

Institute for Professionals in Taxation

I P T

36TH ANNUAL

CONFERENCE

June 24-27 • Indian Wells, CA

BOT

CAMP

Advanced Tax Topics

PRELIMINARY PROGRAM

2012 IPT Annual Conference At-A-Glance

Sunday, June 24, 2012	
7:30am	John P. Myers Memorial Golf Tournament
12:00-7:30pm	Registration
3:00-4:00pm	Introduction to CMI
4:00-5:00pm	Annual Meeting of Members
5:00-5:30pm	Welcome New Members
5:30-7:00pm	Opening Reception - Exhibits Open
Monday, June 25, 2012	
7:00am-4:00pm	Registration Continues
8:00-8:15am	Opening of Conference - Welcome and Introductions
8:15-9:15am	Opening Keynote Session:
9:15-9:45am	Presentation of Awards
Concurrent General Sessions (Select One)	
10:15-11:30am	Credits & Incentives: Interplay of Taxes & Incentives in Siting Projects
10:15-11:30am	VAT: Managing Global Expansion
11:30am-12:30pm	Lunch in Exhibit Hall - Exhibits Open until 1:00pm
Monday Concurrent Breakout Sessions (Select One)	
Income Tax	Cost of Performance vs. Market Sourcing Alternative Apportionment (repeated at 2:30)
Property Tax	Unitary Taxation M&A - Property Tax Considerations & Post Closing Opportunities (repeated at 2:30) Yield Capitalization (repeated at 2:30) Forecasting Technology Change & Impact on Asset Lives
Sales Tax	Preparing for Audit (repeated at 2:30) Implementing a Sales & Use Tax System (repeated at 2:30) Legislative Updates (repeated at 4:00) Sourcing Snafus (repeated at 4:00)
2:30-3:45pm Monday Concurrent Breakout Sessions (Select One)	
Income Tax	Privilege/Work Product Alternative Apportionment (repeated from 1:00)
Property Tax	Preparing Upcoming Transformation of Lessee & IFRS Accounting (repeated at 4:00) Accruals & Forecasting M&A - Property Tax Considerations & Post Closing Opportunities (repeated from 1:00) Yield Capitalization (repeated from 1:00)
Sales Tax	What's New with Sampling (repeated at 4:00) Preparing for Audit (repeated from 1:00) Implementing a Sales & Use Tax System (repeated from 1:00) Managed Audits (repeated at 4:00)
4:00-5:15pm Monday Concurrent Breakout Sessions (Select One)	
Income Tax	Buying and Selling State Tax Credits RAR Reporting for State Purposes
Property Tax	Appraising Properties with Declining Utility Property Tax Limitations Preparing Upcoming Transformation of Lessee & IFRS Accounting (repeated from 2:30) News from the Trenches: The 'Forward March' of the Auditors
Sales Tax	Managed Audits (repeated from 2:30) What's New with Sampling (repeated from 2:30) Sourcing Snafus (repeated from 1:00) Legislative Updates (repeated from 1:00)
8:00-9:00am Tuesday, June 26, 2012 Tuesday Concurrent General Sessions (Select One)	
Income Tax	Mandatory Combined Reporting
Property	Economic Effects of European Debt & Low U.S. Interest Rates
Sales	Characterizing Transactions that Mix Communications, Software, Information & Other

9:15-10:30am Tuesday Concurrent General Sessions (Select One)	
Income Tax	Multi-State Income Tax Optimization
Property Tax	Two for the Price of One: Going Concern Properties & Property Taxation in Canada
Sales Tax	Best Practices
10:45-11:45 am Tuesday Concurrent General Sessions (Select One)	
Income Tax	Social Media in the Tax Marketplace
Property Tax	Proposition 13 at 35, Is it Headed for Early Retirement
Sales Tax	Cloud Computing
11:45-1:00pm	Lunch in Exhibit Hall - IPT 2012-2013 Committees
11:45-1:15pm	Visit Exhibits - Submit your card to be eligible for door prizes
1:15-2:30pm Tuesday Concurrent Breakout Sessions (Select One)	
Income Tax	State Taxation of Foreign Affiliates Transfer Pricing Update (repeated at 2:45)
Property Tax	Fixed Asset Management Accounting for Intangibles in Property Tax Valuation (repeated at 2:45) Incentives (repeated at 2:45) Are Brick & Mortar Obsolete?
Sales Tax	ASC 450 Considerations for Indirect Taxes (repeated at 4:15) M&A & Reorganizations (repeated at 2:45) Contracts: What Every Sales Tax Professional Needs to Know and Why (repeated at 4:15)
VAT	Canadian Update
2:45-4:00pm Tuesday Concurrent Breakout Sessions (Select One)	
Income Tax	Transfer Pricing (repeated from 1:15) Economic Substance & Business Purpose
Property Tax	Achieving Your Goals by Negotiation Contamination Issues Accounting for Intangibles in Property Tax Valuation (repeated from 1:15) Incentives (repeated from 1:15)
Sales Tax	Crossovers (repeated at 4:15) Local Taxes (repeated at 4:15) M&A & Reorganizations (repeated from 1:15)
VAT	Questions from the U.S.
4:15-5:15pm Tuesday Concurrent Breakout Sessions (Select One)	
Income Tax	Due Process Implications of Agency Discretion Nexus
Property Tax	Functional/Economic Obsolescence ASC 450 Considerations for Indirect Taxes (repeated from 1:15)
Sales Tax	Local Taxes (repeated from 2:45) What Every Sales Tax Professional Needs to Know and Why (repeated from 1:15) Crossovers/3 SALT Taxes (repeated from 2:45)
7:00-11:00pm	M*A*S*H Mania Event
Wednesday, June 27, 2012	
8:00-9:40am	Joint General Session: Ethics
9:45-10:45am Wednesday Concurrent General Sessions (Select One)	
Income Tax	Review of Pending Income Tax Litigation
Property Tax	The Advocate's Guide to Mediating Tax Controversy Cases
Sales Tax	Top 10 Court Decisions from 2011 & Cases to Watch in 2012
11:00am-12:00 Noon Wednesday Concurrent General Sessions (Select One)	
Income Tax	What's Your Income Tax Issue
Property Tax Roundtable (Select 1 of 7)	<ul style="list-style-type: none"> <li style="width: 25%;">• Commercial Real Estate <li style="width: 25%;">• Hotel & Healthcare <li style="width: 25%;">• Personal Property <li style="width: 25%;">• Telecom/High-Tec <li style="width: 25%;">• Energy <li style="width: 25%;">• Industrial <li style="width: 25%;">• Retail
Sales Tax	When States Don't Play Fair

BOOT CAMP '12

Please join IPT as we pay tribute to the women and men who serve or have served in our armed forces by attending IPT's 36th Annual Conference aptly named Boot Camp '12 Advanced Tax Topics. For those who have not served, Boot Camp is the initial indoctrination and instruction given to new military personnel. As IPT recruits, you will have the opportunity to "indoctrinate and instruct" yourself in advanced-level topics ranging from Ethics to current sales/use, income, property, value added tax issues and credits and incentives to in-depth discussions of selected topics. Boot Camp '12 will provide you with the tools and knowledge to successfully graduate from boot camp, fine tune your tax technical fitness and serve your profession well. Also, you won't want to miss IPT's special opening ceremonies on Monday. Finally, on Tuesday night, join us for M*A*S*H MANIA.

Saturday, June 23, 2012

4:00 - 7:00 p.m.

Early Registration

Sunday, June 24, 2012

7:30 a.m.

John P. Myers Memorial Golf Tournament

Requires a supplemental registration fee.

12:00 - 7:30 p.m.

Registration

Sunday, June 24, 2012

3:00 - 4:00 p.m.

Introduction to CMI:

This session will review and explain the professional designation program. Members of the professional designation committees will explain the professional and educational requirements for candidacy and certification for each discipline and provide an overview of the format and subject matter of the CMI written and oral exams. All members who are interested in pursuing the CMI professional designation are encouraged to attend.

4:00 - 5:00 p.m.

Annual Business Meeting

- Election of officers and members to the Board of Governors.
- Discussion of Institute business and plans.

5:00 - 5:30 p.m.

Welcome New Members: An Introduction to IPT for new members and first-time attendees.

IPT President

Linda A. Falcone, CMI
Director, Sales and Use Tax
Ryan, LLC
Charlotte, NC

IPT Membership Promotion and Public Relations Committee

Charles Rewis, CPA, Chair
Principal
Ryan, LLC
Arlington, VA

Annual Conference Overall Chair

Terry F. Palmer, CPA
Director - Corporate Tax
Sempra Energy
San Diego, CA

5:30 - 7:00 p.m.

Exhibits Open

This is an excellent opportunity to view products — computers, software, system management, publications, data services, valuation aids, and maps — of interest to property, income, and sales tax professionals. Exhibits are limited to product-oriented vendors.

5:30 - 7:00 p.m.

Opening Reception

Welcome to Indian Wells! Catch-up with old friends, meet new acquaintances and visit the exhibits. Reception is included in conference registration fee. Spouses/guests register for this event via supplemental fee. Admittance is by badge/ticket.

Monday, June 25, 2012

7:00 a.m.- 4:00 p.m.

Registration Continues

6:30 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 8:15 a.m.

Opening of Conference:

Monday, June 25, 2012

8:15 - 9:15 a.m.

Opening Keynote Session: Lessons in Innovative Leader- ship from the U.S. Military

This session will focus on the lessons of leadership from the U.S. military. From developing an organizational culture that fosters innovation and initiative taking, to refining paradigms for risk management and decision making with imperfect information, Paula will present insights from her own counter-terrorism and intelligence experience in the military as well as perspectives from her New York Times best-selling leadership book about General David Petraeus, whom she shadowed for over three years to write the book. An advocate for wounded warriors and veterans, Paula will also provide inspirational perspectives on those who selflessly answer the call to serve and sacrifice on the front lines and will speak about the need to give back to this community of patriots.

