns and Other Issues (<i>Salon IV</i>) - In this session, the speakers will cover the impact of the TCJA on taxpayers' payments of dividends and also look at the documentation required by some states to support a DRD from foreign subsidiaries/entities. Other states take unique positions on deductibility (e.g., WI). Those issues will be discussed in this session and the speakers will provide guidance on the best ways to deal with them.</p> <p>Speakers: Michael Bryan, Deloitte*, Philadelphia, PA</p>	<p>Planning for State Amended Return Compliance Resulting from Federal Final Determinations and Other Federal Changes (<i>Cannon/Hart/Russell</i>) - The session will focus on the impact of IRS audits on state income tax. Uniformity in reporting does not exist at the state level so the speakers will present the best practices to follow when reporting RAR's. They'll also cover recent state updates and other unique consequences of federal changes.</p> <p>Speakers:</p>

		June Summers Haas, Honigman*, Detroit, MI	Matthew DiDonato, Grant Thornton*, New York, NY Mark Koch, DuCharme, McMillen & Associates*, Cincinnati, OH Mark Loyd, Bingham Greenebaum Doll*, Louisville, KY
9:55 – 10:10 a.m.	Refreshment Break & Networking (<i>Capitol Foyer</i>)		
10:10 – 11:00 a.m.	Audit Session: Northeast Region, Canada and MTC SALT Developments & Audit Reports (COST Industry Members Only) (cont...) (<i>Salons I/II/III</i>)	<p>Handling Tax Controversies to Win (<i>Salon IV</i>) - When your company faces a tax problem it needs to win, knowing when and how to engage, the offensive and defensive tools at your disposal, and how to fight to win is invaluable. This story-based session will delve into a state and local tax controversy from start to finish – highlighting the method and strategy to build a winning approach. The session will emphasize defining what is “winning” – whether it is closing a difficult audit or winning a case to court – and will provide tools to get the win. The topic will cover the use of internal and external resources and how to look at problems and their solutions holistically.</p> <p>Speakers: Zach Gladney, Alston & Bird*, New York, NY Stephen Kranz, McDermott Will & Emery*, Washington, DC</p>	<p>Innovation and Disruption in Tax Technology (<i>Cannon/Hart/Russell</i>) - The requirements facing corporate tax departments globally are moving at such a rapid pace that traditional technology and automation no longer can meet the requirements to be compliant. Companies can't continue to use legacy tools but need to innovate and embrace technology solutions. The industry has been disrupted by legal changes and challenges and new solutions are needed to manage global requirements.</p> <p>Speakers: Seth O'Hara, Grant Thornton*, Atlanta, GA Diane Yetter, Yetter*, Chicago, IL</p>
11:05 – 11:55 a.m.	<p>Frankel Award Recipients Discuss Frankel Issues Frankly! (<i>Salons I/II/III</i>) - Over his long career, Paul Frankel, the “Godfather of COST”, spearheaded a number of issues that evolved over the years. In this session, past recipients of the Paul Frankel Award will discuss those issues, their evolution and Paul’s impact on them.</p> <p>Moderators (Award Recipients): Charles Drury, COST, Washington, DC Richard Pomp, University of Connecticut Law School, Hartford, CT</p> <p>Panelists (Award Recipients): Bobby Burgner, Santa Rosa Beach, FL Bruce Ely, Bradley Arant Boult Cummings*, Birmingham, AL Fred Marcus, HMB*, Chicago, IL</p>		

