

# AUDITS & APPEALS SEMINAR

Serving the Tax Controversy Needs of In-House Tax Professionals

April 30 – May 3, 2018 | Hilton New Orleans Riverside, New Orleans, LA

## THREE TAX CONTROVERSY SEMINARS IN ONE PLACE

- Federal Tax Controversy (April 30 – May 1)
- Transfer Pricing Controversy (May 2), sponsored by Mayer Brown LLP
- State and Local Tax Controversy (May 2-3), sponsored by Eversheds Sutherland LLP

## 2018 Features

- **Federal tax controversy case study track** designed for a concentrated examination of key stages of the tax controversy lifecycle. Small teams (10-12 each) are supported by dedicated advisors/instructors to provide coaching and real-time feedback.
- **Issue Discussion Forums** – Have your *specific* tax controversy questions addressed as part of your seminar experience. Bring your questions live, or post them to our dedicated, tax controversy **web portal** (<http://forms.tei.org/70665243260149>). Either way, have subject matter experts directly engage with you.
- **Tax Research Resource Center** – Display of tools and capabilities to support tax research compliance and transaction documentation needs across all disciplines (e.g., country-by-country reporting, international transfer pricing documentation, state/federal tax disputes) Research tool discussions will be embedded in selected substantive presentations, exhibit displays with collateral materials and “sign-ups” with short-term trials (including Thomson Reuters, Bloomberg Tax, and others).
- **Competition and Transfer Pricing Regulators** – IRS and OECD regulators to discuss key developments.
- **State and Local Tax Workshops** – Hands-on exercises to develop effective tax protests.
- **State Tax Panels** – Three separate panels comprised of industry representatives, government state tax lawyers, and state tax tribunal judges offering attendees multiple perspectives on state tax controversies.

The complete program can be found at [www.tei.org](http://www.tei.org). Registrations for this seminar tend to fill quickly, and we urge you to register early to reserve your place.



 TAX EXECUTIVES INSTITUTE, INC.

