



Revenue Officers Certification Training Institute
October 3-5, 2018 | Bryant Conference Center | Tuscaloosa, AL

Wednesday, October 3, 2018

Time	Session
7:30 – 8:00 a.m.	Registration & Breakfast
8:00 – 8:30 a.m.	Welcome <i>Kimberlee Davidson, Chairman</i> (Time designated for Meyers-Briggs workbook)
8:30 – 9:45 a.m.	League Update <i>Ken Smith, Executive Director, Alabama League of Municipalities</i>
9:45 – 10:00 a.m.	Break
10:00 – 11:15 a.m.	Law 400 - Comprehensive Review. Tax and license cases and resulting court decisions with emphasis on not only how it affected a particular municipality but how the ruling could affect other municipalities. Franchises. Revocations and defending revocations <i>Rob Johnston, Assistant General Counsel, Alabama League of Municipalities</i>
11:15 – 12:00 p.m.	(Time designated for Meyers-Briggs workbook)
12:00 – 1:15 p.m.	Lunch On Your Own
1:15 – 2:45 p.m.	Commerce 400 - Reviewing the issues of mail order sales, catalog sales, and internet sales as they affect how municipalities collect sales taxes and business licenses now and in the future. <i>Lori Lein, General Counsel, Alabama League of Municipalities</i>
2:45 – 3:00 p.m.	Break
3:00 – 5:00 p.m.	Profile 400 - Adapting to change and the Meyers-Briggs personality assessment <i>Sharon Lovoy, President, Lovoy's Team Works, Inc.</i>
6:00 – 8:00 p.m.	Hospitality Suite - Hotel Capstone 354

Thursday, October 4, 2018

Time	Session
7:30 - 8:30 a.m.	Breakfast
8:30 – 10:00 a.m.	Enforcement 400 - How assessments and assessment letters are handled for the purpose of gaining full compliance by businesses for taxes, licenses, or audits. <i>Mike Cranmore, Sr. Revenue Officer, City of Tuscaloosa</i> <i>Nick Lolley, Revenue Officer, City of Tuscaloosa</i>
10:00 – 10:15 a.m.	Break
10:15 – 11:45 p.m.	License 400 - Handling business license revocations and what is involved for the municipal official. <i>Sharon Clements, Chief Billing & Collections Officer, City of Tuscaloosa</i>
11:45 – 1:15p.m.	Lunch On Your Own
1:15 – 2:45 p.m.	Taxes 400 - Future taxes issues affecting current revenue administration procedures including new technology, non-nexus use tax remittance, and digital sales. <i>Randall A. Winkler, Director, Sales & Use Tax Division</i> <i>Alabama Department of Revenue</i> <i>Lee Poe, Revenue Manager, Business & License Tax Division</i> <i>Alabama Department of Revenue</i> <i>Julie Nelson, Revenue Examiner III, Sales & Use Tax Division</i> <i>Tuscaloosa Department of Revenue</i>
2:45 – 3:00 p.m.	Break
3:00 – 4:30 p.m.	Questions and Answer Session <i>Kimberlee Davidson, City of Lincoln</i> <i>Sharon Clements, City of Tuscaloosa</i>
	Review Session <i>Kimberlee Davidson, City of Lincoln</i>
6:00 – 8:00 p.m.	Hospitality Suite - Hotel Capstone 354

Friday, October 5, 2018

Time	Session
7:30 – 8:30 a.m.	Breakfast
8:30 – 10:00 a.m.	RevAdmin 400 - Managing stress, anxiety, and related issues which develop as part of Revenue Administrators responsibilities for collection and compliance. <i>Drew Burk, Trainer, Drew Burk Training & Consultation</i>
10:00 – 11:00 a.m.	Graduation Recognition & Test