

SOLUTIONS FOR TAX PROFESSIONALS AND BUSINESSES TAX CREDITS + INCENTIVES + COST RECOVERY

SPEAKER MEDIA KIT

O Offices Nationwide



(877) 525-4462



1146

info@KBKG.com



KBKG.com

KBKG EXPERTISE

Our firm provides access to our knowledge base and experienced industry leaders with over 100 years of total experience in their respective fields. We are a frequent content provider for publications like AICPA, Accounting Today, and Bloomberg BNA. Members of our leadership team have presented sessions in conjunction with the AICPA, numerous state CPA societies, the Tax Executives Institute, and more.

KBKG is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. We broadcast live weekly webinar sessions to hundreds of professionals providing CPE related to our services.

We have been asked to present to industry specific groups including the Real Estate Roundtable, Driving Force Auto Dealers Conference, American Foundry, Metalcasting Congress, Restaurant Finance and Development Conference, and more.

MEMBER OF AMERICAN SOCIETY OF COST SEGREGATION PROFESSIONALS

Many representatives of our team are certified members of the American Society of Cost Segregation Professionals (ASCSP). The ASCSP was founded in 2006 as the pre-eminent professional Society for all members of the cost segregation industry in response to the growing need for education, credentials, technical standards, and a Code of Ethics within the industry. Those members regularly contribute content and provide CPE training to other members of the ASCSP.



We have spoken to thousands through conferences, seminars, and webinars to share our industry experience and in-depth knowledge on tax credits and incentives.

ABOUT KBKG

Established in 1999 with offices in major markets throughout the US, KBKG is one of the oldest and largest independent providers of specialty tax service in the country. By focusing exclusively on value-added tax services, we complement your traditional tax and accounting team.

SINGLE SOURCE SOLUTION

We are unique in the marketplace as we offer a single source solution for depreciation/cost segregation, research & development tax credits, green energy tax incentives, and transfer pricing. Our model is to provide you with a single point of contact who can then interject the appropriate subject matter expert within our team.

SEAMLESS TEAMWORK & COLLABORATION

We help determine which tax programs benefit clients and stay committed to handling each relationship with care and diligence. Our ability to work seamlessly with your team is the reason so many tax professionals and businesses across the nation trust KBKG.

Our practice is staffed by full time specialists with engineering, valuation, green building, estimating, and construction backgrounds as well as tax professionals, attorneys, engineers, and economists.

NATIONWIDE SERVICE

THE KBKG ADVANTAGE

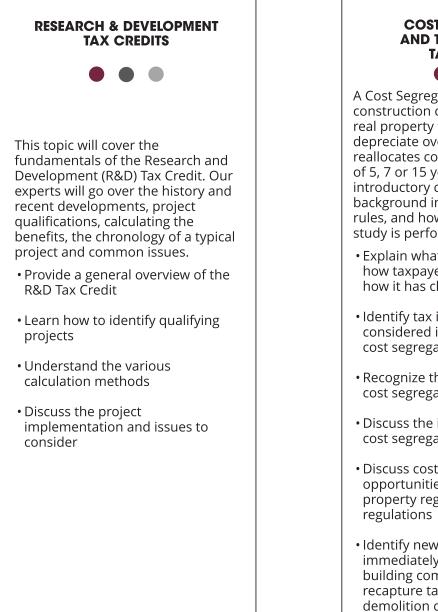
As leaders in the industry, we understand that not every audience is the same nor is every situation. We have the capability to cater our presentation approach to the needs of your group.

Presentation Topics:

- Research & Development Tax Credits
- Cost Segregation Tax Planning
- Tangible Property Repair Regulations
- Bonus Depreciation Update
- Advanced Tax Planning related to Cost Segregation
- Interaction between Cost Segregation and 1031 Exchanges

We are not limited to the listed topics above. We have the capabilities to speak on custom topics that work for you and your target audience.

As educators in the field of tax credits, incentives, and cost recovery, we specialize in presenting seminars and webinars for CPAs, attorneys, architects, investment firms, and a wide range of other industries. The following is a listing of all of our current topics. Please contact Greer Hall at greer.hall@kbkg.com for additional information or speaker inquiries.



COST SEGREGATION AND THE IMPACTS OF TAX REFORM

A Cost Segregation Study dissects the construction cost or purchase price of real property that would normally depreciate over a long period and reallocates costs into shorter tax lives of 5, 7 or 15 years. This one-hour introductory course will provide background information, depreciation rules, and how a cost segregation study is performed.

