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(all times are EST)		Wednesday, February 24, 2021	
11:00 – 11:05 am	<p>Welcome & Introductions Douglas Lindholm, COST, Washington, DC Robert Tuinstra, Corteva, Wilmington, DE Charles Drury, COST, Washington, DC</p>		
11:05 am– 12:10 pm	<p>Important Transaction Tax Controversies for 2021 and Beyond This session will cover important indirect tax controversies businesses will face in 2021 and beyond. The presenters will prepare you with the issues being raised by revenue agencies along with points of contention taxpayers are having with indirect tax laws in the states (and local jurisdictions).</p> <p>Speakers: Timothy Gorton, PWC*, Philadelphia, PA Nicole Johnson, Blank Rome*, New York, NY Steve Kranz, McDermott Will & Emery*, Washington, DC David Pope, Baker & McKenzie*, New York, NY</p>		
12:10 – 1:15 pm	<p>Post-Wayfair Conundrum Impact, issues & concerns that still exist over two years after the U.S. Supreme Court’s reversal of its physical presence precedent will be discussed and analyzed. While the vast majority of states quickly reacted to <i>Wayfair</i> to impose economic nexus thresholds and marketplace laws, the aftermath of those nonuniform laws is starting to cause issues with taxpayers.</p> <p>Speakers: Danielle Ahlrich, Reed Smith*, Austin, TX Nicole Bryant, Grant Thornton*, Seattle, WA Todd Lard, Eversheds Sutherland (US)*, Washington, DC Leah Robinson, Mayer Brown*, New York, NY</p>		
3:00 – 3:05 pm	<p>Introductions</p>		
3:05 – 4:10 pm	<p>Fixing Obsolete State Sales Tax Systems: Incremental and Transformational Approaches From a tax policy perspective, the U.S. is an outlier among the world’s nations with an overall tax composition dangerously skewed toward income, payroll and property taxes. The U.S. relies less on consumption taxes (as a share of all taxes) than any other advanced nation, which is problematic since these taxes are viewed as one of the best ways to raise revenues without deterring economic growth. The U.S. also utilizes an inefficient and outdated retail sales tax system that overtaxes business inputs and generally lacks uniformity and simplification. This session will highlight the urgency of modernizing state sales tax systems, and explore (and contrast) incremental and transformational approaches to consumption tax reform.</p> <p>Moderator: Douglas Lindholm, COST, Washington, DC Speakers: Karl Frieden, COST, Washington, DC Fredrick Nicely, COST, Washington, DC Patrick Reynolds, COST, Washington, DC</p>		