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TIME	Federal Tax Controversy – Monday, April 30		
7:45 - 8:15	Registration & Continental Breakfast		
8:15 - 8:30	Welcome & Introductions		
	Brian Kaufman, <i>Capital One Financial Corporation</i> Chair, TEI's IRS Audits & Appeals Committee	Colleen Brown, <i>Barrick Gold Corporation</i> Immediate Past Chair, TEI's IRS Audits & Appeals Committee	
8:30 - 10:00	Issue Discussion Forum I – Up to the 30-Day Letter (Two separate discussion groups running in parallel)		
	Facilitator: Eli Dicker, <i>TEI's Executive Director</i> Sheri Dillon, <i>Morgan, Lewis &amp; Bockius LLP</i> Armando Gomez, <i>Skadden, Arps, Slate, Meagher &amp; Flom LLP</i> Matt Lerner, <i>Sidley Austin LLP</i>	Facilitator: Kristen Proschold, <i>Intuitive Surgical, Inc.</i> Dan Dumezich, <i>Deloitte Tax LLP</i> Thomas Greenaway, <i>KPMG LLP</i> Kevin Pryor, <i>Sidley Austin LLP</i> Jean Pawlow, <i>Latham &amp; Watkins</i>	
10:00 - 10:15	Break		
10:15 - 11:45	Issue Discussion Forum II – 30-Day Letter Onward (Two separate discussion groups running in parallel)		
	Facilitator: Wayne Hamilton, <i>Wal-Mart Stores, Inc.</i> Wendy Abkin, <i>Morgan, Lewis &amp; Bockius LLP</i> David Blair, <i>Crowell &amp; Moring LLP</i> Kim Boylan, <i>White &amp; Case LLP</i> Thomas Kittle-Kamp, <i>Mayer Brown LLP</i>	Facilitator: Eli Dicker, <i>TEI's Executive Director</i> George Abney, <i>Alston &amp; Bird LLP</i> Patricia Burquest, <i>RSM US LLP</i> Miriam Fisher, <i>Latham &amp; Watkins LLP</i> Thomas Linguanti, <i>Morgan, Lewis &amp; Bockius LLP</i>	
Noon - 1:30	Lunch Program: <b>"Looking Back, Looking Forward"</b> <b>Rose Sereti</b> , Managing Director, Deloitte Tax; formerly Deputy Commissioner, LB&I, Internal Revenue Service		
	BREAK-OUT SESSIONS   T = Technical S = Skill E = Ethics		CASE STUDY
1:45 - 3:15	Competent Authority – T Nuts, Bolts and Nuance	Chevron, Mayo and the T Regulatory Road Ahead	How to Elevate S Opening Session, Explanation of Objectives
	Doug Rodolf, Moderator <i>Wal-Mart Stores, Inc.</i> Summer Austin <i>Baker &amp; McKenzie LLP</i> Helena Klumpp <i>Ivins, Philips &amp; Barker</i>	Sonja Schiller, Moderator <i>Microsoft Corporation</i> Elizabeth Askey <i>Grant Thornton LLP</i> Joshua Odintz <i>Baker &amp; McKenzie LLP</i>	Brian Kaufman, Moderator <i>Capital One Financial Corporation</i> Kathleen Pakenham <i>Cooley LLP</i> Danielle Smith <i>PricewaterhouseCoopers LLP</i> Patricia Burquest <i>RSM US LLP</i> Thomas Kittle-Kamp <i>Mayer Brown LLP</i> Matt Lerner Kevin Pryor <i>Sidley Austin LLP</i>
3:15 - 3:30	Break		
3:30 - 5:00	T Research & Experimentation Issues	T Who's Who at the IRS: New Players, New Roles	S Sharpening Your Research Edge – Tools & Capabilities Facts, IDR's, Responses and Feedback
	Sushil Pokharel, Moderator <i>Capital One Financial Corporation</i> Kathleen King <i>Alvarez &amp; Marsal Taxand</i> Robert Kovacev <i>Steptoe &amp; Johnson LLP</i> Diane Stogiannes <i>DST Advisory Group Inc.</i>	Colleen Brown, Moderator <i>Barrick Gold Corporation</i> Jennifer Breen <i>Morgan, Lewis &amp; Bockius</i> Matthew Cooper <i>Ernst &amp; Young LLP</i>	TBD, Moderator David Blair David Fischer <i>Crowell &amp; Moring LLP</i> Alina Solodchikova <i>RSM US LLP</i>
5:00 - 6:00	Reception		