- Explain what cost segregation is, how taxpayers benefit from it, and how it has changed over the years
- Identify tax issues that should be considered in conjunction with a cost segregation study
- Recognize the potential impact of cost segregation on estate planning
- Discuss the impact of tax reform on cost segregation
- Discuss cost segregation opportunities related to the tangible property regulations and disposition regulations
- Identify new opportunities to immediately deduct abandoned building components, avoid recapture tax, and expense demolition costs

R&D TAX CREDITS AND THE IRS: HOW TO PREPARE FOR AUDIT



Our Sec. 41 Research & Development (R&D) Tax Credit experts will cover what you might encounter if the IRS audits the Research & Development (R&D) Tax Credit filing claims. Topics include IRS organization, personnel potentially involved in the audit, history of IRS guidance and projects, typical audit procedures, common problem areas, and resolution tools. In the event that there is an audit you need to learn what to expect and how to be prepared.

- A general overview of the IRS and personnel often involved in R&D Tax Credit audits
- Learn where IRS guidance on the credit originates from
- Discuss the possible resolutions to any problems or disagreements that occur in a R&D credit audit

RESEARCH & DEVELOPMENT TAX CREDIT FOR SOFTWARE DEVELOPMENT

Software Development is certainly one of the top industries that claims R&D Tax Credits. Whether the software is developed internally or the development is contracted out to a third party, whether it is intended for sale, lease or license or solely for internal use, whether it is brand new technology never before seen in the industry or improvements to features and functionality for an existing platform or module, software development is an integral part of our economy and is crucial to the successful operations of many businesses. The topics covered will include:

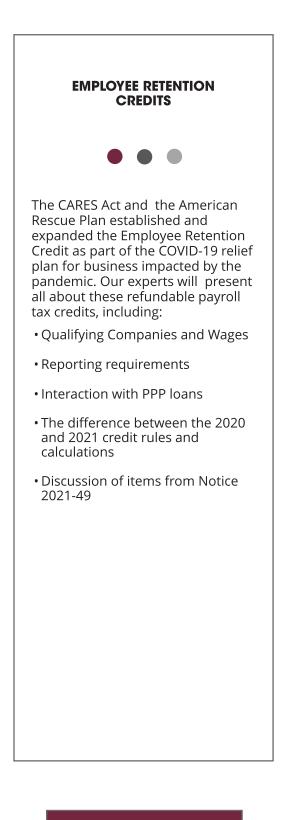
- The R&D credit as pertains to the software industry
- Discuss recent tax laws that specifically benefit software companies, including pre-revenue startups, those paying AMT or in NOLs
- Qualified activities and how to sustain under audit
- Real world case studies and sample calculations

1 Hours

179D TODAY AND TOMORROW: THE FUTURE OF GREEN BUILDING TAX INCENTIVES

The 179D Tax Deduction has been around since 2005 but has seen some large changes over the last year. In this introductory seminar, our licensed professional engineer will discuss the background of this powerful green building deduction and the recent changes created by the Inflation Reduction Act of 2022. This webinar will include details about: We will also discuss the alternative qualification path known as the Retrofit Program and what this new path means for building owners and designers of buildings

- Overview of the 179D Deduction
- The expansion and the increased impact of 179D in future years
- Overview of the Retrofit Program for 179D
- What the Inflation Reduction Act means for building owners and designers of buildings



TANGIBLE PROPERTY REPAIR REGULATIONS



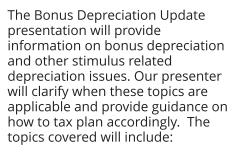
The Final Tangible Property Repair Regulations are in full effect, yet many taxpayers are not in compliance or are missing opportunities to take full advantage of these new rules. This session covers compliance requirements as well as potential tax planning strategies on both a retroactive and prospective basis. Our presenter will also go over in-depth examples and real-life case studies. Participants will be better able to identify tax saving opportunities and be in compliance with these new regulations.