<p>4:10 – 5:15 pm</p>	<p>Digital Advertising Tax Initiatives & the Continued Interest in Gross Receipts Taxes States' interest in taxing digital advertising either through a new targeted gross receipts tax or sales tax base expansion is likely to carry over from 2020 to 2021. This session will go into the issues with such proposals and discuss the implications of such tax laws with the federal Internet Tax Freedom Act's nondiscriminatory tax on electronic commerce provisions. The presenters will also address current gross receipt tax problems at both the state and local level and highlight the COST/STRI upcoming study on gross receipts taxes.</p> <p>Speakers: Matt Cammarata, Blank Rome*, New York, NY Jeffrey Friedman, Eversheds Sutherland (US)*, Washington, DC Amy Nogid, Alston & Bird*, New York, NY Professor Rick Pomp, University of Connecticut, Hartford, CT</p>
<p>Thursday, February 25, 2021</p>	
<p>11:00 – 11:05 am</p>	<p>Introductions</p>
<p>11:05 am – 12:10 pm</p>	<p>ASC 450 Financial Accounting Concerns & Taming Merger and Acquisition Issues Financial accounting issues related to ASC 450 will be covered in this session along with good practices to ensure proper due diligence efforts are made when a business is engaged in a merger and/or acquisition. This session will assist the indirect tax professional from running into problems with accounting issues and those related to a business merger and/or acquisition.</p> <p>Speakers: Jennifer Ardrey, Grant Thornton*, Chicago, IL Stephanie Csan, Deloitte*, New York, NY Marc Grossman, Crowe*, Atlanta, GA Michael Wasser, EY*, Washington, DC</p>
<p>12:10 – 1:15 pm</p>	<p>Wrangling in Local Transaction Taxes Tax issues are not isolated to state tax administration. This session will cover states with local sales tax administration such as Alabama, Alaska, Colorado, and Louisiana. In addition, other troublesome local taxes such as those in Chicago and other cities will be addressed.</p> <p>Speakers: Craig Becker, Pillsbury Winthrop Shaw & Pittman*, Palo Alto, CA Harley Duncan, KPMG*, Washington, DC Jordan Goodman, HMB*, Chicago, IL Mark Yopp, Baker & McKenzie*, New York, NY</p>
<p>3:00 – 3:05 pm</p>	<p>Introductions</p>
<p>3:05 – 4:10 pm</p>	<p>Taming BOTS & Effective Use of Data Analytics from a Business Perspective Businesses are increasingly using software applications that can efficiently run automatic tasks (BOTs) to improve compliance and review invoices to verify the correct amount of tax owed on numerous transactions. This session will cover how to effectively use data analytics proactively and will also cover how state and local tax agencies are using data analytics and analyze concerns raised when they are not used appropriately.</p> <p>Moderator: Steve Barela, Arizona Public Service Company, Phoenix, AZ</p> <p>Speakers: Brian Little, Deloitte*, Chicago, IL Sridhar Venkatesh, Avalara*, San Francisco, CA Diane Yetter, YETTER*, Chicago, IL</p>
<p>4:10 – 5:15 pm</p>	<p>Best Practices for Successful Audit Resolution & Effective Use of Audit Sampling Always a popular session in the past, the presenters in this session will cover best practices for successfully managing a complex audit, including resolving issues as early in the audit stage as possible. With sampling continuing to be used by both auditors and taxpayers to efficiently address tax compliance issues, tips on making sure sampling is done in an equitable manner will also be covered.</p> <p>Moderator: Toni Mincic, Centurylink, Broomfield, CO</p> <p>Speakers: Susan Haffield, PwC*, Minneapolis, MN Carolynn Kranz, Industry Sales Tax Solutions*, Washington, DC Jason McGlamery, Ryan*, Dallas, TX Chadron Woodfork, KPMG*, Houston, TX</p>

5:25 – 6:15 pm	<p>Virtual Networking Sponsored by YETTER – Pisco Demonstration, Chile’s signature drink.</p> <p>Join COST for a fun virtual experience as we learn the history of Pisco and the secret success to the first woman in Chile’s history to own her own pisco company. Get secret ingredients for the “COST” specialty drinks.</p>
Friday, February 26, 2021	
11:00 – 11:05 am	Introductions
11:05 am – 12:40 pm	<p>State Tax Administrators’ Roundtable - Get the Gospel from Key Sales Tax Administrators - Plenty of Time Will Be Allotted for Q&A</p> <p>This roundtable discussion will feature key state sales tax administrators discussing the latest news, developments, and outlook from a transaction tax perspective in their respective states. These administrators will also provide insights on what their states are planning in the transaction tax arena for 2021 and beyond. This session will provide an opportunity to ask important questions, either confidentially or face-to-face, directly to the sales tax administrators.</p> <p>Moderator: Jim Eads, Ryan*, Austin, TX</p> <p>Panelists: Karey Barton, Texas Comptroller of Public Accounts, Austin, TX Chester Cook, Georgia Department of Revenue, Atlanta, GA Trista Gonzalez, California Department of Tax and Fee Administration, Sacramento, CA Justin Nieman, Minnesota Department of Revenue, St. Paul, MN</p>
2:00 – 3:00 pm	<p>Ethics & Professional Responsibility for Attorneys and Others That Deal with Transaction Taxes.</p> <p>In need of CLE/CPE hours related to ethics? This session will provide you with ethic issues that Attorneys and other indirect tax professionals face on a day-to-day basis.</p> <p>Speakers: Bill Backstrom, Jones Walker*, New Orleans, LA Antoinette Ellison, Jones Day*, Atlanta, GA</p>
3:00 pm	COST SALES AND TRANSACTION TAX CONFERENCE WEBINAR ADJOURNS

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