

# Sales and Use Tax for Pennsylvania Businesses

**October 20, 2017**

**Hollywood Casino**

777 Hollywood Blvd.  
Grantville, PA 17028

**8:30 a.m. - 4:25 p.m.**



## AGENDA

**8:30 a.m. – 9:00 a.m. - Breakfast and Registration**

**9:00 – 9:45 a.m. - Introduction and Sales Tax Update**

*A preview of the day's content and an update on recent administrative, legislative and judicial happenings. Also covered will be alternative resolution methods with helpful hints from our government relations colleague.*

**9:45 – 10:30 a.m. - Sales Tax Basics**

*Essential concepts and terminology will be discussed, along with an examination of exclusions and exemptions.*

**10:30 – 10:45 a.m. - Break**

**10:45 a.m. – 12:00 p.m. - Taxation of Services and Construction Contracts**

*What services are taxable in Pennsylvania? How is the Department treating digital goods and services? Special attention will be given to help supply services and building maintenance and cleaning services. Taxation of construction contracts will also be examined.*

**12:00 – 1:00 p.m.**

Lunch and Keynote Address

*Keynote Speaker - Lauren A. Zaccarelli, Esquire  
Chair, Department of Revenue Board of Appeals*

**Developments at the Board**

*Hear first hand knowledge about new Board policies on refund claims and documentation requirements, as well as other items.*

**1:00 – 1:50 p.m. - Compliance, Audits and Appeals**

*A wide ranging session on matters such as record keeping, reverse audits, exemption certificates, audits, liens, appeal procedures, bulk sales and related topics.*

**1:50 – 2:30 p.m. - Manufacturing and Production Exclusions**

*A comprehensive look at manufacturing and other production-based exclusions such as processing, farming, public utility, mining and research and development.*

**2:30 – 2:45 p.m. - Break**

**2:45 – 3:40 p.m. - Manufacturing and Production Exclusions, continued**

**3:40 – 4:25 p.m.**

Concluding Address

*Speaker - Karen M. Gard, Esquire*

*Acting Chief Deputy Attorney General, Tax Litigation Unit*

**Tax Litigation in Pennsylvania Appellate Courts**

## REGISTER ONLINE

AT

<https://mcneeslaw.configio.com>

Registrations due  
**OCTOBER 13, 2017**

If you have any questions, please contact  
**Karen Swaringen at  
717.237.5430 or  
kswaringen@mcneeslaw.com**

**REGISTRATION FEE  
\$99.00**

(Fee includes continental breakfast, lunch,  
electronic course manual and CPE credits)

*No Shows are Ineligible for Refunds*

**NEW LOCATION FOR THIS YEAR  
Hollywood Casino  
777 Hollywood Blvd.  
Grantville, PA 17028**

*Please join us for a social and networking  
hour at the conclusion of the seminar.*

### The McNees SALT Group

McNees Wallace & Nurick LLC has served the legal needs of business and industry since 1935. Collectively, the members of the McNees State and Local Tax (SALT) group bring decades of experience in dealing with state and local taxes. The SALT group assists businesses, trade associations and non-profit entities in negotiating tax rulings, dealing with auditors, drafting and advocating for tax code amendments and obtaining tax exemptions. McNees SALT attorneys have handled thousands of tax appeals before administrative boards, trial courts and appellate courts.