	Maureen Pechacek, PwC*, Minneapolis, MN Marilyn Wethekam, HMB*, Chicago, IL		
11:55 a.m. – 12:25 p.m.	Presentation to Douglas Lindholm of the Eleventh Annual COST/ Paul Frankel Excellence in State Taxation Award (Salons I/II/III)		
12:25 – 1:25 p.m.	Lunch (<i>Capitol Ballroom</i>)	Financial Services Lunch/Committee Meeting (Salon IV) - This is an opportunity for members in the financial services operations to meet and discuss relevant issues. Please join us for an interactive discussion of any issue that is important to you. Moderators: Nikki Dobay, COST, Portland, OR Pat Reynolds, COST, Washington, DC	
1:25 – 2:15 p.m.	Report from the Front Lines: West Coast States Roundtable Discussion on Business Taxes – 2019 Recap & 2020 Predictions (Salons I/II/III) Tax policy professionals from key state business associations will prognosticate on significant tax policy issues in West Coast States' upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks. Moderator: Nikki Dobay, COST, Portland, OR Speakers: Robert Gutierrez, California Taxpayers' Association, Sacramento, CA Mike Stober, Oregon Business & Industry, Salem, OR	50 Shades of Gray: The Increasingly Complicated World of State Taxation of Pass-through Entities and Their Owners (Salon IV) - Despite their continued popularity, states and taxpayers still struggle with how to tax pass-through entities, such as partnerships, LLCs and S corporations, and their owners. The new \$10,000 cap on the deductibility of state and local taxes is creating new complications with respect to the offset of resident and non-resident taxes. Some states are also moving toward enacting some version of the MTC model statute on partnership-level audits/RAR adjustments. And taxpayers continue to challenge states' claims of nexus on PTE owners whose only connection with a state is their ownership of the PTE interest itself – and recent court decisions such as <i>Wayfair</i> and <i>Kaestner Family Trust</i> , have changed the calculus for planning and state tax reporting. The panel will provide an update on all of these developments and more affecting the state taxation of PTEs. Speakers: Bruce Ely, Bradley Arant Boult Cummings*, Birmingham, AL Fred Nicely, COST, Washington, DC	Damned If You Do, Damned If You Don't (Cannon/Hart/Russell) - The recent trend of class action and whistleblower lawsuits related to under/over collection of sales/use tax puts retailers in a no-win situation when it comes to uncertain and/or complex compliance issues. This session will explore this trend, including the recent attempt to expand the California False Claims Act to tax cases, the impact on sales tax compliance, especially after <i>Wayfair</i> , the impact on other taxes, defending against such an action, and what companies can do in an effort to reduce their risk/exposure in this area. Speakers: Eric Coffill, Eversheds Sutherland (US)*, Sacramento, CA Terry Frederick, Barnwell Consulting*, Overland Park, KS David Pope, Baker & McKenzie*, New York, NY

