

AGENDA

8:30 AM: *Registration*

9:00–9:30 AM:
Introduction & Remarks

9:30–10:30 AM:
(10) Interplay Between Sales/Use Taxes and Other Taxes: *It's All Greek to Me*, and (9) Inter-jurisdictional Commerce and Sourcing of Sales: *Who Gets the Pot of Gold?*

10:30 AM: *Break*

10:45–11:45 AM:
(8) Unclaimed Property Audits: *They're heeere*, and (7) Sales Tax Planning in Drafting Contracts and Related Transaction Documents: *Before You Sign on the Dotted Line...*

12:00–1:00 PM: *Lunch Session*
Managed Audits: New Legislation Opens the Door

1:00–2:00 PM:
(6) State and Local Tax Procedure: *Traps for the Unwary*, and (5) Louisiana Exemptions and Exclusions: *Who Put the "M" in MM&E?*

2:00–3:00 PM:
(4) Lease and Rentals: *How Gross is the Gross Proceeds Requirement?*, and (3) Classification of Property as Moveable or Immoveable: *Back to the Future?*

3:00 PM: *Break*

3:15–4:15 PM:
(2) Sales Tax Aspects of Electronic Commerce: *To the Clouds...*, and (1) Top Sales Tax Issue #1: *Participants to select the top issue*

4:15–5:00 PM:
Afternoon Wrap-Up, Questions & Adjourn

Agenda subject to change

Space is limited.

Register for this seminar today
to make sure you don't miss this program.

To Register: Kayla Dowling, Jones Walker
kdowling@joneswalker.com | 504.582.8468

What: State & Local Tax Seminar

When: October 13, 2011 | 8:30 AM–5:00 PM

Where: Houston, Texas

Cost: \$49

SEMINAR AT A GLANCE

**JONES
WALKER**
201 St. Charles Avenue
New Orleans, LA 70170-5100

ATTORNEY ADVERTISEMENT

IT'S ALL

STATE & LOCAL TAX SEMINAR

Louisiana State & Local Tax for Texans | October 13, 2011 | Houston, TX

PROGRAM OVERVIEW

ATTORNEY ADVERTISEMENT

They're back! The Jones Walker State & Local Tax Team will be back in **Houston, Texas**, on **October 13, 2011**, for the third season of "Louisiana State and Local Tax for Texans." This year, the team has developed a day-long program of the **Top 10 Louisiana state and local tax issues** facing taxpayers and their representatives. The Jones Walker SALT Team has identified 9 of the Top 10 issues, but participants will select the No. 1 pressing Louisiana SALT issue. The lucky participant who identifies the No. 1 Louisiana SALT issue will win a Kindle! So get your issue in for our consideration. This seminar will comprise several sessions in the morning and afternoon addressing the Top 10, along with a lunchtime keynote speaker who will discuss Louisiana's new managed audit program.

Please see Agenda section for information on how to register for this \$49 program.

PROGRAM OBJECTIVES

The state and local tax environment in Louisiana is one of the trickiest in the nation. Businesses that dip their toes into the murky waters of the Louisiana state and local tax systems must know how to locate the traps that are lurking in the weeds. This all-day, CPE accredited seminar, will provide attendees with the latest information regarding the Top 10 hottest issues in Louisiana state and local taxation and will provide guidance in navigating the murky waters of Louisiana state and local taxation, particularly for those who counsel Texas businesses doing business in Louisiana.

The objectives of the program include allowing the participants to:

- understand the interplay between property, income and franchise tax issues on the one hand and sales/use taxes on the other;
- identify and address issues surrounding the inter-jurisdictional commerce and sourcing of sales of tangible personal property;
- understand Louisiana's unclaimed property system and how to handle an unclaimed property audit and dispute;
- understand how to address sales/use tax issues in drafting contracts and related documents;
- navigate the complex web of Louisiana state and local tax procedures;
- identify and evaluate applicability of various Louisiana state and local sales/use tax exclusions and exemptions, including application of Louisiana's exclusion for manufacturing machinery and equipment;
- understand the application of Louisiana sales/use taxes to rental and leasing transactions, including the computation of the tax base;
- classify property as moveable or immovable for sales/use tax purposes; and
- understand the sales/use tax aspects of electronic commerce.

Unlike most tax programs, this one will be presented using a Top 10 format that will highlight the most pressing Louisiana sales/use tax issues. The Jones Walker SALT Team has identified 9 of the Top 10 pressing Louisiana SALT issues; participants will select the No. 1 issue and the panel members will discuss the selected issue. The participant who submits the topic will win a Kindle. This process will allow participants to tee up the most pressing issue for the JW SALT Team to discuss.

Jones Walker's SALT Team will lead the participants down the Top 10 list of Louisiana SALT issues, discussing each issue in depth and providing practical advice for handling the issues. This unique approach will allow the participants to apply the fundamental sales/use tax rules to real life situations and will provide for interaction with the participants at an advanced level.

At lunch, guest speakers will address Louisiana's new managed audit program, which is based on Texas' program. During the afternoon sessions, the Jones Walker SALT Team will continue to lead the participants through the Top 10 list to the participant-selected No. 1 Louisiana SALT issue.

The full day's classes qualify for 6 hours of CPE. The program will be unique and informative and, maybe as important, close to home.

This is one that you will not want to miss. This program is intended for intermediate to advanced practitioners in state and local tax administration and those doing business in both Texas and Louisiana.

*Certain states may require this be labeled ATTORNEY ADVERTISEMENT.
Contact: William M. Backstrom, Jr. | bbackstrom@joneswalker.com | 504.582.8228*

MEET THE SPEAKERS

JESSE R. ADAMS, III
PARTNER, NEW ORLEANS

WILLIAM M. BACKSTROM, JR.
PARTNER, NEW ORLEANS

ANDRE B. BURVANT
PARTNER, NEW ORLEANS

KIMBERLY L. ROBINSON
PARTNER, BATON ROUGE

COST

**\$49 PER PERSON FOR REGISTRATION
BEFORE OCTOBER 7**

**\$75 PER PERSON FOR REGISTRATION
AFTER OCTOBER 7**

NEW LOCATION

**OCTOBER 13, 2011
THE MAGNOLIA HOTEL HOUSTON
1100 TEXAS AVENUE
HOUSTON, TX 77002
713.221.0011**