



STATES OF AFFAIR

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Greetings!

We hope that this last day of August finds you doing well and enjoying the last few weeks of summer!

Being in client service for as many years as we have (and trust us – it's been a lot of years!), we find ourselves often juggling our time between working on client projects, answering the important sales tax questions that keep our clients up at night, and then also working to establish new client relationships. So we do a bit of networking, which has also been interesting and challenging in the last 18 months as more and more events are virtual. The networking "Zoom Room" has become a "thing" and live meetings seem to be a thing of the past. Every now and then, though, something funny happens in one of those meetings that make it a little less boring. In a recent ProVisors meeting, the group leader started introducing me by saying "Taxes Suck, and here's a segue to Monika Miles". While I had to laugh at that intro, it seems that I don't necessarily subscribe to that thought, since taxes have been my professional career for, well, a lot of years! Instead, I try to show people that the work we do is really interesting. Just this week, I'm working with a company that is a marketplace facilitator for chemicals. And another one that sends out an e-newsletter via a platform and needs to determine whether that's taxable or not (hint – it depends on the state). And yet another that distributes products via franchisees. Each of these clients face similar (and yet remarkably different) sales tax complexities. And we're here to help them. So, whether you're in biotech, pharma, SaaS, software, or e-commerce, we can help and hopefully make taxes suck a little less!

If I haven't scared you off yet, please take a few minutes to enjoy this month's articles on if Wayfair Simplification is on the horizon. We

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also discuss whether having remote workers are a tax liability. We give an update on the California Competes Tax Credit. Finally our state spotlight this month is on Kansas, the Sunflower State.

Happy Summer!

Fondly,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.

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IS WAYFAIR SIMPLIFICATION ON THE HORIZON?

If you're a business owner, accountant or involved in the tax world in any way, you've undoubtedly been made aware of [the Wayfair decision](#). In short, that decision, which said that South Dakota's economic nexus law was constitutional and opened the door for other states to do the same, effectively made it easier for companies to create nexus in a state for sales tax purposes, thus creating a collecting and filing responsibility.



To read more if Wayfair simplification is on the horizon, [click here](#).

ARE REMOTE WORKERS A TAX LIABILITY? IT DEPENDS.

Are your employees still working remotely? When the pandemic first hit, many businesses were forced to transition to a remote working model for safety reasons.



In the time since, some companies have returned to the office, while others have adopted a hybrid model or continued with remote working due to ongoing concerns regarding COVID-19 variants.

To read about how remote works can be a tax liability, [click here](#)

CALIFORNIA COMPETES TAX CREDIT- AN UPDATE

Statutory tax credits are helpful to businesses looking to expand their operations within a state. As is often headlined in mainstream media, states compete with one another to entice companies to build plants, new headquarters operations, etc. within their state. And companies (particularly large ones) are happy to be courted for these often lucrative incentives which can include income tax credits, sales tax rebates, alternative financing, property tax incentives and infrastructure improvements – to name a few.



To learn more about updates to the CA Competes Tax Credit, [click here](#).

FOCUS ON KANSAS

This month brings us to the center of the country, the Great Plains state of Kansas. Kansas is a Midwestern state that epitomizes the U.S. Heartland with its Great Plains setting of rolling wheat fields. For thousands of years, what is now Kansas was home to numerous and diverse Native American tribes. Tribes in the eastern part of the state generally lived in villages along the river valleys. Tribes in the western part of the state were semi-nomadic and hunted large herds of bison.



[Click here to learn more about the tax landscape in Kansas.](#)

What's Up at Miles Consulting?

Networking: [NAWBO-SV](#)

Join us for the next meeting on September 21st. It will be a virtual meeting and the topic will be estate planning essentials. For more information and to register, [click here](#). Hope to see some of you there! Miles Consulting is proud to be a corporate sponsor of NAWBO Silicon Valley!

[AFWA](#)

Due to the coronavirus, AFWA's events are currently suspended. Stay tuned to updates on upcoming events.

Educating/Speaking:

Our blogs are frequently featured on [Tax Connections](#).

Don't forget- We do customized multi-state 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

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 & taxability reviews, audit support, voluntary disclosure agreements, and other special projects. We also specialize in SaaS and other technology industries. For more information, visit www.milesconsultinggroup.com.