



Cameron L. Hess

PARTNER

State Bar No. 113391

J.D. , M.B.T. (Taxation)
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▪ General Information

Cameron L. Hess, Esq., C.P.A., is a partner with Wagner Kirkman Blaine Klomprens & Youmans LLP and practices in the transaction department in the areas of taxation and business law. A Certified Public Accountant, formerly practicing with the international accounting firm of *KPMG*, Mr. Hess' practice includes entity formation (limited liability companies, family limited partnerships, nonprofit organizations and other) and state and local tax controversies (sales tax, franchise tax and property tax). Mr. Hess has over 25 years' experience in representing a diversity of industries and closely held businesses in real estate, construction, manufacturing and services.

▪ Practice Areas

Real Estate

Mr. Hess handles negotiations and contracting for real estate acquisitions, financing, development and syndication, including community association development and loan opinions. His clients include both investment groups and builders/developers in commercial, multifamily and residential developments. Mr. Hess has handled among the largest Sacramento area real estate home builder/developer acquisitions. Mr. Hess has chaired CalCPA Sacramento Chapter Real Estate Committee for 25 years, and its annual real estate conference for 14 years. Mr. Hess is a past chair for the Cal CPA Education Foundation Real Estate Conference and continues on the TAXI Conference as a planning committee member.

Business Law

Mr. Hess represents closely held business owners with business transactions, including contracts, acquisitions, financing and sales. He has served as counsel for Sacramento area manufacturers, fabricators, medical, accountants/financial, including formation, mergers, sales and succession planning. Mr. Hess's practice emphasizes the use of pass-through entities, including partnerships, limited liability partnerships and limited liability companies.

Nonprofit Law/Planned Giving

Mr. Hess represents nonprofit entities with respect to nonprofit formation, administration and fund raising. Mr. Hess advises local and statewide nonprofits in formation, Board management, affiliation, planned giving and unrelated business income tax, and planned giving. Mr. Hess has lectured extensively, including before the Nonprofit Resource Center and the CalCPA Nonprofit Committee.

Federal and State Taxation

Mr. Hess handles federal and state tax controversy representation, including audits, appeals and Tax Court representation. Representation has included manufacturers, real estate, general businesses (reasonable compensation, character of gain, debt relief income, independent contractor) and individuals. Complex tax cases, have included reconstruction of foreign business records, Section 1031 multi-property exchanges, and janitorial. Examples of tax controversies include employment, unitary/combined reporting issues, real and personal properties tax appeals, sales taxes and local business taxes. Mr. Hess successful in obtaining significant property tax reductions on a number of major properties. While with *KPMG* in Los Angeles, Mr. Hess was a manager and participated in the start-up of its state and local tax practice.

Estate Planning

Mr. Hess represents high net worth individuals with estate planning, focusing on succession planning, irrevocable trusts (life insurance, charitable, grantor retained annuity/unitrusts), and family limited partnerships/LLCs.

Education

University of California, Berkeley, B.S. Business Administration (Accounting Focus), 1980
University of Southern California, Juris Doctor and Master of Business Taxation, 1983

Academic Activities

Mr. Hess has written/presented over 200 articles over the past 30 years, including before local, state and national conferences and webinars.

Published: Spidell's California Taxletter (past Columnist, contributing writer), CCH Taxes (1984), The Tax Executive (1986), The California Constructor (1991), SVAA Rental Property Management, Los Angeles Lawyer.

Instructor: Cosumnes River College (Adjunct, Intermediate Taxation); UC Davis CFP Program (Adjunct Instructor, Taxation, 1998-2004); State Bar of California; CalCPA Ed Foundation, Strafford Seminars, CSEA, , ISTC, SCA, , Lorman Education Services, National Business Institute, Nonprofit Resource Center (Sacramento), Strafford Group.

Tax Law Journal (USC)

Mortar Board Honor Society (UC Berkeley)

Beta Alpha Pi

Phi Alpha Delta

Student Member, UC Academic Senate, Committee on Student Affairs (UC Berkeley)

Affiliations

CAA Sacramento (formerly Rental Housing Association of Sacramento (past-President/Director)

Easter Seals Superior California (2005-present, Board Director, Audit Committee)

American Bar Association (Tax Section)

State Bar of California

Tax Section (Corporate and Other Pass-Through Entities Committee (Chair)

Business Section, member (Pass-through Entities Leg Committee – 1995-1997)

Sacramento County Bar Association

Tax Section

Business Section
Real Property Section (Officer)

CalCPA,

CalCPA Ed Foundation Real Estate Conference (Co-Chair/Member 2003-present)

CalCPA State Estate & Financial Planning Committee (1995-1997)

Sacramento Chapter, active member

Chapter President, 2004, Board Member, 1995-2005)

Real Estate Committee (Chair, 1992-Present; Conference Chair);

Chapter Tax Committee

Chapter Estate and Financial Planning Committee

▪ Admissions

State Bar of California, 1984

U.S. Court of Appeals, 9th Circuit, 1984

U.S. District Court, Eastern District of California, 1984

U.S. District Court, Central District of California, 1991

U.S. Tax Court, 1991

Certified Public Accountant, 1988

▪ Representative Publications and Presentations

Representing Clients in Property Taxes (2013 Lorman Education)

FTB Research and Representation Practicum (2014 Cal Society of Enrolled Agents)

Net Investment Income Tax and Repair Regulations (2014 Cal CPA Ed Foundation)

Sailing the *Ocean* Decision To Avoid Property Tax Reassessments (2014 Spidell California Taxletter)

Self-Employment Tax and Net Investment Income Tax for LLCs (2015 Strafford Seminars)

Understanding Bitcoins & Virtual Currency (2015 Cal Society of Enrolled Agents)

Handling Real Estate – Capitalize, Amortize or Deduct? (Various Conferences)