Speaker:

Paula Broadwell, Major (Reserves)
U.S. Army
Research Associate, Harvard University

Learning Objectives: After attending this presentation, the participant will be able to:

- Develop an appreciation for the military's culture of innovation and initiative-taking
- Learn about General Petraeus's four tasks for strategic leaders and how to apply them to any industry or leadership endeavor
- Gather "tactics, techniques, and procedures" for inspiring and motivating those under your "command"

- Gain an appreciation for wounded warriors who have served and find ways you can thank them for their sacrifices

9:15 - 9:45 a.m.

Welcome by IPT President

Linda A. Falcone, CMI

Ryan, LLC

- Introduction of invited guests
- Presentation of Awards

10:15 - 11:30 a.m.

**Concurrent General Session
Credits and Incentives Pre-
sentation:**

**Interplay of Taxes and
Incentives in Siting Projects**

When determining where to site a new facility or consolidate operations, taxes are not a major determining factor, or are they? More often than not, site selectors, who are in the trenches, are starting to factor in the tax costs when determining the ideal location for a new project. As a tax professional, you'll gain an understanding of how tax information you provide becomes a part of the site selection process and makes a difference in where a new project is sited. Finally, your input in understanding the true value of the incentive package is critical to the battle. They couldn't do it without you, soldier.

Learning Objectives: After attending this presentation, the participant will be able to:

- Gain an understanding of what factors go into siting a new facility or determining where to consolidate operations

- Understand how tax information requested from you by site selectors is used in the site selection process
- Learn where in the process, negotiation of incentives comes into play and what types of incentives to expect
- Understand the true value of an incentives offer for your specific project
- Learn from other projects experiences, positive and negative

Speakers:

Lee Higgins

Senior Vice President and Principal

Site Selection Group, LLC

Austin, Texas

Ted Telford

Senior Manager

Grant Thornton

Denver, CO

Jeff Troan

Vice President, Economic Develop-

ment

Lockheed Martin Corporation

Celebration, FL

10:15 - 11:30 a.m.

**Concurrent General Session
Managing Global Expansion
against the Ever-Tightening
VAT Vise**

Just as state governments are sharpening their focus on collecting every eligible corporate tax liability to mend their suffering budgets, so too, global governments are laser-focused on collecting the benefits of local and foreign investments. As global transactions increase, corporations face mounting compliance risk and increased scrutiny by foreign governments who expect their fair share of the profits. Often,

these risks lurk dangerously beneath the surface, undetected by the radar of many CFOs, yet with implications that are far broader and potentially far more serious than expected. In the European Union (EU), value added tax (VAT) rates are steadily rising, as governments are forced to collect as much tax revenue as possible. Senior finance executives face scrutiny of internal stakeholders and shareholders, as the responsibility for global VAT compliance falls under their ever-growing list of responsibilities. This session discusses key trends and implications of mismanaging VAT liabilities and the best practices for managing the ever-tightening vise of global VAT requirements.

Learning Objectives: After attending this presentation, the participant will be able to:

- Comprehend the material magnitude of VAT in European transactions
- Identify the 27 member states varying rates of VAT – the highest rate currently 27%
- Understand the penalty regime for mismanaging EU VAT and the importance of being in control of your companies VAT affairs
- Recognize the pitfalls in being non-compliant in diverse EU jurisdictions

Speakers:

Rick Franke

Principal, VAT Consultancy-Recovery

Ryan, LLC

Alkmaar, The Netherlands

Jillian McCullagh

Principal

Ryan, LLC

London, England

11:30 a.m. - 12:30 p.m.

Lunch in Exhibit Hall

Lunch is included in conference registration fee for conferees.

11:30 a.m. - 1:00 p.m.

Exhibits Open

The program for Property
Tax continues on [page 17](#)

The program for Sales
Tax continues on [page 30](#)

1:00 - 2:15 p.m.

Income Tax

Concurrent Session:

■ **Cost of Performance vs.
Market Sourcing**

This presentation will address the use of UDITPA Section 17 cost of performance principles, including the movement away therefrom by states, in calculating applicable sales or receipts factors for apportionment purposes. The presentation will also focus upon the increasing use by states of UDITPA Section 18 alternative apportionment provisions to modify standard apportionment rules, including an analysis of recent variance litigation around the country.

Learning Objectives: After attending this presentation, the participant will be able to:

- Probe the components of UDITPA Sections 17 (cost of performance) and 18 (alternative apportionment)



- Identify states utilizing UDITPA Section 17 as well as those adopting alternative approaches
- Identify and examine different approaches adopted by some states in place of UDITPA Section 17
- Examine and demonstrate the different requirements for the imposition of alternative apportionment under UDITPA Section 18

Speakers:

Christopher A. Wilson, Esq.

Attorney
Waller Lansden Dortch & Davis, LLP
Nashville, TN

2nd Speaker TBD

1:00 - 2:15 p.m.

**Income Tax
Concurrent Session:**

■ **Alternative Apportionment**

(Repeated at 2:30 p.m.)

States generally apportion business income of multistate corporations doing business within and without the taxing state based on an apportionment formula. The standard formula has either been a three (four) factor formula or, most recently, a single sales factor with differing rules on cost of performance or market sourcing for assigning sales of other than the sales of tangible personal property. Most states however provide for equitable adjustments to the standard apportionment formula if it does not fairly represent the taxpayer's business activity in the state. This session will discuss the alternatives to the standard apportionment formula in these situations.

Learning Objectives: After attending

this presentation, the participant will be able to:

- Understand the various state provisions regarding alternative apportionment
- Understand the various ways that state courts measure distortion
- Examine various applications of alternative apportionment
- Learn different ways to calculate distortion
- Learn the relationship between distortion and tax avoidance
- Learn the various ways to request alternative relief

Speakers:

Bill Molina

Director, State and Local Tax
Apollo Group, Inc.
Phoenix, AZ

Steve Shiffrin

Senior Manager, State and Local Tax Services
Ernst & Young LLP
Phoenix, AZ

2:30 - 3:45 p.m.

**Income Tax
Concurrent Session:**

■ **A Few Good Privileges:**

**“You Want Answers?” Exam:
“I Think I’m Entitled!”**

Attendees at this session will learn the inner workings of the Attorney-Client Privilege, Work Product doctrine, and Tax Practitioner Privilege. The session will focus on practical experience and approaches when asserting privilege on audit, including the application of privilege to emails, draft documents, and metadata. The presenters will also

discuss Best Practices in maintaining privilege when planning and implementing transactions with multidisciplinary teams.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify privileged documents
- Implement strategies to protect privilege documents
- Be aware of waiver issues and how to avoid waiving privilege for protected documents

Speakers:

Ernest N. Gates, Esq.

Senior Associate General Counsel – Tax
Wal-Mart Stores, Inc.
Bentonville, AR

Jeffery P. Maydew, Esq.

Principal
Baker & McKenzie LLP
Chicago, IL

2:30-3:45 p.m.

**Income Tax
Concurrent Session:**

■ **Alternative Apportionment**

(Repeated from 1:00 p.m.)

4:00-5:15 p.m.

**Income Tax
Concurrent Session:**

■ **Buying and Selling State Tax Credits**

This presentation will describe the various kinds of state income and other tax credit programs throughout the United States and discuss common characteristics of such programs, the tax and

accounting consequences of and other important considerations in purchasing and selling tax credits and traps for the unwary.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify tax credit programs that might be of interest to his or her clients or employers
- Evaluate the characteristics of each program and calculate the tax consequences of purchasing or
- Negotiate the purchase or sale of the tax credits without falling into pitfalls

Speakers:

Robert P. Espeland

Vice President
U.S. Bancorp Community
Development Corporation
St. Louis, MO

Janette M. Lohman, Esq., CMI, CPA

Partner
Thompson Coburn LLP
St. Louis, MO

4:00-5:15 p.m.

**Income Tax
Concurrent Session:**

■ **RAR Reporting for State Purposes**

Multistate taxpayers are already burdened with annual state tax compliance filings. A federal Internal Revenue Service audit and resulting Revenue Agent's Report (RAR) often results in compliance overload for any corporate tax department. Since most states start with federal taxable income, the



RARs will have to be reported on the tax returns for the states in which the taxpayer files are required to be amended within certain time frames (i.e., 30, 90, 120 days or 6 months). A three year IRS audit can result in filing hundreds of additional state tax returns. This session discusses the best methods to approach the IRS audit from the state perspective and how to cope with the RARs.

Learning Objectives: After attending this presentation, the participant will be able to:

- Evaluate what processes can be completed prior to the finalization of the federal audit
- Prepare detailed work plan and timeline for all RAR-related activities
- Create an inventory and dissect various challenges associated with reporting RAR adjustments to the state and local jurisdictions
- Assess resource needs and organizational support to complete project
- Score benefits of preparedness and prompt compliance

Speakers:

John P. Murphy, CPA
Partner
Kolesar & Associates
Reno, NV

Jason M. Wulfhorst
Director, State & Local Tax
Synopsis, Inc.
Mountain View, CA

Tuesday, June 26, 2012

7:00 a.m. - 4:00 p.m.

Registration Continues

6:45 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 9:00 a.m.

Income Tax General Session:

■ Mandatory Combined Reporting

As states continue to face ever-increasing budgetary issues, mandatory combined reporting is often viewed as one of the potential solutions. This session will explore the latest developments in mandatory combined reporting including new legislation, recent administrative decisions and case law, and common issues faced by taxpayers seeking to comply with the mandatory combined reporting requirements.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify the states that require combined reporting
- Understand the general criteria that result in taxpayers being required to report on a combined basis
- Recognize the differences between combined reporting regimes
- Know which states have recently passed mandatory combined reporting legislation and which states are considering mandatory combined reporting

- Identify some of the practical challenges with mandatory combined reporting

Speakers:

Douglas F. Maziur, Jr., Esq.
Senior Manager
KPMG
Houston, TX

Arthur J. Parham, Jr., CPA, CMA
Senior Tax Advisor
Energy Services, Inc.
The Woodlands, TX

9:15 - 10:30 a.m.

