



2025 SALT BASICS SCHOOL
Marriott Quorum by the Galleria
May 18-23, 2025
Dallas/Addison, TX

(2/11/25)

Sunday, May 18, 2025			
6:00–8:00	Registration/Dinner/Networking		
Monday, May 19, 2025			
All Tracks			
6:45 – 7:45	Breakfast		
7:45 – 8:30	Introductions of Staff, Facilities and Format		
8:30 – 9:00	State and Local Practice Overview <u>Curriculum:</u> Overview of major types of state and local taxes, including income/franchise, sales/use, property, and employment taxes, credits, incentives and unclaimed property. This session will also include a <i>brief</i> discussion of jurisdiction and nexus.		
9:00 – 11:00	Foundational Concepts for SALT and Federal Concepts <u>Curriculum:</u> This session will provide a basic understanding of the concepts found in the most important SALT cases and also provide a brief overview of the federal tax provisions that impact SALT.		
10:00 – 10:15	Refreshment & Networking Break		
11:00 – 12:30	Financial Statements - Issues for the State Tax Professional <u>Curriculum:</u> Overview of tax accounting for above and below the line financial statement presentations and their impact on and relationship to state tax return preparation.		
12:30 – 1:30	Lunch/Networking		
Income and SALT Tracks		Sales Track	
1:30 – 3:15	Basic Unitary/Filing Methods <u>Curriculum:</u> Overview of filing methods required by the various jurisdictions with particular emphasis on the unitary method.	1:30 – 4:30	Jurisdiction to Tax <u>Curriculum:</u> Review of the various restrictions on a state’s ability to impose taxes such as constitutional restrictions, federal legislation and judicial pronouncements.
3:15 – 3:30	Refreshment & Networking Break	3:15 – 3:30	Refreshment & Networking Break
3:30 – 4:30	State Income Tax Base I <u>Curriculum:</u> Review of concepts involved in computing the state income tax base, including tie-in to federal return, modifications to federal tax base, multi-entity group filing options, business/non-business income determination, and allocation/apportionment.		
4:30 – 5:30	Questions and Answers – Breakout to Review Today’s Concepts This final session of the day will be a breakout and question and answer period for students to review and apply the concepts presented today.	4:30 – 5:30	Questions and Answers – Breakout to Review Today’s Concepts This final session of the day will be a breakout and question and answer period for students to review and apply the concepts presented today.
6:30 – 8:30	Vegas Night with COST – Sponsored by Blank Rome		

Tuesday, May 20, 2025

7:00 – 8:00	Breakfast	
	Income Tax Track	Sales Tax Track and SALT Track
8:00 – 12:00	<p>State Income Tax Compliance <u>Curriculum:</u> Comprehensive review of income tax compliance , including tax accounting, legislation, sample tax return preparation, estimated payments, RARs, amended returns, extensions, and best practices.</p>	<p>8:00 – 10:00</p> <p>Introduction to Sales Tax Theory/Definition of Key Terms <u>Curriculum:</u> Review history, theory and policy underlying sales taxation; define key terms and concepts used to implement the tax.</p>
10:00 – 10:15	Refreshment & Networking Break	
12:00 – 1:00	Lunch/Networking	<p>10:15 - 12:00</p> <p>Sales Tax Base, Taxability and Characterization <u>Curriculum:</u> Analyze nature of sales vs. use taxes, including typical statutes and other authorities; explore application of form over substance doctrine and presumption for taxing tangible personal property.</p>
1:00 – 5:15	<p>State Income Tax Compliance (cont'd.) <u>Curriculum:</u> Comprehensive review of income tax compliance, including tax accounting, legislation, sample tax return preparation, estimated payments, RARs, amended returns, extensions, and best practices.</p> <p>2:45 – 3:00 Refreshment & Networking Break</p>	<p>12:00– 1:00</p> <p>Lunch/Networking</p>
		<p>1:00 – 1:45</p> <p>Sales Tax Base, Taxability and Characterization (cont'd) <u>Curriculum:</u> Analyze nature of sales vs. use taxes, including typical statutes and other authorities; explore application of form over substance doctrine and presumption for taxing tangible personal property.</p>
		<p>1:45 – 4:30</p> <p>Sales Tax - Exempt and Non-Taxable Transactions <u>Curriculum:</u> Examine entity-level and activity-related exemptions; use of exemption certificates, and transactions outside scope of the statute.</p>
		<p>3:00 – 3:15</p> <p>Refreshment & Networking Break</p>
		<p>4:30 – 5:30</p> <p>Questions and Answers – Breakout to Review Today's Concepts – The final session of the day will be a breakout and question and answer period for students to review and apply the concepts presented today.</p>
6:00 – 9:00	Trivia Night with COST (optional)	

