



General breakout sessions

Positioning with the c-suite—Tips for tax department professionals

The implications of tax may ultimately affect the financial and strategic decisions of many organizations—thus leaving the tax department with the important task of capturing the attention of, and tailoring tax-related opportunities and concerns to, their C-suite executives and boards. With the use of working examples, this session will focus on leading practices to help members of your tax department become more involved, and possibly find a seat at the table, with corporate leadership and the strategic business decisions they make. The panelists will encourage audience participation to share stories of C-suite communication and positioning successes, as well as disappointments and hopes for the future.

Planning for future state taxation regimes—And the “future state”

This session will explore the breadth and evolving landscape of state taxation regime changes and reforms—whether conducted in response to or regardless of any federal and/or international tax reforms. Among the various state issues and trends for discussion are rate changes, base broadening, transfer pricing arrangements, intercompany debt versus equity characterization, use and taxation of pass-through entity structures, market-targeted sourcing mechanisms, federal income tax conformity, gross-receipts-based taxation, tax haven jurisdiction laws and expanded “nexus” concepts. The panelists will provide their insight on the interplay of these topics and their potential impact on future state taxation regimes—as well as on your own business’s state tax posture in years to come.

Pass-through entity structures: State tax issues for today and tomorrow

Today’s corporate organizational structures frequently comprise of various types of flow-through entities—often in the form of limited partnerships, limited liability companies and joint ventures. Pass-through entity specialists in this session will address some pressing state tax issues facing such structures from a practical standpoint. Among other pass-through-related topics, the session will take a closer look at what you should know—now and for the future—about intercompany transactions, unitary groups, entity-level taxation, factor flow-through, withholding, and the impact of the new federal partnership tax audit rules from a state tax perspective.

Indirect taxes—Hot topics in the digital economy

This session will provide an update on important issues in state sales, use and other indirect taxation in our digital economy—including the sharing economy, marketplace/inventory nexus, Internet of things, and cloud computing. The panelists will cover select developments related to economic, affiliate and “click-through” nexus, digitally delivered products and services, bundled transactions, computer software, and Internet sales—with emphasis on issues associated with characterization, sourcing rules and transactions involving multiple points of use. The session will consider practical approaches for businesses to gather the requisite data and document their transactions for purposes of accurately collecting and reporting the appropriate amounts of taxes in the state and local tax jurisdictions where they do business.

Credits and incentives —Top 10 opportunities and pitfalls

State and local tax credits and incentives, such as job creation and investment tax credits, property tax exemptions, and infrastructure improvement grants, may offer many industries and businesses the opportunity to reduce or offset escalating expenses—some which may be more expansive in application than you might first think. This panel of C&I specialists will explore some top credits and incentives opportunities that your business should consider—whether recently enacted or revised, longstanding, or possibly forthcoming—including some potential underlying risks and pitfalls that may be averted with proper planning, documentation, execution, and maintenance.

Emerging technologies: Keeping your tax department current

The panelists in this session will discuss what tax executives should know about how emerging technologies are altering the ways companies operate, disrupting standard business models, and creating complexities, demands, and potential opportunities for tax departments—including innovative ways these technologies are transforming businesses and tax departments. The panelists will encourage audience participation as they consider “what’s actually working” now as companies advance to automate routine tax functions and manage their data.