Income Tax General Session:

■ Multi-State Income Tax Optimization

Tax planning is not dead (all accounts to the contrary by the IRS and California). Not only is tax planning not dead, it is alive and well in all state tax areas, sales and use, property, motor fuel, local and, of course, the traditional planning leader: income tax. With the economy still struggling, Tax departments are uniquely situated to bring value to their company's bottom line. Tax departments can bring permanent cash flow saving and drive that value into the everyday business transactions of their company. This session will discuss the process to bring to tax planning, the implementation issues to be aware of and how to address them (including legal, accounting and operations).

Learning Objectives: After attending this presentation, the participant will be able to:

- Evaluate the current "State of the State" of their companies tax planning efforts
- Investigate and implement holistic state tax planning (not just "one off" ideas)
- Weigh the relative strength and weakness of ideas in light of all taxes affected
- Identify issues to incorporate tax planning into the business structure of their company

Speakers:

David G. Naney
Principal
Ryan, LLC
Los Angeles, CA

Robert S. Overstreet, Esq.
Director
Ryan, LLC
Boise, ID

10:45 - 11:45 a.m.

Income Tax General Session:

■ Social Media in the Tax Marketplace

This session will provide an overview of social media resources and how state and local tax administrators and tax professionals are using social media to disseminate information and educate taxpayers about emerging state and local tax issues across the country. Keep an open mind! You will want to learn how Twitter, LinkedIn, and blogs may make you more efficient and more up-to-date on the state and local tax issues that are most important to your companies and tax practice areas. This session also



discusses the ethical considerations of using social media in a business environment.

Learning Objectives: At the end of this session, the learner will be able to:

- Understand how social media outlets can be a business resource for tax professionals
- Understand how to access, search and utilize various social media outlets for tax research
- Appreciate the ethical issues that should be considered with the use of social media in a business environment

Speakers:

Brett R. Carter, Esq.

Partner
Bradley Arant Boult Cummings, LLP
Nashville, TN

Tracey Harney, Esq.

Director, Government Relations
USAA Federal Savings Bank
Nashville, TN

11:45 a.m. - 1:00 p.m.

Lunch in Exhibit Hall - IPT 2012-2013 Committees

Lunch provided in the exhibit hall. Any member interested in serving on one of IPT's committees may sit at the committee's table to learn about the committee's proposed activities for 2012-2013. Included in registration fee.

11:45 a.m. - 1:15 p.m.

Exhibits Open

1:15 - 2:30 p.m. Income Tax Concurrent Session:

■ **Worlds Collide - State Taxation of Foreign Affiliates**

Just because foreign affiliates are not taxable for federal income tax purposes does not mean that they can escape state taxation. Our panel will consider the critical distinctions and explore other reporting and dividend issues unique to state taxation.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understanding the difference between state tax nexus limitations and permanent establishment concepts
- Considering the state tax base ramifications of having zero federal taxable income
- Recognizing important dividend and combined reporting issues for foreign affiliates

Speakers:

Lawrence Leaman

Director-Corporate Taxes
Masco Corporation
Taylor, MI

Margaret C. Wilson, CMI, Esq.

Partner
Reeder Wilson LLP
Princeton, NJ

1:15 - 2:30 p.m. Income Tax Concurrent Session:

■ **Transfer Pricing Update**

(Repeated at 2:45 p.m.)

As state tax administrators seek to

optimize tax revenue, the battle over transfer pricing for intercompany transactions has become a war zone, with states sometimes hiring mercenaries to fight their battles. This topic will explore the latest trends in the transfer pricing struggle.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify when transfer pricing issues are likely to arise
- Understand the various state approaches to transfer pricing
- Recognize the similarities and differences between federal and state transfer pricing issues
- Know what to expect from contingent fee audits
- Determine optimal strategies for minimizing audit issues, including advance pricing agreements

Speakers:

Ray Langenberg, Esq.

Partner
Scott, Douglass & McConnico, L.L.P.
Austin, TX

Gregory Potts

Senior Director, State Tax
Controversies & Policy
Wal-Mart Stores, Inc.
Bentonville, AR

2:45 - 4:00 p.m. Income Tax Concurrent Session:

■ **Transfer Pricing Update**

(Repeated from 1:15 p.m.)

2:45 - 4:00 p.m.

Income Tax Concurrent Session:

■ **Economic Substance and Business Purpose: Current Judicial and Statutory Trends**

The economic substance and business purpose doctrines have long been used by the federal courts in federal tax cases. State courts have recently employed both of these judicial doctrines in state tax cases. In 2010, Congress codified the "economic substance" doctrine (IRC Section 7701(o)). This session will explore the contours of these doctrines and review in detail the current trends in the state case law and statutory codification. Examples and audit issues for income tax will be emphasized.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify issues that may arise from the increasing state level adoption of the economic substance and business purpose doctrines
- Understand the origins and contours of the doctrines
- Recognize the similarities and differences between federal and state approaches to the doctrines
- Understand how to address issues relating to these doctrines in audit and litigation
- Determine optimal strategies for avoiding disputes over these doctrines where possible

Speakers:

C. Eric Fader, Esq., CPA

State Tax Senior Manager
Corporate Tax
Navistar, Inc.
Lisle, IL



Doug Sigel, Esq.

Partner
Scott, Douglass & McConnico, L.L.P.
Austin, TX

4:15 - 5:15 p.m.

Income Tax Concurrent Session:

■ **Due Process Implications of Agency Discretion**

Discussion will be around the interplay between the U.S. Constitution “Due Process” Clause stated in the 14th Amendment pertaining to protection of person(s) from state actions and broad governmental agency discretionary authority, i.e., IRC Section 482 type powers given to States to reflect income to be taxed properly by a State. In addition, relevant cases that impact forced combined reporting, expense add backs and when the State has the responsibility of “Burden of Proof” to support taxing taxpayers will be discussed.

Learning Objectives: After attending this presentation, the participant will be able to:

- Have a better understanding of the relevant law changes passed to expand the States to expand their taxing authority beyond its original borders due to economic presence
- Develop a deeper knowledge of how much discretionary authority that the courts have allowed the States taxing authority. P.L. 86-272 is still the law of the land, but commerce is changing and as we move closer to a service community what is this laws future relevancy

Speaker:

Myron Vansickel
Director, Tax Operations
Experis Finance
Washington, DC

4:15 - 5:15 p.m.

Income Tax Concurrent Session:

■ **Nexus**

Quill and Wrigley are 20 years old! The last time the United States Supreme Court spoke on nexus was May 26, 2002, giving us the Quill decision in which the U.S. Supreme Court upheld the requirement that a remote seller must have physical presence before being required to collect use tax, and the Wrigley decision, in which it explored the limits of P.L. 86-272. What has changed in the 20 years since these cases were decided? How are these standards being applied and interpreted? Where are we headed in the area of nexus and other limits on state jurisdiction to tax? This panel will explore the current trends in nexus law that have emerged and intensified in recent years, including “economic nexus” and factor-presence nexus standards, click-through nexus, affiliate nexus and other third-party nexus issues, notice and reporting laws, and other efforts to expand states’ jurisdictional reach.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the controlling standards that define the conditions under which states may constitutionally subject a business to tax, and explore how these standards are being tested in today’s environment

- Identify the latest state trends in nexus theories and enforcement, including economic nexus, click-through nexus, affiliate nexus and others (and how corporate America is responding)
- Learn about recent nexus developments in case law, state legislation and enforcement positions and understand how these issues practically affect your business
- Understand the protections (and limits) provided by PL 86-272
- Learn how relationships with third-parties can impact your nexus risks
- Practical tips for examining and resolving nexus issues, and for responding to state nexus enforcement

Speaker:

Laura A. Kulwicki, Esq.
Of Counsel
Vorys, Sater, Seymour and Pease LLP
Akron, OH

7:00 - 11:00 p.m.
M*A*S*H Mania

Dinner is included in conference registration fee. Spouses/guests register for this event via a supplemental fee. Admittance is by badge/ticket only. M*A*S*H has become an American TV history icon with its finale being the most watched television episode. Its irreverence puts a human, personal face to war. So, get those uniforms out of the closet or run to the surplus store and join the 4077th for dinner and more in the mess tent. As for the food, as Commanding Office Colonel Henry Blake stated in an episode, “Oh, it fills you up if you can keep it down.”

**Wednesday, June 27,
2012**

6:45 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 9:30 a.m.

Joint General Session: Ethics

Surf your local cable or satellite TV and NCIS is sure to be found somewhere. The Naval Criminal Investigative Service (NCIS) is an elite worldwide federal law enforcement organization whose mission is to protect and serve the Navy and Marines. IPTCIS, our version of NCIS, will investigate and attempt to solve an ethics crime committed against IPT’s Code of Ethics. And, then bring the perpetrator to justice. The Institute for Professionals in Taxation has established this Code of Ethics to govern the conduct of members in connection with the performance of their professional duties as tax professionals and as members of IPT. Please be sure to bring your cell phone to this session.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize professionalism extends beyond specifics in the Code
- Know and understand the Code.
- Know and understand the ramifications of violations of the Code
- Gain an understanding of the moral architecture behind the Code and how easily it is to “cross the line”

Speakers:

An All-Star Cast of IPT Members



9:45 – 10:45 a.m.

**Income Tax General Session:
Review of Pending Income Tax
Litigation**

This session will cover the latest pending and decided income tax cases throughout the country. The focus will be on pending litigation that will affect all taxpayers.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify a refund opportunity for their company
- Take return positions on future returns based on pending litigation
- Be knowledgeable about pending litigation throughout the country

Speaker:

Lee A. Zoeller, CMI, Esq.
Partner
Reed Smith LLP
Philadelphia, PA

11:00 a.m. – 12:00 Noon

**Income Tax General Session:
What's Your Income Tax
Issue?**

This roundtable interactive session will be an informal forum regarding state income tax issues and events. Please come prepared with questions, audit issues and resolutions, state income tax issues and/or solutions your company has encountered in the state and local tax arena.

