



GGI CONFERENCES GMBH

**GGI NORTH & LATIN AMERICAN JOINT REGIONAL
CONFERENCE
21-24 JUNE 2012
MIAMI, USA**

Workshop Summaries

**Sustainability = Innovation = Business = Sustainability
Antonio Lombardi**

In the past ten years the expression 'sustainable development' has become quite common in the worldwide business community. Initially it was considered to be an environmentalist activism, thereafter something boring that only Non-Governmental Organizations (NGO's) cared about and finally it is the ultimate ambition of business developments. Nevertheless few really understand what it is, what it means and most importantly how to profit from it.

This workshop on Sustainable Resources was specifically designed to introduce you to the subject and demonstrate that GGI members have all the means to succeed globally. There is no magic formula to turn a business into a real gold mine. In this workshop we will discuss possibilities of how to succeed in business by using innovative strategies, creative and free-spirited thinking, as well as focusing on sustainability.

In this group session information on sustainable developments will be provided, such as:

- What is and what is not sustainable development
- Main global trends
- Connecting opportunities

**The blossom of the seeds – the successful Israeli story of turning start ups into leading technology companies and growth engines.
Dov Ingber**

Numerous high tech start-up companies are established in Israel every year, most of them continue to operate beyond establishment and significantly contribute to worldwide technology and innovation. High tech industry is one of the main engines in Israel's economic growth.

How has a country that only extends over 8,522 sq. miles with a population of merely 7.8 million (fewer people than the state of New Jersey) and with very limited natural resources become such a leading technology power?

In this workshop you will be informed on

- the definition and examples of leading innovations of Israeli high tech start-ups,
- its history and charts,
- success factors,
- Government support - Israeli's chief scientist grants,
- U.S – Israel cooperation : BIRD – Israel –U.S Binational Industrial R&D foundation
- U.S VCs activity in Israel. Tax rulings for foreign VCs.

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How do accountants, lawyers and consultants contribute to it? And as a result "benefit" from it? What can we learn from it? How can we adopt the success factors for our own business?

Investment opportunities in Latin America within the next ten years **Angel Viso / Gustavo Traversoni**

Latin American markets have put in a stellar performance in recent years, and the spread of stability and democracy looks to be strengthening their hand. This workshop aims at the possibilities of investing in Latin America. GGI members can benefit from the strong presence of their fellow members in Latin America, as the Latin American members can assist all their fellow members worldwide and their clients too in exploring the most beneficial ways of cooperation.

There will be a brief introduction into the most recent economic factors of the region, including an analysis of the world economic crisis and its influence in Latin America, as well as some reference to potential investments in the area of real estate, renewables and agro business.

After that an open discussion will follow in order that all participants can share their views and experiences related to investments in Latin America. Topics like the role of GGI members in the generation of business opportunities, enhanced business opportunities in the region, country-specific and industry-specific interests (especially from non-Latin American members) and experiences as well as chances and pitfalls will also be covered including legal and taxation aspects.

State and local taxes – hot topics **Tom Frascella**

In today's economic environment states have been faced with the harsh reality that they must protect their current taxpayer base yet grow revenues to support spending. States are finding more and more creative ways to find new sources of revenue without implementing new taxes or raising the rates on existing ones.

Find out what states are doing to raise additional revenues by seeking non-traditional means of increasing their taxpayer base.

During this workshop, we will address the following key initiatives being introduced and implemented by states to restore fiscal health to their budgets:

- Expansion of nexus standards – economic nexus versus physical presence;
- Erosion of the physical presence standard;
- Shifting the tax burden to out-of-state taxpayers;
- Heavy scrutiny of related party transactions;
- Using "Bounty Hunters" to discover unreported taxes.

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The goal of this workshop will be to create an understanding of the state tax challenges which organisations will face when expanding into other markets. This will take place through an interactive discussion that will provide the participants with the ability to advise their clients about corporate compliance in the changing landscape of state taxes.

Establishing a GGI Practice Group Forensics

Raimundo Lopez-Lima Levi / Guillermo Cintora / Francisco de la Torre

We will use this kick-off meeting to discuss and agree the high level theme and focus of our new practice group, appoint its first active board members, and a plan for the coming year. By way of discussion topics and general thoughts on the focus of the group we will cover the following topics:

- Advantages of offering the practice of Forensic Accounting
- Generating market indicators to detect fraud
- Multidisciplinary teams and exchanges between firms
- Results and experiences
- Reasons to offer practices of internal control, internal audit and corporate government
- Discuss the creation of a technology portal that should match demand with the supply

This practice group aims to institutionalize the communication between GGI forensics experts in different jurisdictions, and the discussion of the various obstacles faced both in terms of the profession and the current socio-economic climate, and getting a feel for what other regions are facing and how they go about their business. Besides the physical practice group meetings we will maintain close contacts via telephone- and web-conferences.

We kindly invite all GGI Forensics experts to attend this meeting and contribute to the formation of the new GGI practice group.

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