 Understand changes and new requirements presented by the final
 requirements and disposition regulation

repair and disposition regulations

- Identify opportunities for missed deductions and other tax planning ideas
- Gain an in-depth knowledge of Unit of Property rules

BONUS DEPRECIATION UPDATE



- New bonus depreciation timeline and applicable periods and requirements
- The definition of "Qualified Improvement Property" – new category
- Tax reform changes
- Self-constructed property rules
- Acquired property requirements
- How it interacts with cost segregation

2 Hours

ADVANCED TAX PLANNING RELATED TO COST SEGREGATION



This presentation will focus on more specific tax planning related concepts that include cost segregation and recent developments in tax law. This advanced session will provide insight on how to most effectively apply cost segregation principles.

- The interplay between estate planning for real estate and cost segregation
- How cost segregation can help condominium developers reduce gain on sale of units
- Effectively utilizing the GAA election to preserve deductions on demolished buildings
- Cost segregation tax law developments and changes

INTERACTION BETWEEN COST SEGREGATION AND 1031 EXCHANGES



Cost segregation and Tax Deferred Exchanges of Real Estate under IRC 1031 are two of the most valuable tax planning concepts that a real estate owner can utilize today. This presentation will provide insights on how a taxpayer can utilize both effectively and maximize their tax deferrals. We will also go over in-depth examples and case studies. The speaker will review concepts including:

- 1245 and 1250 property definitions
- Basis computations
- Recapture tax and its affects
- When an opportunity is optimal

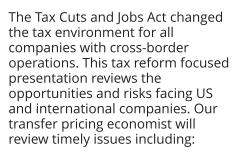
TRANSFER PRICING -FUNDAMENTALS AND PRACTICAL SOLUTIONS



Transfer pricing is widely considered the most contentious tax issue for multinational companies. In this introductory seminar, our transfer pricing economist provides insights on the fundamentals of US and international cross-border pricing rules. He also reviews practical strategies that companies and their advisors can utilize to assess transfer pricing risks and opportunities, based upon 20-plus years of US and international transfer pricing experience.

- Fundamentals of US and global transfer pricing regulations
- Transfer pricing documentation rules for penalty protection
- Strategies for assessing transfer pricing risks in the US and internationally
- Tax Reform and Transfer Pricing overview
- Recent International Transfer Pricing Developments

TRANSFER PRICING AFTER TAX REFORM



- Overview of transfer pricing regulations in the US and internationally
- Tax Reform FDII, GILTI and BEAT
- Tax competition with lower US tax rates
- Outbound and inbound transfer pricing strategies under tax reform
- Managing transfer pricing risks after tax reform

1 Hour





Bachelors in Business Administration, Finance and Economics

PERSONAL INTERESTS

- Sports: Golf, Basketball, Football, Paintball
- Photography: A passion of Kevin's since high school, particularly black and white photography
- History: Favorite time period to read about is the American revolution
- Travel: Favorite places to visit are in Europe



KEVIN ZOLRIASATAIN

PRINCIPAL / PRACTICE LEADER -RESEARCH & DEVELOPMENT TAX CREDIT SERVICES

ABOUT

Kevin is a Principal and the Practice Leader of KBKG's Research and Development (R&D) Tax Credit Services. He has over 12 years of consulting experience providing R&D tax credit services to companies of various sizes. Over his career Kevin has documented hundreds of millions of dollars in research credits. He has accumulated extensive experience successfully defending R&D credit claims under IRS and state examination.

EXPERIENCE

- Author Accounting Today
 - *R&D Tax Credits Available for Agriculture and Farming*
 - R&D Credit Opportunity In Improving an Existing Product
- Speaker Tax Resolution Institution (TRI)
- Presenter
 - Federal, State, Local and International Taxation Conference
 - CalCPA CHC Research & Development Credit
 - McKonly & Asbury's Collaborate Conference
- Presenter KBKG Webinars
 - Research & Development Tax Credit
 - Research & Development Tax Credit for Software Development
 - R&D Tax Credits and the IRS: How to Prepare for Audit

SPEAKER FEATURED IN

- CalCPA
- AICPA
- Accounting Today
- Tax Resolution Institution

- Research & Development Tax Credit Overview
- Research & Development Tax Credit for Software Development
- R&D Tax Credit Audit Defense



Midwest
 (877) 525-4462 ext.351

lester.cook@kbkg.com

KBKG.com

linkedin.com/in/ lesterdcook/

EDUCATION



 \square

in

PURDUE UNIVERSITY

Bachelors in Construction Management

EXPERT SUBJECT MATTER TOPICS

- Fixed Assets
- Cost Segregation
- Bonus Depreciation
- Tangible Property Repair Regulations



