

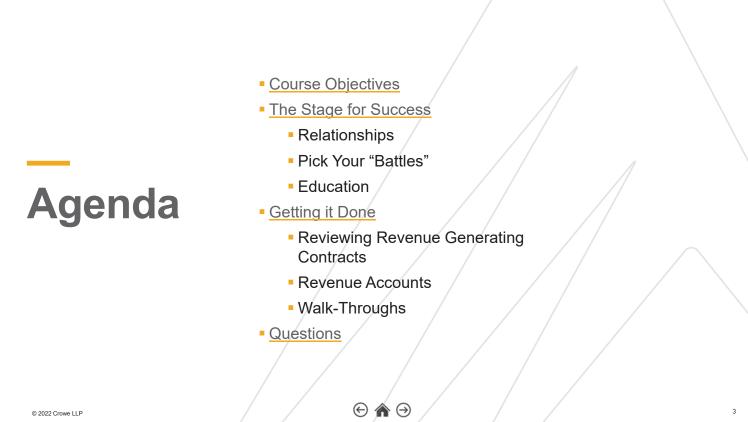
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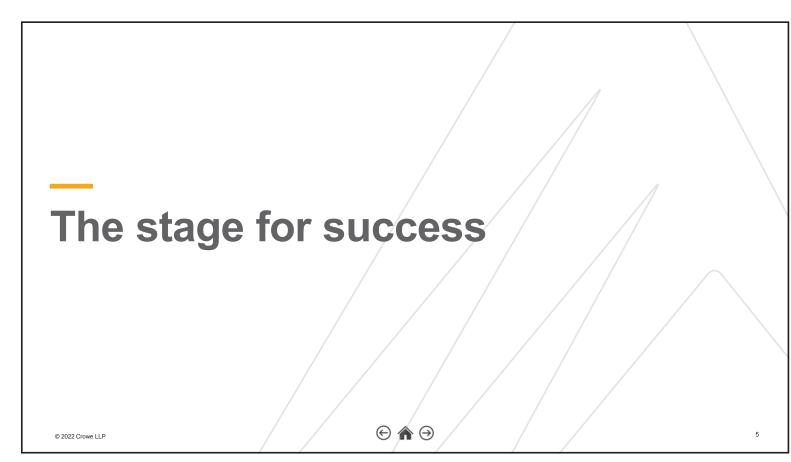
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Course Objectives

- Discuss practical insights into how different universities investigate and discover UBI on campus, large or small, state or private
- Strategies like education, surveys, and building relationships
- Resources provided to help you get started or improve your process
- Ways to review revenue-generating contracts and activities
- Example analyses

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Relationships

- Connectivity and rapport with campus constituents is essential
 - Legal Counsel's office and Purchasing contracts
 - Department Heads of "High Risk" areas
 - Athletics
 - Conference Services
 - Auxiliaries
 - Investments
 - Accounting/Finance
 - Last in line of most processes
 - Lots of visibility into most areas of the university

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Title search: Identifying UBIT on Your Campus

Also available as part of the eCourse 2022 Higher Education Taxation eConference

First appeared as part of the conference materials for the 10^{th} Annual Higher Education Taxation Institute session "Identifying UBIT on Your Campus"