

**2006 Texas Margin Tax**  
**August 24-25, 2006 • Radisson Hotel and Suites on Town Lake • Austin, TX**  
**September 7-8, 2006 • Westin Oaks Hotel • Houston, TX**  
**September 21-22, 2006 • • Plano,**

**Thursday Morning, Aug. 24, 2006**

**Presiding Officer:**

**Peter Brooks**, Clark Thomas & Winters - Austin, TX

9:00 am In Austin Only 0.50 hr	<b>Overview—Building Blocks of the Margin Tax</b>  Where to begin? And where to go then? A brief overview of the new Texas margin tax.  Cindy M. Ohlenforst, Hughes & Luce - Dallas, TX
9:30 am In Austin Only 1.00 hr	<b>Determining Revenue</b>  For many taxpayers their new Texas margin tax liability will be computed by applying a tax income rate under the new law. This session provides guidance of the computation of income and a discussion of open issues and practical examples.  Sue Baadsgaard, PriceWaterhouseCoopers LLP - Dallas, TX
10:45 am In Austin Only 1.00 hr	<b>Cost of Goods Sold</b>  This discussion will focus on the statutory language provided in HB3 while comparing and contrasting the provisions to federal income tax regulations.  Steven W. Anderson, KPMG LLP - Houston, TX Michael D. Moore, KPMG LLP - Houston, TX Scott Vance, KPMG Washington National Tax - Washington, DC
11:45 am In Austin Only 0.50 hr	<b>Compensation</b>  Many taxpayers will determine their liability under the new Texas margin tax with reference to compensation: this session covers the new rules, including highlights, open issues, and examples.  Kathy Applegate, KHA Consulting PC - Fort Worth, TX Christina A. Mondrik, Mondrik & Associates - Austin, TX

**Thursday Afternoon, Aug. 24, 2006**

**Presiding Officer:**

**Christina A. Mondrik**, Mondrik & Associates - Austin, TX

12:30 pm In Austin Only 0.75 hr	<p><b>Luncheon Presentation: Will the New Texas Margin Tax Eat Your Lunch (Or Will You)?</b></p> <p>The legislature may change the new Texas margin tax even before the first tax return is filed. How we got here and where we are going will be our lunchtime focus.</p> <p>Dale Craymer, Texas Taxpayer and Research Association - Austin, TX John R. Kennedy, Texas Taxpayers &amp; Research Assoc - Austin, TX</p>
1:30 pm In Austin Only 0.50 hr	<p><b>Apportionment: Something Old and Something New</b></p> <p>The apportionment rules look familiar...but different.</p> <p>Cindy M. Ohlenforst, Hughes &amp; Luce - Dallas, TX</p>
2:00 pm In Austin Only 1.00 hr	<p><b>Taxable Entities after the New Texas Margin Tax</b></p> <p>The focus of this presentation will be on which entities are (and are not) subject to the new Texas margin tax, with particular emphasis on passive investment entities and tiered partnership structures.</p> <p>Ira A. Lipstet, DuBois, Bryant, Campbell &amp; Schwartz L.L.P. - Austin, TX</p>
3:15 pm In Austin Only 1.00 hr	<p><b>Combined Unitary Tax</b></p> <p>The new combined filing requirements will undoubtedly create confusion and complexities in reporting. This discussion will explore the common problems arising in a unitary analysis as well as the likely topics auditors will probe.</p> <p>James F. Martens, Martens &amp; Associates - Austin, TX Richard D. Pomp, University of Connecticut School of Law - Hartford, CT</p>
4:15 pm In Austin Only 1.00 hr	<p><b>Transitional Issues</b></p> <p>Navigating the anti-conversion provisions, sorting out the effective dates, and determining the filing requirements of new and pre-existing entities.</p> <p>Peter Brooks, Clark Thomas &amp; Winters - Austin, TX</p>

## Friday Morning, Aug. 25, 2006

### Presiding Officer:

**Peter Brooks**, Clark Thomas & Winters - Austin, TX

9:00 am In Austin Only 0.50 hr	<p><b>Oil &amp; Gas</b></p> <p>The oil and gas industry is no stranger to tax benefits—and the new Texas margin tax is filled with them. While the tax contains many provisions favorable to oil &amp; gas, not all businesses in the industry come out winners. Learn how the oil &amp; gas provisions, along with others, will help and hurt members of this industry.</p> <p>Christina A. Mondrik, Mondrik &amp; Associates - Austin, TX</p>
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9:30 am In Austin Only 0.50 hr	<b>Real Estate</b>  The session will discuss the new Texas margin tax focused on real estate and will cover various issues such as the make-up of the affiliated group, passive entities, total revenue, planning, and potential traps for the unwary.  William O. Grimsinger Jr, Chamberlain, Hrdlicka & White, et al. - Houston, TX
10:00 am In Austin Only 0.50 hr	<b>Construction</b>  A discussion of the special provisions—benefits and pitfalls—applicable to the construction industry under the new Texas margin tax.  Karey W. Barton, Ryan & Company - Austin, TX
10:30 am In Austin Only 0.50 hr	<b>Retailers and Wholesalers</b>  A discussion of the special provisions—benefits and pitfalls—applicable to the retailer and wholesaler industry under the new Texas margin tax.  Patrick Joseph Reynolds, Dallas, TX
11:15 am In Austin Only 0.50 hr	<b>Manufacturing</b>  A discussion of the special provisions—benefits and pitfalls—applicable to the manufacturing industry under the new Texas margin tax.  David Hitchcock Gilliland, Clark Thomas & Winters PC - Austin, TX
11:45 am In Austin Only 0.50 hr	<b>Service Providers</b>  A discussion of the special provisions—benefits and pitfalls—applicable to service providers under the new Texas margin tax, including tips specific to the service industry.  Ray H. Langenberg, Scott, Douglass & McConnico - Austin, TX Quentin Sigel, Scott Douglass Et Al - Austin, TX

## Friday Afternoon, Aug. 25, 2006

### Presiding Officer:

**Christina A. Mondrik**, Mondrik & Associates - Austin, TX

12:15 pm In Austin Only 0.75 hr	<b>Planning Implications</b>  Should existing tax planning structures be discarded? Can new ones be created? Choice of entity—is it still a concern? Can the retailer/wholesaler classifications be gamed? Tracking information for the new Texas margin tax? How do you prepare for an audit, including unitary considerations?  Steven W. Anderson, KPMG LLP - Houston, TX Sue Baadsgaard, PriceWaterhouseCoopers LLP - Dallas, TX Peter Brooks, Clark Thomas & Winters - Austin, TX Ray H. Langenberg, Scott, Douglass & McConnico - Austin, TX Quentin Sigel, Scott Douglass Et Al - Austin, TX
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