Learning Objectives: After attending

this presentation, the participant will be able to:

- Analyze other tax practices on current state income tax trends
- Develop insight into both industry and consulting solutions to current state and local tax issues

*Facilitated by the Income Tax
Committee*

See pages 4, 5 & 6 for Sunday & Monday morning programming.

Monday, June 25, 2012

1:00 - 2:15 p.m.

**Property Tax
Concurrent Session:**

■ **Unitary Taxation. A Battlefield or Safe Haven?**

Unitary assessment has been an accepted method of valuation of utility and railroad companies for over a century, but will its star continue to rise or is it on the road to extinction? Has deregulation removed the underlying reasons for unitary assessment? Have state constitutions and statutes that identify industries subject to unitary taxation become obsolete and confusing due to convergence? Our panel members have many years of experience in the assessment of utility companies and will discuss the tax policy issues relating to unitary taxation.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the basic arguments in favor of and against unitary assessment
- Evaluate the compliance challenges of unitary and summation methods of assessment
- Recognize the issue of intangibles included in the assessment
- Be able to take part in a public policy discussion regarding unitary assessment in their jurisdictions

Speakers:

Paul Bellon, CPA
Director
Duff & Phelps
Austin, TX

Michael J. Mupo, CMI, Esq., CPA
Director
Verizon
Basking Ridge, NJ

Richard G. Smith, Esq.
Partner
Hawley Troxell LLP
Boise, ID

1:00 - 2:15 p.m.

**Property Tax
Concurrent Session:**

■ **Mergers and Acquisitions -
Property Tax Considerations
and Post Closing Opportuni-
ties**

(Repeated at 2:30 pm)

This session will identify and discuss critical property tax issues during the Merger and Acquisition Process.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand due diligence and structuring considerations
- Understand property tax forecasting analysis
- Identify realty transfer tax considerations, property taxes, PPA Considerations, and additional property tax considerations
- Identify cost segregation considerations
- Gain an understanding of Day 1 and Day 100 issues



Speakers:

Bruce D. Cartwright, CMI
 Managing Director
 Duff & Phelps LLC
 Denver, CO

Hal L. Holmquist
 Director, Property Tax
 CenturyLink
 Overland Park, KS

1:00 - 2:15 p.m.

**Property Tax
 Concurrent Session:**

■ **Yield Capitalization**

(Repeated at 2:30 p.m.)

Attendees will participate in a presentation aimed at providing a clear understanding of how yield capitalization differs from direct capitalization. We will then explore the different kinds of yield capitalization that states are currently using in their assessment methodology. Our guest speaker has been involved in primary research on this topic for a number of years and will provide the attendees with an overview of where market analysis is leading academic thought in the area of yield capitalization.

Learning Objectives: After attending this presentation, the participant will be able to:

- Contrast yield capitalization and direct capitalization
- Identify the strengths and limitations of yield capitalization in practical use in property tax?
- Understand stratifying the variants of “yield capitalization” currently employed in property tax by states
- Identify sources of information for

- yield capitalization
- Recognize what additional factors may be in impacting our understanding of both risks and yields, and the impact of assumptions of remaining lives of assets
- Recognize how our understanding of yield capitalization is changing

Speaker:

Hal B. Heaton, PhD
 Professor of Finance
 Marriott School of Management
 Brigham Young University
 Provo, UT

1:00 - 2:15 p.m.

**Property Tax
 Concurrent Session:**

■ **Forecasting Technology
 Change and its Impact on Asset Lives**

This session describes how technology change affects the useful lives of assets. It will provide an overview of technology forecasting, focusing on substitution analysis, and describe how physical factors and technology substitution combine to determine asset lives. Examples of current technology forecasts and tax applications, especially regarding personal property, will be provided also.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize the basic technology forecasting analytical tools used in predicting asset lives, including the Fisher-Pry and Gompertz methods and trend analysis (exponential growth and growth to a limit) and

- their proper application to estimating useful lives
- Decide whether technology forecasting, mortality curves (e.g., Iowa curves) or both (e.g., Life Cycle Method) should be used to estimate useful lives in a given situation
- Compute the percent good of an asset based on useful life estimates
- Evaluate what forms of obsolescence are reflected in useful life estimates and percent good tables

Speaker:

Lawrence K. Vanston, PhD
 President
 Technology Futures, Inc.
 Austin, TX

2:30 - 3:45 p.m.

**Property Tax
 Concurrent Session:**

■ **Learn the Drills to Prepare
 for the Upcoming Transformation
 of Lessee and IFRS Accounting**

(Repeated at 4:00 p.m.)

What are the significant changes to financial reporting standards? How will they impact my company? Jim Dahlby, our boot camp instructor, will review two key changes that will have widespread impact on the US market. Hear firsthand how the proposed accounting standard changes from the FASB, will impact Lessee Accounting for property tax professionals. Jim will help you perform at your optimal level as you hear the SEC analysis and proposal to move from the current FASB guidelines to the IFRS guidelines. You won't want to miss this session especially learning how these changes will impact prop-

erty plant and equipment records for companies of all sizes.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand current state of significant accounting changes
- Examine potential impacts of accounting changes
- Prepare next steps to keep informed
- Determine key items to investigate within your organization

Speaker:

Jim Dahlby
 Vice President, Industry Specialist
 PowerPlan, Inc.
 Atlanta, GA

2:30 - 3:45 p.m.

**Property Tax
 Concurrent Session:**

■ **Accruals and Forecasting**

A panel discussion designed to provide insight into the property tax accrual and forecasting function from a Real Estate, Personal Property and FASB perspective. The session will be interactive and provide the attendees the opportunity to discuss best practices.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize the difference between accrual and cash accounting as defined by FASB and GAAP
- Understand what is required by accounting rules from a property tax perspective
- Explain how public companies estimate, track and report to management, the accrual and forecasting of



- Real Estate property taxes
- Explain how public companies estimate, track and report to management, the accrual and forecasting of Personal Property taxes
- Utilize Best Practices from session participants

Speakers:

Charles Alan Long, CMI
Executive Director
Ernst & Young LLP
Charlotte, NC

Kellianne M. Nagy, CMI, CAE
Director - Property Taxes
Time Warner Cable
Charlotte, NC

Mark Perry, CAE
Director - Real Estate Services
Masco Corporation
Taylor, MI

2:30 - 3:45 p.m.

Property Tax Concurrent Session:

■ **Mergers and Acquisitions - Property Tax Considerations and Post Closing Opportunities**

(Repeated from 1 pm)

2:30 - 3:45 p.m.

Property Tax Concurrent Session:

■ **Yield Capitalization**

(Repeated from 1 pm)

4:00 - 5:15 p.m.

Property Tax Concurrent Session:

■ **Appraising Properties with Declining Utility**

A search of appraisal literature reveals a total void in articles or textbooks that address the valuation of property with declining future utility. This type of property could include an apartment complex, retail complex, or hotel in an area with declining population or economic trends, or industrial facilities supplying declining markets. Focusing on current utility or utilization alone, particularly where the cost approach is considered the most reliable indicator of value, omits critical steps from the appraisal process. The failure to consider future utility is “short-sighted” in the true sense. A property’s expected future use cannot be ignored in an appraisal, in the same way that a buyer would not ignore the future prospects for use. The future use is most clearly defined by the income approach, but declining utility must also be considered and quantified in the cost and comparable sales approaches.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify circumstances where declining utility will influence value
- Develop appropriate analyses using the income approach, the comparable sales approach and the cost approach to determine the impact on value of declining utility
- Select from several methods to quantify the obsolescence associated with the future declining utility of a property in the cost approach

- Understand the attributes to be reconciled in the conclusion of value for a property

Speaker:

Kathy G. Spletter, ASA
Vice President
Stancil & Co.
Irving, TX

4:00 - 5:15 p.m.

Property Tax Concurrent Session:

■ **Property Tax Limitations**

This session will look at the various ways states have tried to limit the property tax burden for taxpayers. For example, Homestead Exemptions, circuit breakers for older taxpayers and veterans, Louisiana’s industrial credits for econ development date back to Huey Long in the 30s, then the revolt in California with Prop 13, and some of the more all encompassing limits like Colorado’s limit of budgets, tax collections and rates.

Learning Objectives: After attending this presentation, the participant will be able to:

- Examine a brief history of property tax limitations in the U.S. and highlight limitations
- Discuss some important effects of property tax limitations
- Compare how specific limitation measures, assessment limits and levy limits, are administered across the states
- Evaluate political dynamics of tax limitation petitions

Speakers:

Susan M. Moreland
Manager, Property Taxes
Ernst & Young LLP
Atlanta, GA

Philip M. Tatarowicz, Esq., CPA
Professor of Law
Georgetown University Law Center
Of Counsel
Morrison & Foerster LLP
Washington, DC

4:00 - 5:15 p.m.

Property Tax Concurrent Session:

■ **Learn the Drills to Prepare for the Upcoming Transformation of Lessee and IFRS Accounting**

(Repeated from 2:30 p.m.)

4:00 - 5:15 p.m.

Property Tax Concurrent Session:

■ **News from the Trenches: The “Forward March” of the Auditors**

An aggressive campaign has been deployed in many jurisdictions. The auditor’s strategy to assess first, ask questions later has property owners on the defensive. Taxpayers are being forced to make their stand at the appeals board in order to win the war. Unconditional surrender to the auditor’s assessment is not necessary. Our battle commanders will share their field experience and campaign scars. Troop participation will be encouraged.

Learning Objectives: After attending this presentation, the participant will be able to:



- Identify strategies for dealing with the aggressive auditors
- Evaluate best practices in developing an action plan for managing audits

Speakers:

Kathryn A. McClure, CMI
Senior State Tax Director
NBCUniversal
Universal City, CA

Mindy McLees, CMI
Senior Manager
Moss Adams LLP
Los Angeles, CA

Tuesday, June 26, 2012

7:00 a.m. - 4:00 p.m.