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TIME					Federal Tax Controversy – Tuesday, May 1				
BREAK-OUT SESSIONS				T = Technical S = Skill E = Ethics			CASE STUDY		
8:00 - 8:30					Continental Breakfast				
8:30 - 10:00		Statistical Sampling – Uses & Applications <b>T</b>	The Latest on “Campaigns” <b>T</b>	Communicating to and With Non-Tax People <b>S</b>	Preparing For Appeals – Facts and Arguments				
		Craig Stier, Moderator <i>Kimberly-Clark Corporation</i> Susan T Bennett Edward Cohen Ryan T. Petska <i>Ernst &amp; Young LLP</i>	Thomas Cullinan Ellen McElroy <i>Eversheds Sutherland LLP</i> Frank Ng <i>Ernst &amp; Young LLP</i>	Colleen Brown, Moderator <i>Barrick Gold Corporation</i> Sean Akins <i>Covington &amp; Burling LLP</i> Patricia Januszewski <i>Ernst &amp; Young LLP</i>					
10:00 - 10:15					Break				
10:15 - 11:45		Managing Multi-Jurisdictional Disputes <b>T</b>	Preparing for Witness Interviews <b>S</b>	Practical Privilege Issues <b>S</b>	Facts and Arguments				
		Wayne Hamilton, Moderator <i>Wal-Mart Stores, Inc.</i> Summer Austin Susan Ryba <i>Baker &amp; McKenzie LLP</i> Erin Collins <i>KPMG LLP</i>	Trace Grether, Moderator <i>Berkshire Hathaway Tax Group</i> Megan Brackney Bryan Skarlatos <i>Kostelanetz &amp; Fink LLP</i> Lawrence Hill <i>Winston &amp; Strawn LLP</i>	Jennifer Buse, Moderator <i>Proctor &amp; Gamble Inc.</i> Jamie Brown <i>Ivins Phillips &amp; Barker</i> David Foster <i>Skadden, Arps, Slate, Meagher &amp; Flom LLP</i> Emily Hughes <i>Kirkland &amp; Ellis LLP</i>					
Noon - 1:15					Lunch				
1:30 - 3:00		Exchange of Information – The New Landscape <b>T</b>	Effective Oral Presentations <b>S</b>	Responding Effectively to IDRs – What is Your Strategy? <b>S</b>	Presenting to Appeals				
		Jason Osborn <i>Mayer Brown LLP</i> Elizabeth Erickson <i>McDermott Will &amp; Emery LLP</i> Robert Morris <i>Norton Rose Fulbright LLP</i>	Mary Prosser, Moderator <i>Texas Instruments Incorporated</i> George Hani Kevin Kenworthy <i>Miller &amp; Chevalier</i>	Erin Gladney Patricia Rexford <i>Baker &amp; McKenzie LLP</i> Mary McNulty <i>Thompson &amp; Knight LLP</i>					
3:00 - 3:15					Break				
3:15 - 4:30		Employment Tax Audits	Ethics in Tax Controversy	Assessing Litigation Hazards During Your Administrative Tax Controversy	Presenting to Appeals – Feedback and Debrief				
		David Fuller <i>McDermott Will &amp; Emery LLP</i> Daniel Boeskin Megan Marlin <i>PricewaterhouseCoopers LLP</i>	Mary Ann Korenwych, Moderator <i>The Lubrizol Corporation</i> Michelle Marion <i>KPMG LLP</i> Scott Michel <i>Caplin &amp; Drysdale Chartered</i>	Karen Wassenberg, Moderator <i>Washington Gas</i> Miriam Fisher Brian McManus <i>Latham &amp; Watkins LLP</i> Paul Stamnes <i>Weyerhaeuser Company</i>					

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## Transfer Pricing Controversy: In A Post-Tax Reform World – Wed., May 2

*Sponsored by Mayer Brown LLP*

7:30 - 8:00 Registration & Continental Breakfast

8:00 - 8:20 Welcome & Introduction

Eli Dicker

*Tax Executives Institute, Inc.*

Joel Williamson

*Mayer Brown LLP*

8:20 - 8:45 **Framework for the Day and Overview of Key Tax Reform Provisions (GILTI, FDII, BEAT & 482)**

Brian Kittle

*Mayer Brown LLP*

8:45 - 10:00 **Choosing the Best Transfer Pricing Strategy to Avoid Multijurisdictional Tax Disputes in a Post Tax Reform World**

John Hickey, Moderator

*Johnson & Johnson, Inc.*

Brian Cody

*KPMG LLP*

Geoff Collins

John Hildy

*Mayer Brown LLP*

10:00 - 10:30 **Break**

10:30 - 11:45 **Choosing the Best Transfer Pricing Methods and Documentation Strategy to Avoid Multijurisdictional Tax Disputes**

John Horne

Elena Khripounova

Kristin Mikolaitis

Scott Stewart

*Mayer Brown LLP*

Noon - 1:20 **Lunch – Fireside Chat with IRS and OECD Transfer Pricing Executives**

John Hughes

*Director of APMA*

*Internal Revenue Service*

Harm Mark Pit

*Policy Advisor –*

*Forum on Tax Administration*

*MAP Forum at OECD*

Jason Osborn

*Mayer Brown LLP*

1:30 - 2:45 **Managing Your Global Transfer Pricing Examinations in a BEPS and Tax Reform World**