LESTER COOK, CCSP

PRINCIPAL - FIXED ASSET & COST SEGREGATION

ABOUT

Lester Cook has over 20 years of experience in the tax specialty service industry. He is a Principal of KBKG's Fixed Asset Review Practice, head of KBKG Chicago Office and a certified member of the American Society of Cost Segregation professionals, since 2008. Throughout his career, Lester Cook has completed cost segregation analyses on thousands of properties ranging from office space leasehold improvements to multi-billion dollar industrial complexes and hotel and resort projects. He has worked with many Fortune 500 companies successfully representing his claims to both IRS and Financial Auditors.

.EXPERIENCE

- Speaker Ohio Chamber of Commerce · Cost Segregation and the Impacts of Tax Reform
- Guest Dave Lorenzo's Inside BS Podcast

 How Can Savvy Property Owners Save Millions in Taxes Legally
- Guest Small Business Tax Savings Podcast
 What is a Cost Segregation Study and When Does it Make Sense?
- Author Accounting Today • How to Allocate Land vs. Building Values for Investment Property
- Author Accounting Today
 Tax Court Rejects Taxpayer's Land vs. Building Allocation
- Speaker Restaurant Finance & Development Conference
 Bonus Depreciation and Cost Segregation
- Speaker ASCSP National Conference
 TPR Interpretation and Practical Application
- Speaker Michigan Society of CPAs Conference
- Presenter KBKG Webinars
 - Cost Segregation
 - Bonus Depreciation
 - Tangible Property





 \searrow

New York, NY

(877) 525-4462 ext.754

sumit.sharma@kbkg.com

KBKG.com

EDUCATION



STEVENS INSTITUTE OF TECHNOLOGY

> Bachelors in Engineering Management



SUMIT SHARMA, CCSP, ASA

PRINCIPAL - COST SEGREGATION SERVICES

ABOUT

Sumit is a Principal of KBKG in the New York City office specializing in Cost Segregation and Fixed Asset services, including Tangible Property Repair Regulation analyses. Sumit has over 12 years of experience in the cost recovery and tax incentives industry. Prior to joining KBKG in 2015, Sumit worked for six years as a tax manager with PwC and five years at a boutique valuation & appraisal firm in NJ.

EXPERIENCE

- Author Accounting Today
 - Maximize Gains on Sale of Condos in Mixed-Use Developments
 - Condo Tax Basis Allocation Studies
 - IRS Penalizes Cost Segregation Provider for Aiding and Abetting
- Speaker New York State Society of CPAs, Westchester Chapter
 Tangible Property Regulations and Cost Segregation
- Speaker Pennsylvania Society of Tax & Accounting Professionals • Tax Reform Updates and Fixed Asset Tax Planning
- Presenter KBKG Webinars
 - Introduction to Cost Segregation, Cost Segregation Software Tools, Tangible Property Repair Regulations, Bonus Depreciation

SPEAKER FEATURED IN

- Accounting Today
- New York State Society of CPAs
- Pennsylvania Society of CPAs

- Cost Segregation
- Fixed Assets
- Depreciation Methods
- Tangible Property Capitalization Regulations
- Green Building Tax Incentives



New York, NY

(877) 525-4462 ext.185

paul.mcvoy@kbkg.com

KBKG.com

linkedin.com/in/ paulmcvoy/

EDUCATION

 \square

in

WEST VIRGINIA UNIVERSITY

Bachelors in Accounting

PERSONAL INTERESTS

- International travel, has traveled to over 30 countries
- Reading, specifically non-fiction
- Watching and playing sports



PAUL MCVOY

PRINCIPAL - RESEARCH & DEVELOPMENT TAX CREDIT

ABOUT

Paul McVoy is a Principal at KBKG and devotes his time to consulting companies in maximizing their R&D tax credit claims. He has more than 14 years of experience and has successfully represented many clients, from start-up to Fortune 100 and 500 companies in tax controversy related to their research credits claims. Paul has worked closely with engineers, scientists, software developers and C-Suite personnel in a wide range of industries throughout the country.