Registration Continues

6:45 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 9:00 a.m.

Property Tax General Session:

■ Possible Economic Effects of European Debt and Low U.S. Interest Rates

European defaults and/or bailouts – how may this affect the U.S.? Low interest rates – how long can they last? What are they actually doing to the value of real estate? Where are we now – in a cycle or is this a game changer? The session will address these questions and the latest trends regarding Euro-

pean Debt and U. S. low interest rates.

Learning Objectives: After attending this presentation, the participant will be able to:

- Get a general overview of how our money system works, how the Federal Reserve sets interest rates, and what drives international monetary policies that affect the U.S.
- Understand economic scenarios that may occur when interest rates begin to rise
- Understand possible ramifications of the European Debt Crisis on the U.S. economy

Speaker:

John Lifflander, ASA
President
Covenant Consultants, Inc.
Ridgefield, WA

9:15 a.m. – 10:30 a.m.

Property Tax General Session:

■ Two for the Price of One: Where Do We Stand on Valuing Going Concern Properties for Ad Valorem Taxation and Property Taxation in Canada

The first part of the session will focus upon the status of the ongoing debate as to methodology (i.e., *Lennhoff vs. Rushmore*), the impacts of recent law and the Appraisal Institute’s Course 800, property/business uses that should or may be considered, and the basics regarding appropriate methodology. It will further consider valuation requirements based upon the scope of the valuation project, and more specifically for ad valorem property assessment

and taxation. The second part of the session will provide a general overview of property assessment / taxation in Canada, with a particular focus on the underlying principles that support the provincial valuation systems. The presentation will include an overview of property taxation in the various provinces, and the legal principles that underlie assessments across Canada. A general comparison between the U.S. and Canadian systems will also be provided.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand which properties might serve as a business platform with associated intangible (for property tax purposes) assets
- Identify key indicators as to when a property might be incorrectly assessed for tax management processes
- Recognize sample non-realty assets that are often mistakenly valued, assessed, or taxed
- Understand the basic framework of Canadian property tax
- Be aware of some of the major similarities and differences between the Canadian and U.S. systems
- Be able to discern some of the potential assessment reductions opportunities that exist in Canada

Speakers:

Mathias Hintikka, CMI, A.Sc.T.
Manager, Property Tax
Ryan ULC
Mississauga, ON

C. Cutchin Powell
Director, Property Tax
Ryan, LLC
Arlington, VA

Ken Shaw, AMAA

Principal, Canadian Property Tax
Ryan ULC
Mississauga, ON

10:45 a.m. – 11:45 a.m.

Property Tax General Session:

■ Proposition 13 at 35, Is It Headed for Early Retirement?

This landmark element of California has generally withstood the test of time providing a predictable property tax liability for businesses. But with the recent fiscal problems in California, new efforts to repeal the “third rail” of California tax policy have surfaced. Again, business will have to defend against “split roll” proposals designed to significantly increase the property tax burden on business real estate. This session will review the history of Proposition 13, the policies behind it and the various challenges to the acquisition valuation system it established.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the acquisition valuation or “Welcome Stranger” system of property taxation
- Review the split roll alternatives that would drastically change Proposition 13 for business properties
- Analyze the impact of doing business in California and possible planning opportunities

Speaker:

Richard J. Ayoob, Esq.
Attorney
Ajalat, Polley, Ayoob & Matarese
Glendale, CA



11:45 a.m. - 1:00 p.m.

Lunch in Exhibit Hall - IPT 2012-2013 Committees

Lunch provided in the exhibit hall. Any member interested in serving on one of IPT's committees may sit at the committee's table to learn about the committee's proposed activities for 2012-2013. Included in registration fee.

11:45 a.m. - 1:15 p.m.

Exhibits Open

1:15 p.m. - 2:30 p.m.

Property Tax Concurrent Session:

■ **Fixed Asset Management**

This session will review in detail how the accurate management of a taxpayer's fixed asset accounting records, including a detailed physical inventory, can result in significant property tax savings as well as favorably impact a company's federal, state and local income tax position. This session will also instruct the taxpayer on how to create a path forward to insure your company is managing fixed asset records to minimize property taxes while maximizing federal, state and local income tax benefits for each asset from acquisition to disposal.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand how accurate fixed asset management can significantly reduce a company's property taxes
- Understand how accurate fixed asset management can help to

- maximize income
- Assess what level of inventory is required to improve the management of a company's fixed assets and what type of assets need to be either barcoded or accurately counted and reconciled to the books to maximize benefits
- Recognize how to create a path forward that will ensure your company is maximizing property and income tax benefits for each asset from acquisition to disposal

Speakers:

Richard M. Cunningham
President
General Financial & Tax Consulting, LLC
Cincinnati, OH

John S. Dritt
Senior Manager, Property Tax
The Kroger Co.
Cincinnati, OH

1:15 p.m. - 2:30 p.m.

Property Tax Concurrent Session:

■ **The Next Generation of Debate: Accounting for Intangibles in Property Tax Valuation**

(Repeated at 2:45 p.m.)

Although the topic of real estate intangibles has been controversial for decades, there is now ample evidence that many Courts and Appeal Boards acknowledge the existence of intangible assets as separate and distinct from commercial real estate. The next generation of dispute will revolve around the methodology for valuing these in-

tangible assets. This session will review the legal landscape during the last two years through analysis of cases such as T-Mobile USA, Inc., v. Utah State Tax Comm. and Redding Life Care v. Town of Redding. Current views on valuation methodology will be outlined and applied in a case study of a senior living center. Emphasis will be placed on the importance of properly weaving the skills of the real estate appraiser with those of the intangibles appraiser to produce a coherent, theoretically correct and seamless opinion of total value and value allocation. Proper treatment of economic obsolescence will also be addressed.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify a property's intangible assets
- Review recent court decisions affecting intangibles
- Analyze the perspective of accounting authorities
- Identify methods for valuing intangible assets
- Understand the role of the real estate appraiser and the intangibles appraiser

Speakers:

David E. Dodd
Director, Senior's Housing/Healthcare Tax Practice
Integra Realty Resources
Richardson, TX

Mary A. O'Connor, ASA, MRICS
Partner, Valuation and Dispute Advisory Services
Sikich LLP
Chicago, IL

Cris K. O'Neill, Esq.
Attorney
Cahill, Davis & O'Neill, LLP
Los Angeles, CA

1:15 p.m. - 2:30 p.m.

Property Tax Concurrent Session:

■ **Incentives**

(Repeated at 2:45 p.m.)

The session will cover the history property tax incentives have played in U.S. economic development, the different types of property tax abatements, a survey of trends in this area, and issues resolved from recent legislation and litigation.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the legislative policy of property tax abatements
- Understand the different types of incentives
- Understand trends in the area in some of the most populous states

Speakers:

James Watts, Esq.
Tax Principal
Deloitte Tax LLP
Dallas, TX

Second Speaker TBA



1:15 p.m. - 2:30 p.m.

**Property Tax
Concurrent Session:**

■ **Are Brick and Mortar
Obsolete?**

Are retail outlets becoming a thing of the past? Will use of internet sources such as Amazon replace our trips to the mall? This session will examine the trends in the retail industry and the resulting effect on values of commercial retail properties. Join a discussion between speakers on the cutting edge of the property tax issues relating to the retail industry.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand recent valuation trends relating to retail properties
- Be familiar with recent cases regarding retail properties
- Understand what retail properties will be most affected by the recent industry trends

Speakers:

David G. Hurrell, CPA

Senior Manager
Ernst & Young LLP
Cleveland, OH

Howard Klein

Vice President, Real Estate Tax
Macerich
Santa Monica, CA

Gregory F. Servodidio

Member
Pullman & Comley, LLC
Hartford, CT

2:45 - 4:00 p.m.

**Property Tax
Concurrent Session:**

■ **Achieving Your Goals by
Negotiation—Techniques of
Intelligent and Trustworthy
Persuasion**

This session will discuss the importance of realistic advance planning, investigating the other side's previous bargaining history and skills in order to "figure out" your opponent, understanding different personalities and their negotiating needs, recognition of "must have" goals vs. "dispensable" bargaining positions, countering unfair or over-reaching demands, the importance of honesty and candor to attain mutual trust, and (if all else fails) learning when to walk away from the negotiating table and how to await a later opportunity.

Speaker:

Lloyd A. Bettis, CMI

Chairman, Chief Executive Officer
National Bureau of Property Administration
Chicago, IL

2:45 - 4:00 p.m.

**Property Tax
Concurrent Session:**

■ **Contamination: The Effects
on Properties and their Value**

Frequently, an appraiser is required to investigate property that has contamination liabilities. It is important for an appraiser to understand the type and cause of contamination, the cost and timing of remediation and how it affects value of the property. The presentation will provide insight into the investigation of contaminated property, causes and types of contamination and the effect on the value of a property. The audience will be encouraged to discuss "real life" experiences.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the different types of contamination
- Understand the causes of contamination
- Understand and use published valuation methodology to quantify the effect on property value
- Understanding ACTUAL contamination issues currently affecting property value

Speaker:

Kevin S. Reilly, ASA

Senior Manager
American Appraisal Associates, Inc.
Milwaukee, WI

2:45 - 4:00 p.m.

**Property Tax
Concurrent Session:**

■ **The Next Generation of De-
bate: Accounting for Intangi-
bles in Property Tax Valuation**

(Repeated from 1:15 p.m.)

2:45 - 4:00 p.m.

**Property Tax
Concurrent Session:**

■ **Incentives**

(Repeated from 1:15 p.m.)

4:15 - 5:15 p.m.