<p>2:20 – 3:10 p.m.</p>	<p>Report from the Front Lines: Western States Chamber Roundtable Discussion on Business Taxes – 2019 Recap & 2020 Predictions (<i>Salons I/II/III</i>)</p> <p>Tax policy professionals from key state business associations will prognosticate on significant tax policy issues in the western states' upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.</p> <p>Moderators: Nikki Dobay, COST, Portland, OR</p> <p>Speakers: Richard Anklam, New Mexico Tax Research Institute, Albuquerque, NM Rusty Cannon, Utah Taxpayers Association, Salt Lake City, UT Ashley Harpstreith, Wyoming Taxpayers Association, Cheyene, WY Miguel Legarreta, Associated Taxpayers of Idaho, Boise, ID Kevin McCarthy, Arizona Tax Research Association, Phoenix, AZ Howard Stephenson, Utah Taxpayers Association, Salt Lake City, UT</p>	<p>Steven Wlodychak, EY*, Washington, DC</p> <p>Are You Prepared? MTC and States to Finally Begin Transfer Pricing Effort (<i>Salon IV</i>) - After years of discussing and designing a transfer pricing component to its existing audit program, the MTC is finally moving forward with the program. Several states have signed on to the program, and the MTC is working to secure additional participation. Participating states are now meeting to discuss confidential taxpayer information, pursuant to an Information Exchange Agreement. What does this mean for taxpayers? Will states--and the MTC--now seek to address allegedly distortive intercompany transactions? If so, what remedies are available to each state to combat the distortive transactions? More importantly, what can taxpayers do to (1) address these issues under audit and (2) proactively minimize exposure when drafting intercompany pricing agreements moving forward?</p> <p>Speakers: Kate Pascuzzi, ConocoPhillips, Bartlesville, OK Leah Robinson, Mayer Brown*, New York, NY Kyle Sollie, Reed Smith*, Philadelphia, PA</p>	<p>Statistical Sampling in Sales and Use Taxes: Best Practices and How States Are Using These Techniques (<i>Cannon/Hart/Russell</i>) - Learn the do's and don'ts of using statistical sampling in indirect tax audits and how states are using these techniques.</p> <p>Speakers: Zachary Rhyne, Ryan*, Dallas, TX Brad Tomlinson, Zaino Hall & Farrin*, Columbus, OH</p>
<p>3:10 – 3:25 p.m.</p>	<p>Refreshment Break & Networking (<i>Capitol Foyer</i>)</p>		
<p>3:25 – 4:15 p.m.</p>	<p>Audit Session: West Region SALT Developments & Audit Reports (COST Industry Members Only) (<i>Salons I/II/III</i>) Alaska, Arizona, California, Colorado, Hawaii, Idaho, Kansas, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Utah, Washington & Wyoming</p>	<p>Implications of Wayfair – What Issues and Taxpayer Protections Exist Post-Wayfair (<i>Salon IV</i>) - Like your favorite movie, revisiting Wayfair and its fallout discloses new insights and a few scary surprises. This presentation will re-examine the case now that it has been allowed to age. We will look at what its legal underpinnings mean to the greater SALT community; point out current</p>	<p>Top 10! – Sales Tax - Legislation and Litigation (<i>Cannon/Hart/Russell</i>) - Get an update on the most important litigation and legislation that took place across the nation that impacts state and local sales taxes. The speakers will highlight the most significant developments as well as their thoughts on future impacts.</p>

		<p>compliance concerns; examine proposed and enacted state and federal legislation; and predict how the Wayfair impact may continue to evolve and how to prepare. The Wayfair decision suggests that a Pike balancing test would be an appropriate framework to determine whether a tax is imposing an undue burden on interstate commerce. Such an argument now seems appropriate for taxpayers facing onerous state or local tax compliance burdens. This session will review the Pike test in regulatory cases and consider its applicability in tax disputes.</p> <p>Moderator: Fred Nicely, COST, Washington, DC</p> <p>Speakers: Matthew Boch, Dover Dixon Horne*, Little Rock, AR David Ebersole, McDonald Hopkins*, Columbus, OH Diann Smith, McDermott Will & Emery*, Washington, DC</p>	<p>Speakers: Greg Abbott, Alvarez Marsal & Taxand*, Atlanta, GA Marc Grossman, Crowe*, Atlanta, GA Curtis Osterloh, Scott Douglass & McConnico*, Austin, TX</p>
4:20 – 5:10 p.m.		<p>International Tax Planning Post-TCJA: SALT Considerations (<i>Salon IV</i>) - When multinational corporations engage in international tax planning, the state tax issues are often overlooked. In the wake of the Tax Cuts and Jobs Act (TCJA), state tax considerations are more important than ever. This session will discuss common international tax planning techniques, how they are changing post-TCJA, where state tax issues arise in these discussions, and how to address them.</p> <p>Speakers: Mitchell Newmark, Morrison & Foerster*, New York, NY Robert Porcelli, PwC*, McLean, VA</p>	<p>Property Tax Practices: Process, Procedure and Practical Pointers (<i>Cannon/Hart/Russell</i>) - This session will cover important points about property tax process and procedure that are useful to all property tax professionals. The session will include discussion of the appraisal and audit processes, notice procedures, timeliness issues, common procedural problems that can arise on the Taxpayer side, filings with taxing authorities, and property tax litigation involving non-valuation issues, such as motions and declaratory judgment actions.</p>