Sonja Schiller, Moderator

*Microsoft Corporation*

Dave Canale

*Ernst & Young LLP*

Cabell Chinnis

Brian Kittle

*Mayer Brown LLP*

2:45 - 3:00 **Break**

3:00 - 4:30 **Tools and Techniques for Resolving Transfer Pricing Disputes Early in the Controversy Lifecycle**

Paul DiSangro

Thomas Kittle-Kamp

Leah Robinson

Joel Williamson

*Mayer Brown LLP*

Sam Maruca

*Covington & Burling LLP*

4:30 Closing Remarks / Takeaways

Joel Williamson

*Mayer Brown LLP*

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## TIME

## State and Local Tax Controversy – Wednesday, May 2

*Sponsored by Eversheds Sutherland LLP*

8:00 - 8:30	Registration & Continental Breakfast
8:30 - 8:45	Welcome & Introduction
8:45 - 10:15	<b>Managing State Tax Filings &amp; Audits</b> Andrew Appleby Jeffrey Friedman <i>Eversheds Sutherland LLP</i>
10:15 - 10:30	Break
10:30 - Noon	<b>Challenging Assessments and Filing Protests</b> Michele Borens Eric Coffill <i>Eversheds Sutherland LLP</i>
Noon - 2:00	<b>Luncheon – Protest Workshop: Breakout and Re-Group</b> Carley Roberts Scott Wright <i>Eversheds Sutherland LLP</i>
2:00 - 3:15	<b>Coordinating Multistate Controversies</b> Eric Tresh Maria Todorova <i>Eversheds Sutherland LLP</i>
3:15 - 3:30	Break
3:30 - 4:30	<b>Industry Panel</b> Jeffrey Friedman, Moderator <i>Eversheds Sutherland LLP</i>

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TIME

**State and Local Tax Controversy – Thursday, May 3**

*Sponsored by Eversheds Sutherland LLP*

8:00 - 8:30	Continental Breakfast
8:30 - 10:00	<b>Resolution Through the Courts</b> Timothy Gustafson Carley Roberts
10:00 - 10:15	Break
10:15 - 11:15	<b>Perspectives from the Other Side – State Tax Attorney Panel</b> Pilar Mata, Moderator  <i>Tax Executives Institute</i> Ray Langenberg Special Counsel for Tax Litigation <i>Texas Comptroller of Public Accounts</i>  Christine Mesirow Chief, Taxation Section <i>Ohio Attorney General's Office</i> Brian Oliner Assistant Attorney General/Principal Counsel <i>State of Maryland</i>
11:15 - Noon	<b>Innovative Uses of Technology in Tax Controversies</b> (with tech vendors) Charles Kearns <i>Eversheds Sutherland LLP</i>
Noon - 1:00	Networking Luncheon
1:00 - 2:30	<b>State Tax Considerations Everyone Should Know About</b> Andrew Appleby Jonathan Feldman <i>Eversheds Sutherland LLP</i>
2:30 - 2:45	Break
2:45 – 4:00	<b>All Rise – A View from the Bench</b> Richard Pomp, Moderator <i>University of Connecticut School of Law</i> Martha Blood Wentworth Judge <i>Indiana Tax Court</i>  Douglas Bramhall Administrative Law Judge <i>California Office of Tax Appeals</i> Cade Cole Vice-Chairman <i>Louisiana Board of Tax Appeals</i>
4:00	Adjourn

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### REGISTRATION FORM | April 30 - May 3, 2018

Make checks payable to Tax Executives Institute. Fee covers seminar materials and other items specified in seminar announcement. Registration forms will be accepted on a first-come, first-served basis, and must be mailed to Tax Executives Institute, P.O. Box 9407, Uniondale, NY 11555-9407. Applicants are encouraged to register via [www.tei.org](http://www.tei.org). **Do not mail registrations to TEI's street address.** Credit card registrations may be faxed—see below. Questions? Call 202.638.5601.

