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Navigate the dynamic multi-state tax environment with Miles Consulting

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Dear Monika,

The day is here! We are now officially Miles Consulting Group! You are reading our first official newsletter!

We are very excited about our new rebranding. In addition, we have a new [website!](#) We invite you to take a look and come back often to see our weekly technical blogs and articles.

Speaking of new things, California has a few new credits and incentives that we discuss in more detail below. In addition to our rebranding, there more exciting things happening here at Miles Consulting. Be sure to read about it below!

If you want to know more about any of the items in this month's e-newsletter or what we do at Miles Consulting, please [contact us](#).

All the best,
Monika Miles
Miles Consulting Group, Inc.



Hot News

[Introducing Miles Consulting Group!](#)



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[Join Our Mailing List!](#)

I'm excited to announce Labhart Miles Consulting Group has been rebranded as Miles Consulting Group. We've launched a new website, and have a new logo design, as well as new company colors. Our ongoing dedication to high quality client service has not changed!



[Click here to read more!](#)

Special thanks to our trusted vendors for helping us to make this transition. Thank you Robin, Rob, Marilyn & George - and so many others for proofreading, offering helpful suggestions, and helping with the creative process!

Website design: Robin Fisher at [Take Flight Graphics](#)

Logo design: Rob Henslin at [Rob Henslin Design](#)

Website Videos: Marilyn Ritter & George Cohn at [Creation Ground Media](#)

Photo Credit: [Crystal](#) via [Flickr](#)

California's New Manufacturing Exemption

The California Manufacturing Exemption begins July 1, 2014 and allows certain manufacturing and biotech companies to exempt from sales and use tax purchases of manufacturing and research and development (R&D) equipment. Purchased equipment or machinery must be used 50% or more during the manufacturing process.

Those of you familiar with the old Manufacturers' Investment Tax Credit may find the new California Manufacturing Exemption to be strikingly similar - but note that this version is a sales tax exemption versus a tax credit. The exemption reads much like the old statute and regulations under the Manufacturers' Investment Tax Credit ("MIC"), which was a benefit from 1995 to 2003. (Yes - we've been around that long!)

[Click here to read more about how your company may qualify.](#)

California's New Hiring Credit

In July of 2013, Governor Jerry Brown signed bills AB93 and SB90 which eliminated the former Enterprise Zone Hiring Credit and replaced it with the "California New Employment Credit" as of 1/1/14.

The new 35% credit may sound good since an employee could generate up to \$56,000 over a five year period (as opposed to the EZ at approximately \$38,000 over a five year period), however, the New Employment Credit is much harder to qualify for and requires the employer to jump through many hoops in addition to burdensome documentation.

An eligible business must meet all the following requirements: [Click here to read more.](#)

Sales Use Tax, Use Tax, and the Marketplace Fairness Act

Sales tax has been in the news quite a bit lately. In previous posts I talked about the Marketplace Fairness Act. This proposed legislation would allow states more ability to collect sales tax from online retailers. Normally, a business can only collect sales tax if it has a presence in that state. The complementary use tax works to bridge that gap. Understanding the difference between the two taxes is important to understanding the current debate in Congress.



[Click here to read more](#)

Photo Credit: [Alan](#) via [Flickr](#)

What's Up at Miles Consulting?

Hiring:

We are happy to introduce our new intern Michael Hynson to our firm! He is an accounting student at San Jose State University. We are sure he will prove to be a valuable asset to our team!

Sponsoring:

Miles Consulting attended and was a gold sponsor at the Accounting and Financial Women's Alliance 8th Annual Spring Gala on Tuesday May 27th. Guest speaker was John Choma. John is the president of the Leadership Huddle and a former Super Bowl World Champion from the San Francisco 49ers! It was a very enjoyable evening full of networking, wine tasting, and some fun football stories! And our sponsorship dollars help support local AFWA scholarships!

Educating:

Don't forget we do customized multistate tax

presentations for local accounting firms; invite us to do one at your firm! Stay tuned for upcoming webinars!

For more information, please call us at 408-266-2259.

Referrals?

Our business is driven mostly by referrals, so people ask us regularly, "What's a good referral for Labhart Miles?" Knowing what services we provide may help those better understand what kind of referrals we look for.

We help companies doing business across state lines deal with state tax issues like income tax and sales tax. We help companies answer the Who? Where? What? When? How much? ...with respect to multi-state taxes. As state rules change we help our clients address those issues and find peace of mind.

With close to 10,000 U.S. taxing jurisdictions, there is plenty of room for companies to trip over a variety of issues. Every client situation is different because multi-state tax is very "facts and circumstances" driven. There are differing rules depending on the industry, such as manufacturing, retail, and software development. We work with clients in all of these different industries and the various tax issues.

We also work with fellow CPAs, bookkeepers, and attorneys to help assist their clients!

For more information about the type of services we provide, [please click here](#).

We truly can help any size company find peace of mind!

About Miles Consulting

Miles Consulting Group is a professional services firm specializing in multi-state tax solutions. We address state and local tax issues for our clients, including general state tax consulting, nexus reviews, credits and incentives maximization, income tax and sales/use tax planning, and other special projects. We also specialize in California Enterprise Zone projects, including the EZ Hiring and Sales/Use Tax Credits, and the EZ Net Interest Deduction for Lenders. For more information visit, www.milesconsultinggroup.com.

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