



STATES OF AFFAIR

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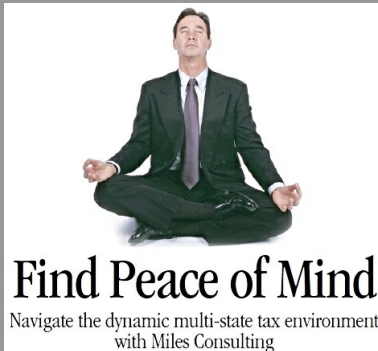
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Greetings!

The Winter Solstice, aka the shortest day of the year, occurs today (December 21). From now on, the days will start getting longer again. With the longer days, maybe we'll all be able to get even more accomplished, both in the rainmaking and multistate side of our business. But not before celebrating a bit of holiday cheer.

As 2016 comes to a close, we look back on the past year and are grateful for our clients, colleagues, friends, and family for all that you have helped us accomplish in 2016. We also look forward to 2017 and the prospects that the new year brings. Among other things, 2017 will mark the 15 year anniversary of this firm. Where did the years go?

While you ponder that, check out some of the articles in this month's newsletter. We feature a guest blogger, Carolyn Driscoll, who writes about Start-Up Companies Benefiting from the R&D Tax Credit. We take an interesting look at sales tax and legal marijuana and at Washington's minimum wage hike and what you need to know about it. And we put our state spotlight on Hawaii.

Finally, we're just finishing another successful Jumpstart Your Rainmaking- 3 part webinar series. It's been great to share some of my rainmaking practices. If you are not taking part in the current webinar series, consider signing up for an upcoming series in the second quarter of 2017. Meanwhile, check out some of our Rainmaking articles below: Rainmaking- It's on Sale and Rainmaking- Making the Sales Process Easier.

Happy Holidays to you and your families! See you next year!

All the best,
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HOT STATE TAX NEWS

START-UP COMPANIES CAN NOW BENEFIT FROM THE R&D TAX CREDIT

If you're a start-up company with annual gross receipts of less than \$5 million, you can now apply up to \$250,000 of your R&D credit against your payroll tax liability.

The federal R&D tax credit is a dollar-for-dollar reduction of federal income tax liability for qualified expenditures incident to the development or improvement of a product, process, software, formula or invention. It was recently made permanent by The Protecting Americans from Tax Hikes Act of 2015 ("PATH" Act).



[Click here to read more.](#)

AN INTERESTING LOOK AT SALES TAX AND LEGAL MARIJUANA

Although the presidential campaign seemed to dominate headlines early last month, there was another proposition that passed in California (as well as a handful of other states): recreational marijuana became legal. What does this mean for the Golden State's sales tax revenue? And how will it affect other industries? We thought it would be worth taking a look at what other states have done and how California may proceed in the coming months.



[Click here to read more.](#)

WASHINGTON'S MINIMUM WAGE HIKE: WHAT DO YOU NEED TO KNOW?

Last month's election results included more than determining the next president and [allowing recreational marijuana in California](#); states across the country also

passed legislation changing employment laws - specifically minimum wage and sick pay.

Case Study: Minimum Wage & Paid Sick Leave in Washington State

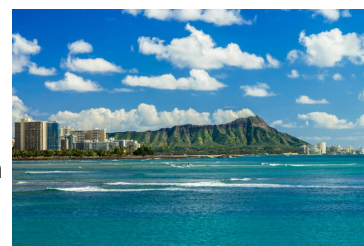
Washington isn't new to interesting legislation. Last year they passed a few [statutes regarding nexus](#) in the state and a [five-point internet sales tax solution](#). What about the recent election? The state passed a law regarding minimum wage and paid sick leave.

[Click here to read more.](#)



STATE OF THE MONTH- HAWAII

Aloha! This month we travel across the ocean to the island paradise of Hawaii. In the state, you can attend a luau to experience true Hawaiian culture, relax on the beach or hike in one of the many tropical forests or mountains.



Hawaii is unique because it the only state made up of part of the volcanic Hawaiian archipelago, which consists of hundreds of islands spread over 1,500 miles. At the southeastern end of the archipelago are eight islands known as the state of Hawaii. They are: Niihau, Kauai, Oahu, Molokai, Lanai, Kahoolawe, Maui and Hawaii.

[Click here to read more about Hawaii's tax landscape.](#)

RAINMAKING- IT'S ON SALE

We originally posted this blog on Black Friday, and because I'm NOT one of the 137 million Americans who began their Christmas shopping that day, I had time to write that blog. Yes, wholly 40% of Americans shop Black Friday Weekend. Check out our attached article about putting services on sale.



[Click here to read more.](#)

RAINMAKING- MAKING THE SALES PROCESS EASIER

My business contacts and blog readers have heard from me quite a bit lately because I have been actively promoting my quarterly webinar series - Jumpstart Your Rainmaking. I've been sending out email blasts, writing more blogs about



Rainmaking, and telling everyone I know about this. Why? Because I'd like to fill the virtual conference room. As you know from reading my blogs, even though I've been building my business for years, the Rainmaking training part of my business is relatively new. The multi-state part is over 15 years old. And I'm trying to draw some attention to the new.

[Click here to read more.](#)

What's Up at Miles Consulting?

Speaking: We are excited to announce that next month, Monika will be presenting a customized version of the Rainmaking Series to a CPA firm in the Los Angeles area.

Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to their monthly meeting on Tue. January 17. The speaker will be Toni Julian who will be speaking about Designing your Life and Achieve a Sustainably Healthy Lifestyle. [Click here for more details.](#)

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to their meeting on January 24. The speaker will be Ann Escobar, from Waddell and Reed, who will be speaking on Financial Strategies for Women. [Click here for more details.](#)

Educating:

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 reviews, credits and incentives maximization, income tax and sales/use tax planning, and other special projects. We also specialize in California tax credits and incentives. For more information visit, www.milesconsultinggroup.com.