### Monday, October 19, 2020

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<th>Time</th>
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| 12:00 – 2:30 p.m. (ET) | Legislation/Government Relations  
State Chamber of Commerce Executives and COST Member Government Affairs and Policy Representatives will discuss and share information regarding COST tax priorities for the new 2020/21 legislative cycle. |
| 3:15 – 4:15 p.m. (ET) | Ethics Talk: Ethics and Professional Responsibilities for Attorneys and Other Tax Professionals  
Enjoy an entertaining, informative hour on the latest ethics developments relevant to state tax professionals. However, there’s much more to this session than getting an hour of Ethics CPE/CLE. Tax professionals and government affairs professionals must navigate a host of ethical issues on a daily basis. Some issues are obvious, others may not be. The speakers will discuss how to spot ethical issues and deal with them in a thoughtful and effective manner. *(PLEASE NOTE – ATTENDEES WILL NEED TO LOG IN TO THIS SESSION BY NO LATER THAN 3:15 TO OBTAIN CPE IN THOSE STATES THAT PERMIT ETHICS CREDIT FOR A VIRTUAL SESSION. PLEASE CHECK YOUR STATE FOR ETHICS CPE AVAILABILITY FOR VIRTUAL SESSIONS.)* |
| 4:30 – 6:30 p.m. (ET) | COST Board of Directors and STRI Board of Directors Meetings |

### Tuesday, October 20, 2020

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<th>Time</th>
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<tr>
<td>11:00 – 11:30 a.m. (ET)</td>
<td>Welcome &amp; Opening Remarks – COST’s 51st Annual Meeting of the Membership: Election of New Directors</td>
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<tr>
<td>11:30 a.m. – 12:15 p.m. (ET)</td>
<td>2020 is a Year to Forget. What’s in Store for 2021?</td>
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| 12:15 – 1:30 p.m. (ET) | State Conformity (and Non-Conformity) with the Tax Cuts and Jobs Act: A Three-Year Report Card  
Over the last three years, state conformity -- or decoupling -- from key provisions of the TCJA has resulted in a wide range of outcomes among the states. This panel will review the status of state conformity (or non-conformity) with GILTI, interest deduction limitations, bonus depreciation, NOLs and FDII. The panelists will also discuss planning, compliance and audit issues arising from TCJA conformity. Finally, the panelists will discuss state reactions to the temporary rollback of several key TCJA provisions in the CARES Act, and the state impact of any additional stimulus legislation enacted by Congress. |
| 3:00 – 4:10 p.m. (ET) | Top 10 Indirect Tax Cases of 2020 and Cases to Watch in 2021  
The speakers in this session will cover the most important sales tax cases and other indirect tax cases of 2020 and their impact on taxpayers. The session will include a discussion of how state imposition of sales taxes may evolve in 2021 and beyond. |
| 4:10 – 5:15 p.m. (ET) | Top 10 Income/Franchise Tax Cases of 2020 and Cases to Watch in 2021  
The speakers in this session will cover the most important income/franchise tax cases of 2020 and their impact on taxpayers. The session will include a discussion of how state income tax issues may evolve in 2021 and beyond. |
| 5:30 – 6:30 p.m. (ET) | Virtual Reception |

### Wednesday, October 21, 2020

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| 11:00 a.m. – 12:15 p.m. (ET) | Tax Administrators Roundtable  
This roundtable discussion will feature key state tax administrators discussing the latest news, developments, and outlook from a tax perspective. These administrators will provide insights on what happened in their states during 2020 and what is planned for 2021 and beyond. Moderated by an experienced advisor, this session will provide an opportunity to ask those important questions we all seem to have, either confidentially or face-to-face. |
| 12:15 – 1:30 p.m. (ET) | Marketplace Facilitator Legislation and Remote Seller Rules  
Following the U.S. Supreme Court’s decision in *South Dakota v. Wayfair*, virtually every state adopted new rules to address remote seller sales tax collection responsibilities. This panel will discuss these developments, focusing particularly on the rapid spread of marketplace facilitator legislation and implications for sales tax compliance. The panelists will also discuss uniformity efforts underway to make technical corrections to recently enacted marketplace facilitator legislation in most states. Finally, the speakers will review similar legislation in other countries and will highlight parallels and differences between U.S. tax issues and international tax developments. |
### Uniformity in Sourcing Services: Should (& Why) Does Sourcing Services Differ for Sales Tax and Corporate Income Taxes?

States have increasingly moved to market-based sourcing for services in the corporate income tax arena. Historically, states have used a destination/benefits-received analysis for sourcing services under their sales taxes. This session will address the issues with the sourcing of services for both types of taxes, along with explaining the "why and how" the sourcing is often inconsistent between state income and consumption taxes.

### Future Sales Tax Trends After Wayfair

State and local sales tax systems are undergoing a major transformation. The Wayfair decision resolved the 50-year jurisdictional quest to impose sales and use tax collection responsibilities on remote sellers. But other systemic problems loom, including the limited (and eroding) sales tax base, the over-reliance on the taxation of business inputs, taxation of digital goods and services, and the complexity and non-harmonization of sales tax administrative rules. This session will explore these challenges, looking to consumption tax trends in other countries, including attempts to tax digital advertising, for insights into the future direction of state sales tax systems.

### Remote Workers and Challenges for State Tax Compliance

The COVID-19 pandemic has accelerated the shift of employees working from remote home locations rather than offices. This session will discuss the profound implications of this trend for a wide range of state tax issues including income tax nexus, apportionment (e.g., sales and payroll factor considerations), and employee/payroll withholding. The panelists will also examine the impact of this trend on federal (and state) mobile workforce legislation.

### Market Sourcing through Alternative Apportionment or Creative Characterizations of Activity

Few issues have created greater angst or spawned more litigation than state efforts to impose market sourcing of services on out-of-state taxpayers. As the service sector has grown, so has single-sales factor apportionment, which often makes market sourcing an all-or-nothing proposition to both states and taxpayers. Although many states have modified UDITPA to move from COP to market sourcing, many have not and are using tools such as Sec. 482, forced combination, and creative characterizations of benefits received. And states that changed are trying to stanch the revenue outflow from in-state service companies as well. This session will provide an overview and discussion of some of the more bizarre and inconsistent approaches taken by states on this issue.

### State Transfer Pricing Issues and Controversy

State revenue authorities are convinced that state transfer pricing audits and VDAs will lead to a pot of tax gold at the end of the rainbow. But are their methods, practices, and use of third-party consultants sound? This session will discuss transfer pricing methodologies employed by states and consultants and how to counter aggressive assertions of profit shifting through comparable pricing methodologies and other use of data analytics that shift the burden of proof onto taxpayers.

### After the Pandemic and the 2020 Elections: The Likely Surge of Federal and State Tax Revenue Raising Legislation

The U.S. economy is struggling through the worst health care pandemic and economic crisis of the last 75 years. The first phase of the crisis has been dominated, not surprisingly, by fiscal and tax stimulus. At some point, however, as the health and economic crises abate, both federal and state governments are likely to switch to tax increases and budget cuts to address unprecedented government revenue shortfalls and fiscal deficits. This panel will explore some of the likely federal and state tax proposals, including corporate tax increases, surtaxes, and base expansion; increased taxes on GILTI or other foreign source income; mark-to-market valuation of securities; payroll and personal income tax increases, especially on high-income households; sales tax base expansion; and wealth taxes. The panelists will also discuss the business perspective on state efforts to increase the business tax burden.