			Speakers: Jeremy Chitlik, Altus Group(US)*, Hunt Valley, MD Reed Hollander, Nelson Mullins Riley & Scarborough*, Raleigh, NC Charles Mercer, Nelson Mullins Riley & Scarborough*, Raleigh, NC
6:00 – 8:00 p.m.	Reception at Smithsonian National Portrait Gallery - Sponsored by <i>Alston & Bird*, Baker & McKenzie*, Bass Berry*, Deloitte*, Eversheds Sutherland*, Grant Thornton*, Jones Walker*, Mayer Brown*, McDermott Will & Emery*, Morrison & Foerster*, Pillsbury*, PwC* and Rath Young*</i>		
FRIDAY, OCTOBER 25 th			
24 Hours	Meeting Room Internet – Sponsored by <i>Bradley Arant*</i>		
24 Hours	Charging Station – Sponsored by <i>Morrison & Foerster*</i>		
24 Hours	COST Event App – Sponsored by <i>Horwood, Marcus & Berk*</i>		
6:30 – 7:15 a.m.	Early Morning Run with Nikki Dobay (COST’s West Coast Tax Counsel) and Other Early Risers Join COST’s West Coast Counsel, Nikki Dobay, and fellow early risers for a 2.5 -3.5 mile run. Get a jump on your day and enjoy an opportunity to meet other attendees and see some historic, early-morning sites. The group will leave the hotel lobby at 6:30 a.m.		
6:30 a.m. – 1:15 p.m.	Registration (<i>Capitol Foyer</i>)		
7:00 – 8:00 a.m.	Continental Breakfast & Networking (<i>Capitol Foyer</i>)		
7:15 – 8:00 a.m.	COST Membership Task Force Meeting – Open to all COST Industry Members (<i>Salon IV</i>)		
8:10 – 9:25 a.m.	Tax Administrators Roundtable (<i>Salons I/II/III</i>) - This roundtable discussion will feature key state tax administrators discussing the latest news, developments, and outlook from a tax perspective. These administrators will provide insights on what happened in their states during 2019 and what is planned for 2020 and beyond. Moderated by an experienced advisor, this session will provide an opportunity to ask those important questions we all seem to have, either confidentially or face-to-face. Moderator: Jim Eads, Ryan*, Austin, TX Panelists: Jozel Brunett, California Franchise Tax Board, Sacramento, CA John Ficara, New Jersey Division of Taxation, Trenton, NJ David Harris, Illinois Department of Revenue, Chicago, IL Deanna Mack, Oregon Department of Revenue, Salem, OR Timothy Van Valen, New Mexico Taxation and Revenue Department, Albuquerque, NM		
9:25 – 9:45 a.m.	Refreshment Break, Networking and Hotel Check Out (<i>Capitol Foyer</i>)		
9:45 – 10:40 a.m.	Report from the Front Lines: Midwest States Chamber Roundtable Discussion on	Modernizing the Sales Tax: Lessons Learned from Europe and Canada (<i>Salon IV</i>)	

Business Taxes – 2019 Recap & 2020 Predictions (*Salons I/II/III*)

Tax policy professionals from key state business associations will prognosticate on significant tax policy issues in the midwest states' upcoming legislative sessions, viewed through the prism of this year's accomplishments and setbacks.

Moderator:
Fred Nicely, COST, Washington, DC

Speakers:
Lucky DeFries, Coffman, DeFries & Nothorn*, Topeka, KS
Beth Kadoun, Minnesota Chamber of Commerce, St. Paul, MN
Anthony Long, Ohio Chamber of Commerce, Columbus, OH
Ray McCarty, Associated Industries of Missouri, Jefferson City, MO
Carol Portman, Taxpayers' Federation of Illinois, Springfield, IL
Tom Sands, Iowa Taxpayers Association, Des Moines, IA
Keith Staats, Illinois Chamber of Commerce, Springfield, IL
Bill Waltz, Indiana Chamber of Commerce, Indianapolis, IN

Sales tax jurisdiction has been significantly expanded by the Wayfair decision, and it is likely that states will next turn to broadening the sales tax base. However, if states do so without first addressing the need for more harmonization of the sales tax base and exemption of intermediate business inputs, they will exacerbate the inefficiency and unfairness of current state sales tax systems. This panel will explore how states could modernize their sales tax systems based on lessons learned from the Canadian GST and the European Union VAT.