Property Tax General Session:

■ **Practice Procedures for
Measuring Functional and
Economic Obsolescence**

This discussion will consider all forms of functional and external obsolescence related to industrial and commercial taxpayer property. In particular, the discussion will present practical procedures on how to: (1) identify the various components of obsolescence; (2) distinguish between the various components of obsolescence (that is, to avoid double counting); (3) quantify the individual components of obsolescence; and (4) document the obsolescence analysis in a clear, convincing, and cogent valuation report.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify indications of functional and external obsolescence (i.e., indications that will impact the application of the market approach,



income approach, and cost approach to property valuation)

- Explain and apply the generally accepted approaches, methods, and procedures to measure obsolescence in the cost approach
- Document and describe obsolescence analyses in valuation workpapers and reports, conferences with taxing authorities, and expert testimony before finders of fact

Speaker:

Robert F. Reilly, CPA, CFA
Managing Director
Willamette Management Associates
Chicago, IL

7:00 - 11:00 p.m.

M*A*S*H Mania

Dinner is included in conference registration fee. Spouses/guests register for this event via a supplemental fee. Admittance is by badge/ticket only. M*A*S*H has become an American TV history icon with its finale being the most watched television episode. Its irreverence puts a human, personal face to war. So, get those uniforms out of the closet or run to the surplus store and join the 4077th for dinner and more in the mess tent. As for the food, as Commanding Office Colonel Henry Blake stated in an episode, "Oh, it fills you up if you can keep it down."

Wednesday, June 27, 2012

6:45 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 9:30 a.m.

**Joint General Session:
Ethics**

Surf your local cable or satellite TV and NCIS is sure to be found somewhere. The Naval Criminal Investigative Service (NCIS) is an elite worldwide federal law enforcement organization whose mission is to protect and serve the Navy and Marines. IPTCIS, our version of NCIS, will investigate and attempt to solve an ethics crime committed against IPT's Code of Ethics. And, then bring the perpetrator to justice. The Institute for Professionals in Taxation has established this Code of Ethics to govern the conduct of members in connection with the performance of their professional duties as tax professionals and as members of IPT. Please be sure to bring your cell phone to this session.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize professionalism extends beyond specifics in the Code
- Know and understand the Code.
- Know and understand the ramifications of violations of the Code
- Gain an understanding of the moral architecture behind the Code and how easily it is to "cross the line"

Speakers:

An All-Star Cast of IPT Members

9:45 - 10:45 a.m.

**Property Tax General Session:
The Advocate's Guide to Mediating Tax Controversy Cases**

Tax controversy cases pose unique settlement challenges for the practitioner. Taxing authority representatives see risk differently from private litigants and tend toward rigidity. An experienced mediator will discuss how to mediate tax controversy cases with the government. The presentation will include specific negotiation approaches and persuasion techniques that will enhance the prospects for a favorable settlement.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize when a case is ripe for settlement
- Use communication techniques that will help persuade the tax auditor
- Assess the value of your case for settlement purposes
- Calculate your own offers and predict the auditor's response

Speaker:

Robert A. Steinberg, Esq.
Principal
ADR Services Inc.
Los Angeles, CA

**11:00 a.m. - 12:00 Noon
Property Tax General Session:
Industry Roundtable**

The Property Tax Conference Roundtables are now a popular IPT tradition. Join colleagues in your industry in an informal discussion group to exchange ideas, experiences and strategies for your industry's hot topics and burning issues. Don't miss this great opportunity to network with the players in your industry. Facilitators for the Industry Roundtables will be members of the Conference Committee.

Learning Objective: After attending this presentation, the participant will be able to:

- Identify current issues in the specified industry
- Apply lessons learned from others to their current tax practice
 - **Commercial Real Estate**
 - **Energy**
 - **Hotel & Healthcare**
 - **Industrial**
 - **Personal Property**
 - **Retail**
 - **Telecom/High-Tech**



See pages 4, 5 & 6 for Sunday & Monday morning programming.

Monday, June 25, 2012

1:00 - 2:15 p.m.

Sales Tax Concurrent Session:

■ Preparing for Audit

(Repeated at 2:30 p.m.)

Similar to a military battle, preparation for a sales tax audit is critical to its success. This session will provide an analysis of what preparation should be completed well in advance of the entrance conference, to keep your forces in a proactive position instead of defending an unanticipated attack.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the “best practice” of preparing for audit
- Understand what should be prepared in advance of the auditor’s request
- Understand the techniques to expedite audits and best manage the audit process
- Assess the amount of time and resources necessary to have a successful audit experience
- Understand the benefits and downside of spending time up front to fully prepare for an audit

Speakers:

Sherry R. Kresta

Sales and Use Tax Manager
International Paper Company
Austin, TX

Steve Oldroyd, CPA

Senior Director
BDO USA, LLP
San Jose, CA

1:00 - 2:15 p.m.

Sales Tax Concurrent Session:

■ Implementing a Sales and Use Tax System: Preparing for the Mission and then Evaluating your Success

(Repeated at 2:30 p.m.)

You have made the decision to implement a sales and use tax system, perhaps even hired someone to help achieve the goal. Now it is time to mobilize the internal troops. This session discusses the critical role of the internal sales tax department, from key decisions that must be made, tasks that typically fall internally instead of to the consultants, and how to evaluate if the system is functioning as designed. It will highlight key internal tasks that can become a minefield to the department and the success of the mission.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand key decisions that must be made to design an accurate system
- Identify the tasks that must be completed internally to implement the system
- Estimate the internal resources needed to assist with the implementation
- Identify external forces that will limit the implementation of an ac-

curate system

- Understand the proper method to evaluate an implemented system’s accuracy

Speakers:

Tony Chavez

Principal
Ryan, LLC
Phoenix, AZ

Jill K. Houchin, CMI

Supervisor - Sales, Use & Property Tax
Georgia Power Company
Atlanta, GA

1:00 - 2:15 p.m.

Sales Tax Concurrent Session:

■ Legislative Updates

(Repeated at 4:00 p.m.)

This session will provide an update and overview of recent and significant legislative and regulatory activity during the 2011 – 2012 timeframe.

Learning Objectives: After attending this presentation, the participant will be able to:

- Explain new and pending significant tax statutes and regulations that may impact sales tax compliance and liabilities
- Analyze how these changes may affect your company
- Understand how to implement these new laws and rules in your tax department
- Participate knowledgeably in the legislative and administrative process with your legal and government affairs departments

Speakers:

Daniel Garrett, Esq., CPA

Partner
Pivotal Tax Solutions LLC
Mesa, AZ

Michael D. Sontag, Esq.

Member
Bass, Berry & Sims, PLC
Nashville, TN

1:00 - 2:15 p.m.

Sales Tax Concurrent Session:

■ Sourcing Snafus

(Repeated at 4:00 p.m.)

What is the best way to source Internet-based and mobile services, and how do states actually source them?

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the application of existing law to new technologies
- Understand where, what, when and why to source
- Be familiar with trends in the sourcing of tangible personal property as well as services
- Understand allocation of sales tax, if any
- Recognize the impact of possible double taxation
- Apply sourcing rules to various types of products and services

Speakers:

Carolynn Iafrate Kranz, CPA, Esq.

Chief Operating Officer
Industry Sales Tax Solutions, LLC
Washington, DC



Kimberley M. Reeder, Esq.
Partner
Reeder Wilson LLP
Redwood City, CA

2:30 - 3:45 p.m.
Sales Tax Concurrent Session:
■ **What's New with Sampling**
(Repeated at 4:00 p.m.)

This session will cover general updates around audit sampling. States are shifting from block testing to more complex statistical sampling. There is also an increase in the number of states using computer audit specialists and sampling software. We will cover electronic records, safeguarding your data, working with IT to obtain clean data and common mistakes made around sampling. Finally we will talk about sampling for refunds and how to convince your state that this is an acceptable method for determining overpayments.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the different types of Sampling
 - Block v. statistical
 - Stratified statistical sampling
- Become familiar with computerized audit sampling
 - The role of the computer audit specialists
 - Electronic records
 - Safeguarding your data
- Understand the benefits of sampling for refunds

Speakers:

Karri Rozario, CMI, CPA
Senior Manager, Multistate Tax Services
Deloitte Tax LLP
Sacramento, CA

Kevin D. Wilson, CMI
Principal Tax Advisor
Sempra Energy
San Diego, CA

2:30 - 3:45 p.m.
■ **Preparing for Audit**
(Repeated from 1:00 p.m.)

2:30 - 3:45 p.m.
Sales Tax Concurrent Session:
■ **Implementing a Sales and Use Tax System**
(Repeated from 1:00 p.m.)

2:30 - 3:45 p.m.
Sales Tax Concurrent Session:
■ **Managed Audits**
(Repeated at 4:00 p.m.)

As government budgets have been cut and staff reduced, many jurisdictions are asking taxpayers to participate in managed audits as a way to reduce their staffs and costs. Is it a good idea for a taxpayer to participate in a managed audit? What resources are required? How much will it cost? What are the benefits? Which states are willing participants in these programs? This session will provide answers to these questions and the necessary information for you to understand when a managed

audit is right for your company.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the mechanics of a typical managed audit
- Initiate and negotiate a managed audit with the State
- Analyze whether a managed audit will benefit your company
- Prepare for the steps involved in the managed audit process
- Assess the amount of time and resources necessary to have a successful experience
- Understand the benefits and downsides of participating in a managed audit program

Speakers:

Jan Nash
Manager Non Income Tax
Tyson Foods, Inc.
Springdale, AR

Randall J. Serpas, CMI
Senior Manager, Tax
KPMG LLP
New Orleans, LA

4:00 - 5:15 p.m.
Sales Tax Concurrent Sessions:
■ **Managed Audits**
(Repeated from 2:30 p.m.)

■ **What's New with Sampling**
(Repeated from 2:30 p.m.)

■ **Sourcing Snafus**
(Repeated from 1:00 p.m.)

■ **Legislative Updates**
(Repeated from 1:00 p.m.)

Tuesday, June 26, 2012
7:00 a.m. - 4:00 p.m.
Registration Continues

6:45 - 7:45 a.m.
Pre-Session Continental Breakfast
Admittance is by badge only.

8:00 - 9:00 a.m.
Sales Tax General Session
■ **What Am I Selling Anyway?: The Daunting Task of Characterizing Transactions that Mix Communications, Software, Information and Other Good Stuff**

Experts discuss the practical difficulties of fitting cutting-edge services into traditional sales tax definitions, and the technical analysis required to do so.

