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PLEASE JOIN THE TCVSCPA FOR OUR ANNUAL SPECIALIZED KNOWLEDGE DAY

DATE: **Wednesday, October 18, 2017**

TIME: 7:30 am to 4:30 pm

PLACE: Chesapeake Conference Center
700 Conference Center Drive
Chesapeake, Virginia 23320

PRICE: Tidewater Chapter Members – FREE
(Reservations Required)
Non-Members - \$125.00

SPACE IS LIMITED TO AVAILABLE SEATS REGISTER EARLY

**Members making a reservation and not attending will be billed \$125.*

Please see enclosed flyer for the schedule of speakers and topics. You can also find updated information at our web site – www.tcvscpa.com

Note: All handouts and materials will be available to registered participants prior to the session on our website.

Reservations

Please make your reservations by logging into your Member Account!

By 3:00 pm, Friday, October 6, 2017 Register online at www.tcvscpa.com

FUTURE EVENTS

November 4, 2017

Girl Scout Financial Fitness

November 8, 2017

Tax Day

SPECIALIZED KNOWLEDGE DAY

Wednesday, October 18, 2017

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Tidewater Chapter, Virginia Society of Certified Public Accountants

7:30 – 8:00.....REGISTRATION

8:00 – 8:05.....WELCOME & ANNOUNCEMENTS
Angie Hetherington
President, TCVSCPA

8:05 – 8:55..... UTILIZING INCENTIVES TO SIGNIFICANTLY
OFFSET THE FINANCIAL COSTS OF CAPITAL PROJECTS - EXPANSIONS,
RENOVATIONS, RELOCATIONS, NEW CONSTRUCTION AND EQUIPMENT
PURCHASES

Michael (Mike) Locher
Development Advisors, LLC

Maximizing an incentives package is only achieved when a project (however large or small) is correctly packaged and presented to government entities that can provide financial support. In addition to proper presentation, many companies do not know the true value of incentive support their projects may warrant. This session will include an overview of the incentives process, discussion of the three types of incentives (statutory “by right”, statutory “negotiated” and “discretionary impact”), and examples of potentially triggering events.

8:55 – 9:4510 THINGS CPAs NEED TO KNOW ABOUT BUSINESS VALUATION

Gary Baum
Wall Einhorn & Chernitzer

This presentation will focus on the effect of professional judgment on the outcome of business valuations particularly using the income method of valuation. Attendees will learn the key areas to focus on when reviewing a business valuation.

9:45 – 10:00 BREAK

10:00 – 10:50..... NAVIGATING THE ECONOMIC & POLITICAL LANDSCAPE

Gary Thomson, CPA
Dixon Hughes Goodman, LLP

Learn how the state and national economic and political landscapes impact Virginia businesses. Topics include Virginia’s economic profile, an overview of the 2017 Virginia General Assembly and business impacts from the Trump Administration.

10:55- 11:45 VSCPA2025: A VISION FOR THE FUTURE

Stephanie Peters, CAE
President & CEO, Virginia Society of CPAs

Today, technology, the global economy, shifting demographics and changing market demands have collided and placed us at a critical moment in the CPA profession. As a result, the VSCPA has developed a strategic framework called VSCPA2025 to guide the profession toward a successful and vibrant future.

11:45- 12:45 LUNCH

AFTERNOON SESSIONS

12:45- 1:35..... **ACTIVATE YOUR LEADERSHIP**

Danielle Aaronson
Inner Will

We can often list the qualities that “make a good leader,” but rarely do we take the time to determine how to activate that “good leadership” in our lives. During “Activate Your Leadership,” participants will have an opportunity to reflect on experiences that have showcased leadership in a positive way and discuss how to incorporate those reflections into day-to-day interactions. We will also review the 5 practices to strengthen the InnerWill of an individual and discuss the action items associated with each practice.

1:40 - 2:30 **CYBER RISK: HOW TO MANAGE, MITIGATE, AND FINANCE CYBER LIABILITY**

Terry Reece
Sera-Brynn

Discussion will cover real world security incidents and breaches and what could have been done to prevent them. Identifying risk, mitigating them, and what to do if you have a breach will also be covered.

2:30 -2:45 **BREAK**

2:45- 3:35**ADVANCED TAX AND BUSINESS-SUCCESSION PLANNING WITH ESOPS**

Richard (Rick) Mapp
Kaufman & Canoles, P.C.

This program will provide a high level review of various tax advantages associated with Employee Stock Ownership Plans (“ESOPS”). Case studies will illustrate advanced planning techniques in ESOP transaction design. ESOP financing structures, and executive compensation. Particular emphasis on 100% ESOP owned S corporations. Finally, a discussion of sell-side ESOP transactions.

3:40 - 4:30 **HELPING CLIENTS AVOID GROUP HEALTH INSURANCE MISTAKES**

John Peterson
Kaufman & Canoles, P.C.

Update on the impact of the ACA on employer provided health insurance, failed efforts to legislatively repeal/replace the ACA and Trump administration executive actions to undermine the ACA.