Wednesday, May 21, 2025

7:00 – 8:00	Breakfast
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Income Tax Track			Sales Tax Track and SALT Track		
8:00 – 12:00	State Income Tax Compliance (cont'd.) <u>Curriculum:</u> Comprehensive review of income tax compliance, including tax accounting, legislation, sample tax return preparation, estimated payments, RARs, amended returns, extensions, and best practices.		8:00 – 11:15	Sales Tax – Siting <u>Curriculum:</u> Review how states situs sales of tangible personal property, services, digital transactions, etc..., and how these methods can differ depending on a variety of factors.	
10:15 – 10:30	Refreshment & Networking Break		10:15-10:30	Refreshment & Networking Break	
			10:30-11:15	Facilitated Breakout	
				Sales Tax Track	SALT Track
			11:15-12:15	Sales & Use Tax -Administration & Compliance <u>Curriculum:</u> Review of vital issues associated with administration of the sales/use tax function including registration, exemption certificates, taxability decisions, software, return preparation, claims for refund.	11:15-12:00 Property Taxes <u>Curriculum:</u> An overview of property taxation and the various methods of valuation and imposition.
12:00 – 1:00	Lunch/Networking		12:15-1:15	Lunch/Networking	
1:00-3:15	State Income Tax Compliance (REVIEW) <u>Curriculum:</u> Comprehensive review of income tax compliance, including tax accounting, legislation, sample tax return preparation, estimated payments, RARs, amended returns, extensions, and best practices.	1:15-3:15	Sales & Use Tax -Administration & Compliance (cont...) <u>Curriculum:</u> Review of vital issues associated with administration of the sales/use tax function including registration, exemption certificates, taxability decisions, software, return preparation, claims for refund.	1:00-2:00	Property Taxes (cont...) <u>Curriculum:</u> An overview of property taxation and the various methods of valuation and imposition.
3:15-3:30	Refreshment & Networking Break	3:15-3:30	Refreshment & Networking Break	2:00-3:15	Understanding the Legislative Process <u>Curriculum:</u> A session that will cover the basics of legislation and how it can be used to benefit the taxpayer.
				3:15-3:30	Refreshment & Networking Break
3:30–4:30	Gross Receipts and Local Taxes <u>Curriculum:</u> An overview of other methods of taxation that states, and local jurisdictions are using to impose tax.	3:30-4:30	Gross Receipts and Local Taxes <u>Curriculum:</u> An overview of other methods of taxation that states, and local jurisdictions are using to impose tax.	3:30-4:30	Gross Receipts and Local Taxes <u>Curriculum:</u> An overview of other methods of taxation that states, and local jurisdictions are using to impose tax.
4:30	Session Adjournment for the Day!!				
6:00–8:00	RSM Leadership Reception				
6:00–8:30	Evening Out (Optional)				