Learning Objectives: After attending this presentation, the participant will be able to:

- Develop a practical understanding of true object concepts and how/when to apply them
- Understand the nuances and complexities of products and services that "mix" taxable and nontaxable elements

Speakers:

Brian S. Goldstein, Esq.
Principal
PricewaterhouseCoopers LLP
New York, NY

Stephen P. Kranz, Esq.
Partner
Sutherland Asbill & Brennan LLP
Washington, DC

William J. Taylor, III, Esq.
Senior Manager - Transaction Taxes
Turner Broadcasting System, Inc.
Atlanta, GA



9:15 a.m. – 10:30 a.m.

Sales Tax General Session:
■ Against All Odds-Successful Best Practice Implementation within Sales and Use Tax Management

Traditional corporate services functions, like the Tax Department, are feeling the impact of economic constraints as businesses continue to face tightening budgets and higher demands. Organizations expect both operational and support functions to help drive the bottom line in today's competitive environment. Many organizations are embracing an emerging trend to leverage benchmarking and best practices to create a business case for change. This session discusses case studies where organizations use baseline measurement techniques to ascertain where sales and use tax decisions are made within the organization and how that impacts the overall bottom line and business objectives of the company.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize top metrics that command the attention of leadership
- Understand three techniques for building a business case within SUT department

Speakers:

Andrew Hammons
Principal in Charge
Ryan, LLC
Bellevue, WA

Sheresa Norton
Director, Benchmarking
Ryan, LLC
Atlanta, GA

10:45 a.m. - 11:45 am

Sales Tax General Session:
■ Cloud Computing

Cloud computing is still an evolving paradigm. Its definition, usage, underlying technologies, issues, risks, and benefits will be refined and better understood with a spirited debate by the public and private sectors. This definition, its attributes, characteristics, and underlying rationale will evolve over time.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand terms common to cloud computing
- Understand and address sales and use tax concerns commonly noted in cloud computing environment (taxability, sourcing and nexus)
- Understand various legislative, judicial, and regulatory developments
- Understand vendor and purchaser tax obligations
- Identify your risks and opportunities in a dynamic environment

Speakers:

Richard J. Prem, CPA
Vice President - Indirect Taxes & Tax Reporting
Amazon.com
Seattle, WA

Laurie J. Wik, CMI
Senior Tax Manager
Deloitte Tax LLP
San Jose, CA

11:45 a.m. - 1:00 p.m.

Lunch in Exhibit Hall - IPT 2012-2013 Committees

Lunch provided in the exhibit hall. Any member interested in serving on one of IPT's committees may sit at the committee's table to learn about the committee's proposed activities for 2012-2013. Included in registration fee.

11:45 a.m. - 1:15 p.m.
Exhibits Open

1:15 - 2:30 p.m.

Sales Tax Concurrent Session:
■ ASC 450 Considerations for Indirect Taxes

(Repeated at 4:15 p.m.)

Indirect taxes have taken on an increased importance from a financial accounting perspective and have consumed more time and resources from already strained tax departments. As the adequacy of indirect taxes and controls become an issue for federal and state tax and non-tax regulators, the ability of a business to effectively manage its indirect tax becomes even more critical. During this session, we will discuss how ASC 450 affects a company's tax department decisions.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand FASB Accounting Standards Codification (ASC) 450 related to transaction tax issues
- Understand basic issues related to IFRS and IAS 37 Provisions, Contingent Liabilities and Contingent

Assets

- Identify sales and use tax issues that should be considered under ASC 450/IFRS
- Understand various estimation methodologies for creating and documenting sales and use tax reserves under ASC 450/IFRS
- Understand how to approach and consider ASC 450/IFRS related to transaction taxes within organizations

Speakers:

Faranak Naghavi, CPA
Partner - National Director
Ernst & Young LLP
Washington, DC

Second Speaker TBA

1:15 - 2:30 p.m.

Sales Tax Concurrent Session:
■ Sales Tax in Mergers, Acquisitions and Reorganizations

(Repeated at 2:45 p.m.)

It's all in the details! What you need to know before, during and after the transaction. We'll talk about due diligence, data rooms, purchase agreements, transfer taxes, bulk sales rules, successor liability, integration issues and more.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the steps involved in due diligence
- Research the target company to



- draft an initial document request;
- Identify potential questions to ask target
- Analyze the potential transfer tax consequences
- Know what clauses need to be included in the purchase agreements
- Determine the relevant areas of potential sales and use tax exposure for the target company
- Describe compliance considerations to address as part of the post-merger integration plan
- Analyze bulk sales and successor liability

Speakers:

William M. Backstrom, Jr., Esq.
Attorney/Partner
Jones Walker LLP
New Orleans, LA

Toni L. Lewis, CPA
Director, Multistate Tax Services
Deloitte Tax LLP
San Jose, CA

Andrew P. Wagner, Esq., LLM
Staff - Vice President, Tax Law
FedEx Corporation
Memphis, TN

1:15 - 2:30 p.m.

Sales Tax Concurrent Session:

■ **Contracts: What Every Sales Tax Professional Needs to Know and Why**

(Repeated at 4:15 p.m.)

Many tax professionals are regularly called upon by the legal department or their business clients to review con-

tracts and other transactional documents to hopefully minimize, or at least identify, the company's exposure to sales or use taxes. Because many transactions are completed on tight deadlines, each tax professional should have a working knowledge of what issues must be considered and addressed. A tax professional should also have an understanding of the language that should be included in the final transaction documents and how to avoid, or at least address, potential sales tax issues.

Learning Objectives: After attending this presentation, the participant will be able to:

- Identify sales tax issues that arise in many common everyday transactions and in the drafting of transaction documents
- Understand the potential pitfalls of not reviewing and understanding the terms of your company's everyday contracts
- Understand how to address potential sales tax issues during negotiations and when reviewing a contract or other transactional documents
- Recommend potential solutions to identified sales tax issues
- Understand how to assist the legal department and outside counsel in providing and reviewing applicable language to address potential sales tax issues in the transaction documents

Speakers:

Andre B. Burvant, Esq., CPA
Attorney, Partner
Jones Walker LLP
New Orleans, LA

Geoffrey L. Thorpe
Senior Tax Counsel
Chevron Corporation
Concord, CA

1:15 - 2:30 p.m.

Value Added Tax Concurrent Session:

■ **Canadian Update**

This session will provide an overview of the Canadian transaction tax structure as it relates to US Companies conducting business with Canadians. We will discuss cross-border transactions, third-party drop shipments, provision of services as well as implications of US companies owning Canadian subsidiaries.

- Understand the basics of Canada's sales tax structure
- Understand general responsibilities of shipping goods and providing services within Canada
- Identify general opportunities to mitigate Canadian sales tax exposure and identify general sales tax recuperation opportunities

Speaker:

Carlos V. Hernandez
Senior Manager Sales Tax
General Electric Capital Corp.
Danbury, CT

2:45 - 4:00 p.m.

Sales Tax Concurrent Session:

■ **Crossovers/3 SALT Taxes**

(Repeated at 4:15 p.m.)

If your area of expertise is sales and use tax, what do you need to know about the other two SALT disciplines? This session will compare all three taxes providing insights and practical takeaways for the SALT professional.

Learning Objectives: After attending this presentation, the participant will be able to:

- Be able identify the key similarities and differences of these state and local taxes
- Be able to identify basic issues related to these taxes
- Understand how the interrelationship amongst the SALT disciplines can be useful in tax planning

Speakers:

Robert S. Goldman, CMI, Esq.
Partner
Madsen Goldman & Holcomb, LLP
Tallahassee, FL

Arlene M. Klika, CMI
Manager of State Taxes
Schneider National, Inc.
Green Bay, WI



2:45 - 4:00 p.m.

Sales Tax Concurrent Session:

■ **The Challenge of Local Taxes**

(Repeated at 4:15 p.m.)

Compliance with all the rules, policies and procedures of locally administered taxes can be extremely difficult. Our panel will address these matters for the three states with the most challenging local tax issues: Alabama, Colorado and Louisiana.

Learning Objectives: After attending this presentation, the participant will be able to:

- Understand the nexus requirements for the local jurisdictions in these states
- Understand how to manage the local tax compliance process
- Understand how to manage the refund claim and audit processes in these jurisdictions

Speakers:

Christopher R. Grissom, Esq.

Partner
Bradley Arant Boult Cummings, LLP
Birmingham, AL

Timmy Hulin, CMI

Director of Audits
Didier Consultants, Inc.
Zachary, LA

Bruce M. Nelson, MA, CPA

Ehrhardt Keefe Steiner Hottman, P.C.
Denver, CO

2:45 - 4:00 p.m.

Sales Tax Concurrent Session:

■ **Sales Tax in Mergers, Acquisitions and Reorganizations**

(Repeated from 1:15 p.m.)

2:45 - 4:00 p.m.

Value Added Tax Concurrent Session:

■ **Questions from the U.S.**

This session will examine the nature of the fiscal outlook that has given rise to the discussion of a possible VAT in the United States. It will also look at the major issues the U.S. would have to face in designing a VAT, with a close examination of the manner in which a federal VAT could be coordinated with state and local retail sales and use taxes.

Learning Objectives: After attending this presentation, the participant will be able to:

- Assess the near and medium-term forces driving the U.S. budget
- Identify the key issues to be addressed in designing a VAT
- Differentiate among the primary approaches to coordinating national and subnational consumption taxes

Speaker

Harley T. Duncan

Tax Managing Director
KPMG LLP
Washington, DC

Sales Tax Concurrent Sessions:

4:15 - 5:15 p.m.

■ **ASC 450 Considerations for Indirect Taxes**

(Repeated from 1:15 p.m.)

■ **Contracts: What Every Sales Tax Professional needs to Know and Why**

(Repeated from 1:15 p.m.)

■ **Local Taxes**

(Repeated from 2:45 p.m.)