Name \_\_\_\_\_

Nickname for Badge \_\_\_\_\_

Your Title \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Zone \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_



Please check here if you require special accessibility or assistance at this function. We will contact you.

**NOTE:** Registrants may sign up for one, two, three, or four day programs.

Fees	Member	Non-Member
4-Day Registration (Includes 2-Day Federal Tax + 2-Day SALT Controversy)	<input type="checkbox"/> \$1,400	<input type="checkbox"/> \$1,650
3-Day Registration (Includes 2-Day Federal Tax + 1-Day Transfer Pricing)	<input type="checkbox"/> \$1,050	<input type="checkbox"/> \$1,300
2-Day Registration (Federal Tax Controversy Days Only)	<input type="checkbox"/> \$ 800	<input type="checkbox"/> \$1,050
2-Day Registration (State & Local Tax Controversy Days Only)	<input type="checkbox"/> \$ 800	<input type="checkbox"/> \$1,050
1-Day Registration (Transfer Pricing Controversy Day Only)	<input type="checkbox"/> \$ 500	<input type="checkbox"/> \$ 500

Charge to:  VISA  MasterCard  American Express  Discover  Diners Club

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

Cardholder Name (print) \_\_\_\_\_

**If faxing your registration using a credit card, please do so between 9:00 a.m. and 4:00 p.m. ET to ensure confidentiality. Fax number for registrations and cancellations is 202.638.5607.**

All cancellations must be made in writing by 4:00 pm ET on April 13, 2018 and will be subject to an administrative service charge of \$75 (U.S.); for cancellations after April 13, 2018 (the date handout materials become available) and before April 20, the charge will be \$200 (U.S.). No refunds will be made for cancellations received after April 20 and for no-shows. To cancel please send an email [meetings@tei.org](mailto:meetings@tei.org). In the event of cancellation or oversubscription of the conference, TEI's liability is limited to the return of the registration fee. TEI's Federal Taxpayer ID Number is 52-0239291. **Note:** There will be a \$50 charge for substitutions (plus any fee differential).

In accordance with section 274(n) of the Internal Revenue Code, registrants are notified that the portion of the seminar registration fee attributable to food and beverage is \$130 (U.S.) for the 1-day program, \$320 (U.S.) for the 2-day program, \$350 (U.S.) for the 3-day program and \$640 (U.S.) for the 4-day program.

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## GENERAL INFORMATION

**REGISTRATION:** Online registration, with payment by credit card, is easy and efficient. If you cannot register online, detach and return completed registration form, along with remittance in U.S. funds of your indicated registration type, to TEI, P.O. Box 9407, Uniondale, NY 11555-9407. Check or credit card information must accompany registration form. Photocopy form for additional registrants.

@ **WEB:** Go to [www.tei.org](http://www.tei.org).

✉ **MAIL:** Send registration form with check or credit card information.

✉ **EMAIL:** Scan and email your registration form to [meetings@tei.org](mailto:meetings@tei.org).

☎ **FAX:** 202.638.5607. Credit card registrations only. VISA, MasterCard, American Express, Diners Club, and Discover accepted.

Registration is limited to members of TEI and other in-house tax professionals. (Individuals engaged in private law, accounting, or other consulting practice, as well as government employees, are ineligible to attend.) No partial or split registrations will be permitted. Registration forms without payment will not be processed. Please note: Membership in Tax Executives Institute is on an individual basis. There are no “company” or “corporate” memberships. Only members of the Institute — or individuals whose membership applications are pending at TEI — are entitled to the member rates. All other eligible corporate tax executives are required to pay at the non-member rates. For membership information, visit the “Membership” section of [www.tei.org](http://www.tei.org).

**Handout Materials:** Materials will be posted in a searchable format on a secure website. Beginning approximately two weeks before the conference, registrants will be able to access the handouts via a secure link (requiring a password), so they can download or print them out. No paper copies will be provided in your registration materials, and no onsite printing facilities will be available.