Moderator:
Karl Frieden, COST, Washington, DC

Speakers:
Ros Barr, EY*, London, UK
David Robertson, EY Law*, Calgary, Alberta
Christina Zurowski, Grant Thornton*, Mississauga, Ontario

10:45 – 11:35 a.m.	<p>Audit Session: Central /Midwest Region SALT Developments & Audit Reports (COST Industry Members Only) (Salons I/II/III)</p> <p>Illinois, Indiana, Iowa, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Ohio, Oklahoma, Texas & Wisconsin</p>	<p>Credits and Incentives/Research Credit (<i>Cannon/Hart/Russell</i>) - If your corporation is claiming federal research and development credits, you may be eligible to take a similar state-level credit providing substantial reduction to state taxes. If you are already taking the state research credit or thinking of it, you need to be aware of the increasing state focus on these credits as well as the significant differences between state and federal audit issues involving R&D credits. The panel will discuss how best to prepare for and to handle these differences in order to protect your state-level credit.</p> <p>Speakers: Eric Anderson, Andersen*, San Francisco, CA Jaye Calhoun, Kean Miller*, New Orleans, LA Hugh McKinnon, Raytheon, Waltham, MA</p>	<p>Gross Receipts Taxes – What Does Oregon Need to Know? (<i>Salon IV</i>) During this session the panelists will discuss the new Oregon CAT (not to be confused with the Ohio CAT) and how it compares to other gross receipts taxes. Panelists, from Oregon, Ohio and Texas will then engage in a lively discussion of what issues need to be addressed by the Oregon Department of Revenue and what taxpayers should expect as the new tax gets rolled out. Ohio and Texas updates will also be discussed along the way.</p> <p>Speakers: Nikki Dobay, COST, Portland, OR Richard Fry, Buckingham, Doolittle & Burroughs*, Akron, OH Doug Sigel, Ryan Law*, Austin, TX</p>
11:40 a.m. – 12:20 p.m.		<p>Market Based Sourcing (<i>Salon IV</i>) Market sourcing rules have long started, returns have been filed, audits are underway, and controversies are beginning. This panel will review audit and controversy developments and discuss ways to plan for and manage disputes.</p> <p>Moderator: Nikki Dobay, COST, Portland, OR</p> <p>Speakers: Annie Huang, Pillsbury Winthrop Shaw Pittman*, San Francisco, CA Nicole Johnson, Morrison & Foerster*, New York, NY Glenn Newman, Greenberg Traurig*, New York, NY</p>	
12:25 – 1:15 p.m.	<p>COST 50th – Where Are We Headed? What Will We See in the Next 50 Years?! (<i>Salons I/II/III</i>) This panel of distinguished state tax professionals will get “the final word” on the future direction of state and local tax policy. The panelists will discuss the prospects for sales tax base expansion and harmonization; whether corporate income taxes will wither away or expand to include worldwide income; and the potential impact of the explosion of data analytics both within corporate tax</p>		

	<p>departments and state departments of revenue. Finally, the panelists will opine on the continued vitality and adaptation of subnational taxes in the U.S. in response to dramatic changes in national and international income and consumption tax policy.</p> <p>Moderator: Karl Frieden, COST*, Washington, DC</p> <p>Panelists: Jeff Friedman, Eversheds Sutherland (US)*, Washington, DC Jordan Goodman, HMB*, Chicago, IL Doug Lindholm, COST, Washington, DC Alysse McLoughlin, McDermott Will & Emery*, New York, NY Richard Pomp, University of Connecticut Law School, Hartford, CT Christopher Sullivan, Rath, Young & Pignatelli*, Concord, NH</p>
1:15 p.m.	Annual Meeting Adjourns

* Denotes COST Practitioner Connection Subscriber