EXPERIENCE

- Speaker Tax Executives Institute
- Speaker R&D Government Contracting Roundtable
- Presenter CPA Leadership Institute Webinar
- Presenter KBKG Webinars
 - Research & Development Tax Credits
 - Research & Development Tax Credits for Life Sciences Industry

SPEAKER FEATURED IN

- Tax Executives Institute
- CPA Leadership Institute
- Government Contracting Roundtable

- Research & Development Tax Credits
- Research & Development Tax Credits for Life Sciences Industry



 \square

in

O Southeast

(877) 525-4462 ext.256

jonathan.tucker@kbkg.com

KBKG.com

linkedin.com/in/ jonathan-tucker-kbkg/

EDUCATION

UNIVERSITY OF GEORGIA

Masters in Taxation Bachelors in Accounting

PERSONAL INTERESTS

- Favorite Sports Team
 - Georgia Bulldogs
- Traveling
- Politics
- Cooking
- Reading
- Trying new places to eat



JONATHAN TUCKER

PRINCIPAL - RESEARCH AND DEVELOPMENT TAX CREDIT SERVICES

ABOUT

Jonathan Tucker is a Principal for KBKG's R&D tax credit consulting practice and is also a licensed CPA in the state of Georgia. Jon has over 18 years of experience providing federal business tax advisory services to clients in various industries including technology, manufacturing, transportation, healthcare, retail and consumer products, hospitality, media and entertainment, financial, and other professional services industries.

EXPERIENCE

- Author
 - R&D Tax Credits Protective 280C(C)(3) Elections
 - What is the Research and Development (R&D) Credit and How do I qualify?
 - Monetize R&D Tax Credits: Start-ups and Small Businesses
 - Research Tax Credit Opportunities for Architects and Engineers
 - Furthering the American Recovery from the Coronavirus
- Webinars
 - Research & Development Tax Credit Overview
 - R&D Tax Credits & the IRS: How to Prepare for Audit Webinar

SPEAKER FEATURED IN

- Florida Institute of CPAs
- Georgia Society of CPAs
- South Carolina Association of CPAs
- Florida Society of Enrolled Agents

- Research & Development Tax Credits
- Cost Segregation
- Bonus Depreciation
- Fixed Assets
- Accounting Method Changes
- Tangible Property Repair Regulations



CONTACT (0) Detroit, MI +1 (877) 525-4462 ext.170 alexander.martin@kbkg.com \square KBKG.com linkedin.com/in/ in alexmartin/ **EDUCATION** UNIVERSITY OF MICHIGAN Masters in Public Policy **TULANE UNIVERSITY** Bachelors of Science in Economics

EXPERT SUBJECT MATTER TOPICS

- Transfer Pricing Documentation US and
 International
- OECD Masterfile and Local File
 Documentation
- Transfer Pricing Economic Comparable
 Benchmarking
- Transfer Pricing Documentation Masterfile, Local File and Country-by-Country Reporting
- Advance Pricing Agreements (APA) and Competent Authority



ALEX MARTIN

PRINCIPAL -TRANSFER PRICING SERVICES

ABOUT

Alex Martin is Principal and Transfer Pricing Practice leader at KBKG. He has 25 years of full-time transfer pricing experience working in Washington, D.C.; Melbourne, Australia; and Detroit, Michigan over the course of his career. The KBKG transfer pricing group partners with CPAs and law firms across the US and globally. Alex's transfer pricing team was named one of the world's leading transfer pricing consultancies by International Tax Review for 2021-2023.



EXPERIENCE

- Author
 - Time to Review Transfer Pricing Strategies: IRA Imposes 15% Minimum Tax on Large Corporations
 - Does Coke Owe the IRS \$10+ Billion for Transfer Pricing?
 - Have You Seen Cliffs Notes for the IRS? Know What to Expect During Your Next Audit
 - Coca-Cola \$3 billion Transfer Pricing Court Case Win
 - US Treasury Secretary Janet Yellen Proposes Global Minimum Tax for Multinationals
 - Transfer Pricing Changes Drive Tax Savings for Coronavirus Impacted Companies
- Speaking Engagements
 - Texas CPA Convergence "Transfer Pricing Cash Savings Strategies and New Tax Audit Rules"
 - Podcast Speaker: Accounting Today Tax Reform & Transfer Pricing
 - Bloomberg BNA Introduction to Transfer Pricing
 - Ohio Society of CPAs An Insider's Guide to Transfer Pricing
 - World Bank International Fiscal Association Transfer Pricing Introduction
- Webinars
 - Transfer Pricing Cash Savings and the New Tax Audit Rules
 - Transfer Pricing for Multinationals: Practical Insights for Attorneys
 - Transfer Pricing and Tax Reform Opportunities
 - Numerous tailored in-house transfer pricing training courses



CONTACTImage: Second state state

EDUCATION

UNIVERSITY OF COLORADO

Bachelor of Science in Architectural Engineering

PROFESSIONAL LICENSES

- Professional Engineer
 - Licensed Professional
 Engineer in 38 States



JESSE STANLEY, P.E.