■ **Crossovers/3 SALT Taxes**

(Repeated from 2:45 p.m.)

7:00 - 11:00 p.m.

M*A*S*H Mania

Dinner is included in conference registration fee. Spouses/guests register for this event via a supplemental fee. Admittance is by badge/ticket only. M*A*S*H has become an American TV history icon with its finale being the most watched television episode. Its irreverence puts a human, personal face to war. So, get those uniforms out of the closet or run to the surplus store and join the 4077th for dinner and more in the mess tent. As for the food, as Commanding Office Colonel Henry Blake stated in an episode, "Oh, it fills you up if you can keep it down."

Wednesday, June 27, 2012

6:45 - 7:45 a.m.

Pre-Session Continental Breakfast

Admittance is by badge only.

8:00 - 9:40 a.m.

Joint General Session: Ethics

Surf your local cable or satellite TV and NCIS is sure to be found somewhere. The Naval Criminal Investigative Service (NCIS) is an elite worldwide federal law enforcement organization whose mission is to protect and serve the Navy and Marines. IPTCIS, our version of NCIS, will investigate and attempt to solve an ethics crime committed against IPT's Code of Ethics. And, then bring the perpetrator to justice. The Institute for Professionals in Taxation has established this Code of Ethics to govern the conduct of members in connection with the performance of their professional duties as tax professionals and as members of IPT. Please be sure to bring your cell phone to this session.

Learning Objectives: After attending this presentation, the participant will be able to:

- Recognize professionalism extends beyond specifics in the Code
- Know and understand the Code.
- Know and understand the ramifications of violations of the Code
- Gain an understanding of the moral architecture behind the Code and how easily it is to "cross the line"

Speakers:

An All-Star Cast of IPT Members

9:45 - 10:45 a.m.

Sales Tax General Session:

Top 10 Court Case Decisions for 2011 and Cases to Watch in 2012

Battles lost, battles won and those to come! A look at 2011 critical court decisions and those preparing for a showdown in 2012. This session will highlight the results of these decisions and how they may affect your business.

Learning Objectives: After attending this presentation, the participant will be able to:

- Analyze key decisions that have established new law
- Determine the potential effects the decisions will have on the learners business
- Assess if additional steps need to be taken to protect their company's rights, opportunities or minimize risks related to these decisions

Speakers:

Mark W. Eidman, Esq.

Partner
Scott, Douglass & McConnico, L.L.P.
Austin, TX

Arthur R. Rosen, Esq.

Partner
McDermott Will & Emery LLP
New York, NY

Joseph A. Vinatieri, Esq.

Attorney At Law
Bewley, Lassleben & Miller, LLP
Whittier, CA

11:00 a.m. – 12:00 p.m.

Sales Tax General Session:

When States Don't Play Fair

We all know the rules. States have promulgated statutes and regulations telling us how the tax is to be applied and administered. But what happens when the rules of fair play don't seem to apply to the taxing authorities? What recourse does the taxpayer have to unfair practices and policies, onerous documentation demands and procedural hurdles? These questions and issues will be the focus of this panel discussion.

Learning Objectives: After attending this presentation, the participant will be able to:

- Develop awareness of common procedural requirements for refund claims, audit processes, and dealing with administrative "red tape"
- Understand different practical strategies for responding to unfair demands and protocols
- Consider best practices in submitting refund claims, managing audits, and handling compliance

Speakers:

Kenneth H. Silverberg, Esq., CPA

Partner
Nixon Peabody LLP
Washington, DC

Douglas C. Smith, Esq.

Partner
Crapo Smith
Bountiful, UT

IPT Gratefully Recognizes



As the 2012

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The Institute for Professionals in Taxation expresses its sincere appreciation to Ryan, LLC for being the Signature Sponsor for this year's Annual Conference. This sponsorship makes a substantial contribution to the enhancement of the educational programs offered by IPT.

Registration Information:

Any IPT member or employee of a company/firm with member(s) in the Institute may register for the Conference. The registration fee provides for the usual Conference expenses and also includes luncheons, reception, refreshment breaks, Tuesday night dinner and Conference materials. All spouses/social guests are charged additional fees. Admission to all social functions and sessions is by display of badge (tickets when applicable).

The early registration fee for IPT members is \$595 before May 25, 2012. Registrants save \$25 if payment is received prior to May 25, 2012. The Conference registration fee is \$620 after May 25, 2012. Individuals who are not members of IPT, but whose company or firm has members in IPT, may attend the Conference for an additional \$200 charge. In this case, the total Conference fee for nonmembers would be \$795 before May 25, 2012, and \$820 after May 25, 2012.

If the registrant so elects, he or she may join as an Income, Property, or Sales Tax Associate Member (providing their company already has a member in IPT) for annual dues of \$275. In this case, the total Conference fee would be \$870 before May 25, 2012, and \$895 after May 25, 2012. Dues are nonrefundable even if registration is cancelled. See [registration form](#).

Members may also register for the Conference online at IPT's website by logging in to the [members' only](#) section. If you do not know your login and password, please follow the instructions on the login page.

Faxed registrations are subject to the payment due date and cancellation fees. There is a cancellation charge of \$100. Any faxed registration that is not cancelled in writing prior to the June 15, 2012 cut-off date is subject to the entire Conference fee. All requests for refunds must be in writing. No refunds for cancellations will be given after June 15, 2012 (5:00 pm EST). All registrations are to be handled in **ADVANCE** through the IPT office. If a person is not registered in advance, a surcharge of \$25 will be assessed over and above the late registration fee. For more information regarding administrative policies such as complaint and refund, please contact our office at 404-240-2300.

There is a substitution charge of \$40 on or before May 25, 2012; it becomes a \$50 charge after that date (a substitute must be someone from your company). All registrations must be paid in full within three weeks of acceptance and prior to Conference (\$25 surcharge applies to any payment received after May 25, 2012; \$50 surcharge if payment is still outstanding as of June 24, 2012). Confirmation of acceptance will be sent.

All fees must be in U.S. funds. The following credit cards may be used: American Express, VISA, and Master Card. In order for credit cards to be processed, it is important that the information requested on the registration form be filled out completely. If the address on your registration form differs from the billing address for your credit card, you must provide IPT with the credit card billing address.

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1200 Abernathy Road, NE
Atlanta, GA 30328

Phone: 404-240-2300

Fax: 404-240-2315

Spouse/Guest Information:

Conferees who bring their spouse/guest to the Conference are required to pay for the events attended by the spouse/guest. The optional IPT events available are the Sunday reception and Tuesday night dinner. See [registration form](#).

Hotel Information and Reservations:

The Institute's Annual Conference is being held at the Renaissance Esmeralda, 44-400 Indian Wells Lane, Indian Wells, CA 92210,

Phone: 1-760-773-4444. Reserve your accommodations directly with the Renaissance Esmeralda by: calling the hotel's reservation center at 1-800-446-9875 (identify yourself as being affiliated with IPT) or by using the hotel's website, [click here](#), and complete your on-line reservation.

The single guest room rate is \$154 per night plus applicable taxes and fees. All reservations must be accompanied by a first-night room deposit or guaranteed with a major credit card. There is no additional charge for children under the age of 18 occupying a room with their parents with existing bedding. Self-parking is complimentary. An early departure fee may be charged if an attendee checks out of the hotel prior to the attendee's scheduled departure date, without having notified the hotel by 12:00 midnight the day after check-in of the change in scheduled departure. Make your reservations early to ensure availability. Accommodations requested after May 24, 2012, or sooner if the block sells out, cannot be ensured.

Continuing Education Credits:

Approximately twenty (20) CPE credits (including 2 IPT ethics credit hours) are available for full attendance Monday through Wednesday. Each attendee will be emailed a Certificate with the record of his or her scanned attendance approxi-

mately two weeks after the end of the program.

The Institute for Professionals in Taxation is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits have been based on a 50-minute hour.

As required by regulatory agencies, IPT must verify individual attendance at sessions in order to grant Continuing Education Credits. Each attendee's name badge has a unique barcode that identifies that individual. In order to obtain CE credit, the individual must have his or her bar-coded badge scanned during the first 15 minutes of each session. No credit for the session will be given to un-scanned attendees.

CMLs will receive hour for hour continuing education credits for actual session attendance.

Dress:

For the Conference, dress is business casual, with a reminder; meet-

ing room temperatures and personal comfort ranges vary widely. Since meeting rooms always seem cool, please bring a sweater or jacket. For the **Tuesday night dinner**, we suggest everyone get into the party theme by coming dressed in attire befitting a MASH unit. This means Army fatigues, surgical scrubs, "vintage MASH" or in khaki or green pants and basic brown/green shirts. Think linen, cotton, and comfort. (What not to wear -- business suits, button-down shirts or flip-flops.)

Golf Tournament:

The Institute's John P. Myers Memorial Golf Tournament is scheduled for Sunday with a shotgun start at 7:30 a.m. It is being held at the Indian Wells Golf Resort. The fee is \$75 per person which includes green fees, golf cart, range balls, prizes, and refreshments on the course. This year's event will be played like tournaments in the past, as a four person (a, b, c, d) scramble and will be played using the "STRING" tournament format. Each team will be provided a length of string, which can be used to extend any shot (e.g., that birdie putt left 6 inches short, can be counted in the hole by using 6 inches of string). The challenge here is to make the string count and not have any string left at the end of the round. Participants will have the option to sign up as an individual or as a team. Complete details, including

a release form, will be sent to you upon receiving your completed conference registration form.

Consent to Use of Photographic Images

Photos will be taken at this event. These photos may be published in IPT publications, multimedia presentations, and on our website. Registration and attendance at, or participation in, IPT meetings and other activities constitutes an agreement by the registrant to IPT's use and distribution of the registrant or attendee's image or voice in photographs, videotapes, electronic reproductions, and audiotapes of such events and activities.

Prerequisites: None

Program Level: Update

Recommended Field of Study: Taxation & Regulatory Ethics

Instructional Method: Group Live

Advanced Preparation Required: None

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