Thursday, May 22, 2025

7:00 – 8:00	Breakfast					
Income Tax Track		Sales Tax Track			SALT Track	
8:00 – 10:00	<p>Unitary Business Principle & Apportionment <u>Curriculum:</u> Comprehensive examination of the unitary business principle, including unitary group composition and implications for formulary apportionment.</p>	8:00-12:00	<p>Sales & Use Tax -Administration & Compliance (cont'd) <u>Curriculum:</u> Review of vital issues associated with administration of the sales/use tax function, including: registration, exemption certificates, taxability decisions, software, return preparation, claims for refund.</p>	8:00 – 10:00	<p>Unitary Business Principle & Apportionment <u>Curriculum:</u> Examine the unitary business principle and its implications for formulary apportionment of multi-corporate groups; computation of factors: sales, property and payroll.</p>	
10:00 – 10:15	Refreshment & Networking Break	10:00-10:15	Refreshment & Networking Break	10:00-10:15	Refreshment & Networking Break	
10:15 – 12:00	<p>Restrictions on A State's Ability to Tax <u>Curriculum:</u> Review of the various restrictions on a state's ability to impose taxes such as constitutional restrictions, federal legislation and judicial pronouncements.</p>			10:15 – 12:00	<p>Restrictions on A State's Ability to Tax <u>Curriculum:</u> Review of the various restrictions on a state's ability to impose taxes such as constitutional restrictions, federal legislation and judicial pronouncements.</p>	
12:00 – 1:00	Lunch/Networking	12:00-1:00	Lunch/Networking	12:00-1:00	Lunch/Networking	
1:00 – 3:15	<p>State Income Tax Base II <u>Curriculum:</u> In-depth focus on apportionment formula variations, special issues in apportionment, sourcing services & intangible income; detailed analysis of tax base modifications, multinational issues & credits.</p>	1:00–5:30	<p>Sales & Use Tax -Administration & Compliance (cont'd.) <u>Curriculum:</u> Review of vital issues associated with administration of the sales/use tax function, including: registration, exemption certificates, taxability decisions, software, return preparation, claims for refund.</p>	1:00 – 3:15	<p>State Income Tax Base II <u>Curriculum:</u> In-depth focus on apportionment formula variations, special issues in apportionment, sourcing services & intangible income; detailed analysis of tax base additions & subtractions, multinational issues & credits.</p>	
3:15 – 3:30	Refreshment & Networking Break	3:15 – 3:30	Refreshment & Networking Break	3:15 – 3:30	Refreshment & Networking Break	
3:30 – 4:30	<p>Pass-Through and Disregarded Entities <u>Curriculum:</u> Recognize the income and sales/use tax significance of pass-through and disregarded entities, including federal treatment of the entity, state tax base implications, and impact on income allocation & apportionment.</p>			3:30 – 4:30	<p>Pass-Through and Disregarded Entities <u>Curriculum:</u> Recognize the income and sales/use tax significance of various pass-through and disregarded entities, including federal treatment of the entity, state tax base implications, and impact on income allocation & apportionment.</p>	

4:30 – 5:30	Questions and Answers – Breakout to Review Today’s Concepts Final session of the day will be a breakout and questions and answer period for students to review and apply the concepts presented today.		4:30 – 5:30	Questions and Answers – Breakout to Review Today’s Concepts Final session of the day will be a breakout and questions and answer period for students to review and apply the concepts presented today.
Evening – Free				
Friday, May 23, 2025				
All Tracks				
7:00 – 8:00	Breakfast			
8:00 – 9:15	State Tax Research Tools <u>Curriculum:</u> Practical tips on conducting basic SALT research, including online databases and hardcopy text, with a brief assessment of select commercial resources; and tips on preparing an effective file memo.			
9:15 – 10:15	Unclaimed Property and VAT Issues <u>Curriculum:</u> Overview of issues associated with unclaimed property; review of VAT concepts; discussion of whether a national state-based VAT may eventually be adopted.			
10:15 – 10:45	Refreshment Break/Networking & Hotel Checkout			
10:45 – 12:00	Preparing for Audit Challenges & Controversies <u>Curriculum:</u> Practical tips on dealing with proposed audit adjustments, including best practices for responding to notices of proposed assessments and preparing for hearings with state tax agencies.			
12:00	Lunch/Networking – The Dining Room			
12:00	Basics School Adjourns			