DIRECTOR - PRACTICE LEADER 179D ENERGY EFFICIENCY COMMERCIAL BUILDING TAX DEDUCTION

ABOUT

Jesse Stanley, P.E. is a Director and Practice Leader of KBKG's 179D Tax Deduction Group. He has over 15 years of experience in the Energy, Sustainability, and Consulting industry. Jesse has spent nearly a decade helping Architects, Engineers, and Design Build Contractors claim the 179D Energy Efficient Commercial Building Tax Deductions for their new and existing building projects across over 2 billion square feet of commercial building space.

EXPERIENCE

- Author
 - Inflation Reduction Act Signed By President Biden: Increases 179D Benefits for Architects, Engineers, Design Build Contractors, and More
- Author
 - Senate Passes Groundbreaking Inflation Reduction Act, Expanding 179D Deduction for Architects, Engineers, and Designers

- Green Building Tax Incentives
 - 179D Tax Deductions
- Green Buildings
- Net Zero Buildings



(°) Southeast

(877) 525-4462 ext.377

ian.williams@kbkg.com

KBKG.com

linkedin.com/in/ ian-williams-891b3926/

EDUCATION



 \square

in

SAMFORD UNIVERSITY

Bachelors and Masters in Accounting

PERSONAL INTERESTS

- Traveling
- Atlanta Falcons
- Atlanta United
- Restaurants



ian Williams

DIRECTOR - RESEARCH & DEVELOPMENT TAX CREDIT SERVICES

ABOUT

Ian Williams is a Director for KBKG, specializing in Research & Development andemployment tax credits. Ian spent eleven years at a Big Four accounting firm specializing in R&D tax credits and fixed asset studies across a variety of industries. He has extensive experience in software, heavy manufacturing, aerospace, automotive, and consumer products industries, as well as defending credit claims with the IRS. Ian earned his bachelor's and Master's degrees in Accounting from Samford University and is a Georgia licensed CPA and member of the AICPA.

EXPERIENCE

- Speaker Tax Executives Institute
- Speaker R&D Government Contracting Roundtable
- Presenter CPA Leadership Institute Webinar
- Presenter KBKG Webinars
 - Research & Development Tax Credits
 - Research & Development Tax Credits for Life Sciences Industry

SPEAKER FEATURED IN

- Tax Executives Institute
- CPA Leadership Institute
- Government Contracting Roundtable

- Research & Development Tax Credits
- Research & Development Tax Credits for Life Sciences Industry



O Southeast

(877) 525-4462 ext.380

bill.taylor@kbkg.com

KBKG.com

linkedin.com/in/ billrtaylor/

EDUCATION



 \square

in

UNIVERSITY OF CHICAGO

Master of Business



UNIVERSITY OF ILLINOIS

Master of Science in Accountancy Bachelor of Science in General Engineering

PERSONAL INTERESTS

- Hunting
- Fishing
- Golfing
- Volunteering



BILL TAYLOR

DIRECTOR - RESEARCH & DEVELOPMENT TAX CREDIT SERVICES

ABOUT

Bill Taylor is a Director for KBKG's Research & Tax Credit Consulting practice. Based in Dallas, TX, Bill has over 10 years of experience providing federal tax consulting services to companies of all sizes within various industries, including technology, aerospace and defense, manufacturing, oil and gas, gaming, banking, and other professional services. He is involved with consulting, technical review, training, project management and representation before the IRS.

EXPERIENCE

- Speaker Tax Executives Institute
- Speaker R&D Government Contracting Roundtable
- Presenter CPA Leadership Institute Webinar
- Presenter KBKG Webinars
 - Research & Development Tax Credits
 - Research & Development Tax Credits for Life Sciences Industry

SPEAKER FEATURED IN

- Tax Executives Institute
- CPA Leadership Institute
- Government Contracting Roundtable

- Research & Development Tax Credits
- Research & Development Tax Credits for Life Sciences Industry