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**Kentucky Chamber**

11th Annual Navigating  
**SALES AND USE TAX** in Kentucky

August 5, 2024 | Hilton Lexington Downtown



# 11th Annual Navigating SALES AND USE TAX in Kentucky

## Need help dissecting sales and use tax laws?

Sales and use taxes impact all individuals and businesses. As technology and the internet are evolving, sales and use tax compliance becomes more complex and challenging. States are continually on the hunt for additional revenue, and often, sales and use taxes are targeted. Your best defense is a solid understanding of the law and current interpretations. At this seminar, you will gain a practical understanding of the sales and use tax rules and compliance requirements.

## Benefits for you include:

- Learn what is meant by nexus and whether it applies to you
- Tackle multi-state issues and transactions
- Determine what is taxable and exempt
- Compliance guidance, including dealing with audits
- Take advantage of exemptions and incentives available
- Stay current with recent developments and interpretations

## This seminar is essential for ...

- Business owners
- Account payables and receivables personnel
- Accounting personnel
- Bookkeepers
- Operations
- Auditing
- Financial analysts
- Billing personnel
- Office managers

## Continuing education



### SHRM Professional Development Credits (PDCs)

The Kentucky Chamber is recognized by SHRM to offer Professional Development Credits (PDCs) for SHRM-CP or SHRM-SCP.



### HRCI recertification

This program has been pre-approved for credit toward PHR, SPHR and GPHR recertification through HR Certification Institute.

### CEU/CPE

This program may also be eligible for CEU and CPE credits. Contact your professional board to find out what's required.

## Kentucky Chamber membership

It's not too late to take advantage of the Kentucky Chamber member discount. To learn more about membership, call 502-695-4700 and ask for a membership representative.

## Money back guarantee

If you are not 100% satisfied with your seminar experience, we will refund your money.

# AGENDA

## 11th Annual Navigating SALES AND USE TAX in Kentucky

**8:00 a.m.**

**Registration and Continental Breakfast (provided)**

**8:30 a.m.**

**Introductions/What Do You Want to Know?**

What burning question must be answered before you leave today?

**9:00 a.m.**

**Nexus**

What is nexus, and why do I care? Nexus has changed significantly since 2018, and nearly every business has been impacted. Learn how the changes have impacted your business.

**10:00 a.m.**

**Understanding Sales and Use Taxes**

Learn the basics of sales and use tax, including key statutory provisions, definitions, and treatment of common transactions.

**11:00 a.m.**

**Sales and Use Tax Compliance and Controversy**

In this section, we will cover common tax return filing issues and required documentation to support the filings, including obtaining and retaining exemption certificates. We will also cover audit procedures and how to prepare for and survive a sales and use tax audit.

**NOON**

**Lunch (provided)**

**12:45 p.m.**

**Exemptions, Exclusions and Incentives**

We will cover common Kentucky exemptions and exclusions for Kentucky sales and use tax, focusing on published guidance, including court decisions as well as practical application of this guidance. You'll also learn about available incentives related to sales and use tax.

**1:45 p.m.**

**Unique Sales Tax Issues**

Some businesses face unique sales and use tax situations. These businesses include construction contractors, nonprofit organizations, and others. We will examine the unique circumstances in which these, and perhaps other, businesses find themselves.

**2:30 p.m.**

**Transferring a Business or Assets**

Learn about sales and use tax issues to consider when selling or transferring assets, a division or an entire company. The discussion will focus on the occasional or casual sale exemption which is available in most states.

**3:15 p.m.**

**Recent Developments – Anything New? What about the Old “New” Stuff**

When the General Assembly adjourned in 2022 and 2023, many new services were subject to sales tax. We will examine some of these changes and whether the Department of Revenue has issued any new interpretations. What did the General Assembly do this year? We will let you know.

**3:45 p.m.**

**Construction Contractors and Nonprofit Organizations – They’re Unique**

Construction contractors and nonprofit organizations are not your typical “retailer.” We will examine the unique circumstances in which these businesses find themselves.

**4:15 p.m.**

**11th Annual Navigating Sales and Use Tax in Kentucky seminar adjourns**

**NEW! Register now for in-person OR online training**

Speakers were very knowledgeable about their subject. Was able to clarify questions regarding last year's and current year's changes.

All speakers were good and easy to understand.

Speakers are great! Very informative and kept things enjoyable and funny!

Courteous and professional speakers. Very knowledgeable. Erica gives me more knowledge of tax law changes. Dean gives me more knowledge of exemption forms.

Loved the passion and energy from the speakers. Found the interactive polling wonderful – should do more of it.

Very informative.

Great class! I enjoyed it and learned so much. Loved Dean's stories! This kept the class very interesting. Loved Erica's enthusiasm!

Good interaction with attendees. Current, updated information – good resource.

Consolidated relevant KY laws and the multistate sales tax cheat sheet are awesome.

The additional booklet handout of the Statutes and Regulations is very useful. This information is greatly appreciated. Thank you.

**REGISTER**

**WEB** [www.kychamber.com/events/education/tax](http://www.kychamber.com/events/education/tax)

**PH** 502-848-8727

**EMAIL** [lgoff@kychamber.com](mailto:lgoff@kychamber.com)

# SPEAKERS

 Experienced professionals you can trust

**Michael R. Harbold, CPA**  
Tax Associate Director  
Dean Dorton Allen Ford, PLLC



**Erica L. Horn, CPA, J.D.**  
Tax Associate Director  
Dean Dorton Allen Ford, PLLC



**Dean W. Stork, Sr.**  
Federal & State Tax Manager  
Lexmark International, Inc.

✧ Additional speaker details at [kychamber.com/events/education/tax/speakers](http://kychamber.com/events/education/tax/speakers) ✧

## REGISTER

### Registration Fees

\$399/Kentucky Chamber members  
\$499/Non-member

**Special Offer:** Send 1 and get the 2nd HALF OFF!

Contact Lori Jo Goff to take advantage. Special pricing not available online.

[Register Now ▶](#)

### Cancellations/Substitutions

Cancellations must be made no later than five business days prior to the program for a full refund. After this date, no cash refunds will be granted. Substitutions are welcome. Special accommodations made upon request.

### Visit the Conference Website

Get additional details and register.  
[www.kychamber.com/events/education/tax](http://www.kychamber.com/events/education/tax)

### Chamber Membership

Not a member but would like to take advantage of member pricing?

Learn more here.

### Questions?

#### Contact

**Lori Jo Goff**

[lgoff@kychamber.com](mailto:lgoff@kychamber.com)  
502-848-8727

### Two Registration Options!

- You may register for **in-person** OR **online** training.
- In-person training will be limited to the first 40 registrants.
- If the in-person training reaches capacity, it will no longer be a registration option.
- The registration cost is the same for both.

### Location and Lodging

**August 5, 2024 (81582)**

**Hilton Lexington Downtown**

369 West Vine Street

Lexington, Ky. 40507

Ph: 859-231-9000 or 877-539-1648

Room Rate: \$119

Room Cutoff date: July 5, 2024

*\*The advertised Kentucky Chamber room rate cannot be guaranteed after the cutoff date.*

When contacting hotel for lodging, please specify that you are with the Kentucky Chamber of Commerce's Navigating Sales and Use Tax in Kentucky to receive the discounted rate.

[View details on the website.](#)

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