TEI encourages you to download or print documents of interest in advance. (Wi-Fi will be available in the meeting rooms but we strongly suggest downloading the materials in advance.) Materials will remain accessible by registrants for one month after the conference.

Enrollment is limited and registrations will be accepted on a first-come, first-served basis, and in the past, this program has sold out. You will receive a confirmation by email; no other confirmation will be sent. Should maximum enrollment be reached prior to the seminar and TEI cannot accept your registration, you will be notified immediately.

**Facilities:** A discounted block of sleeping rooms is being held at the Hilton New Orleans Riverside Hotel for TEI registrants. Registrants are responsible for making their own reservations. You may call the hotel to make your reservation at: 504.561.0500 and identify yourself as a member of the Tax Executives Institute group. A reservations link to make reservations will be included in your registration confirmation email. The room rate is \$199 single/double, plus tax. TEI’s block of rooms will be released for sale to the public on April 6, 2018. Requests for accommodations after that date, or if the block sells out prior to April 6, cannot be ensured.

**Hilton New Orleans Riverside Hotel**  
Two Poydras Street  
New Orleans, Louisiana 70130  
P: 504.561.0500

**Recording Devices:** The use of tape or digital recorders in the classroom is prohibited. Please silence mobile phones, email devices, and pagers upon entering the meeting room.

**Cancellation and Substitution Policy:** All cancellations must be made in writing by 4:00 pm ET on April 13, 2018 and will be subject to an administrative service charge of \$75 (U.S.); for cancellations after April 13 (the date handout materials become available) and before April 20, the charge will be \$200 (U.S.). No refunds will be made for cancellations received after April 20 and for no-shows. To cancel please send an email to [meetings@tei.org](mailto:meetings@tei.org). In the event of cancellation or oversubscription of the conference, TEI’s liability is limited to the return of the registration fee.

**Financial Aid for Illinois Licensed Attorneys:** Scholarships to defray tuition expense for this program are available for in-house tax professionals (both TEI members and nonmembers) who are temporarily unemployed and who are Illinois licensed attorneys with a demonstrated financial hardship. Scholarships will be reviewed and provided upon application on a case-by-case basis. Attorneys who qualify will receive at least a 50% reduction in the conference fee (which does not include any reduction or reimbursement for meals, lodging, or travel costs associated with the conference). To request information on whether you might qualify, please contact us at [meetings@tei.org](mailto:meetings@tei.org).

**CPE Credit Information:** Tax Executives Institute 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.learning-market.org](http://www.learning-market.org).

For more information regarding administrative policies such as complaint or refund, please contact TEI directly at 202.638.5601.

**Date:** April 30 – May 3, 2018

**Delivery Method:** Group Live

**Program Level:** Basic

**Field of Study:** Taxes

**Learning Objectives:** To provide the tools and techniques to enable tax professionals to effectively address advanced financial reporting issues.

**Prerequisite:** No prerequisites-

**Advanced Preparation:** No

advance preparation required.

**Maximum CPE Minutes**

**Available:** 1,500 minutes (for full 4-day seminar)

**CPE Credit:** 30 credits based on a 50-minute hour. 25 credits based on a 60-minute hour.

**Ethics Credits:** 1 credit based on a 50-minute hour (May 1, Ethics in Tax Controversy); 1 credit based on a 60-minute hour.<sup>E</sup>

CPE/CLE requirements vary from jurisdiction to jurisdiction. TEI’s education programs are designed to meet NASBA standards, and are generally accepted by CPE/CLE agencies across the United States. Registrants should check the rules in their own jurisdictions to ensure eligibility.

Tax Executives Institute and TEI Education Fund accord to participants of any race, color, creed, sex or national ethnic origin all the rights, privileges, programs, and activities generally accorded or made available to participants at its program, courses, and other activities.