



# STATES OF AFFAIR

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Dear Monika,

2015 is finally coming to a close and as we look forward to a prosperous 2016, it's a good time to reflect on the business and personal achievements this year. I am thankful for my family, clients, and colleagues that made this year a success and I look forward to another amazing year with you.

In this month's newsletter, we revisited some of our favorite topics - taxing cloud services and the California Competes Tax Credit Program (If you're expanding in CA - the state has money to give!). We also have your monthly dose of Rainmaking, with articles focused on saying "thank you" and setting SMART goals. If you enjoy our Rainmaking blogs and want more, we are hosting our 3-part webinar series, "**Jumpstart Your Rainmaking**" in the month of January.

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.



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## Contact Us

### Address:

3150 Almaden Expressway, Suite 234  
San Jose, CA 95118

**Phone:** (408) 266-2259

**Fax:** (408) 266-6284

**Email:** [info@milesconsultinggroup.com](mailto:info@milesconsultinggroup.com)

## Hot State Tax News

### California Competes Tax Credit Program

The next application period is coming up! If you are expanding in California, think about applying!



For some companies, the California Competes Tax Credit Program may be a gift from the government during this holiday season (or early 2016). This program is designed to assist companies that plan to re-locate to or stay and expand in the state of California. It appears that more businesses should take advantage of this program which has a budget of over \$200 million in tax credit annually. There are three filing periods for the current fiscal year of 2015-2016:

1. July 20, 2015, through August 17, 2015 (\$75 million available)
2. **January 4, 2016, through January 25, 2016 (\$75 million available)**
3. March 7, 2016, through March 28, 2016 (\$50.9 million plus any remaining unallocated amounts from the previous application periods)

Even though the first filing period has passed, it is not too late to apply in January. In the most recent committee meeting held in November, less than \$45 million out of the \$75 million available was requested for approval. [Click here to read more.](#)

## Extending Online Tax to the Cloud

In the past we've discussed how states are attempting to [extend the definition of nexus](#) to broaden their online tax reach, or [potential legislation](#) coming through Congress. But one area we haven't really taken a look at is the question of cloud-based services. How do they fit into the online sales tax debate?



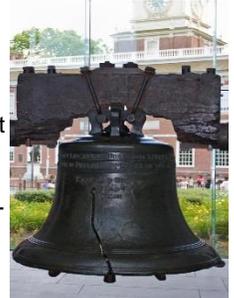
## About Cloud-Based Services

More and more, consumers are opting for digital versions of software, music, DVDs and games over physical copies. They purchase the rights to use these goods online and stream them directly from the “cloud” to their computer, tablet or smartphone without ever holding a tangible item that can be taxed in the traditional manner.

Consumers aren’t the only ones relying on the cloud. Businesses are continuing to move their company’s storage to the ominous “cloud,” hiring third-party cloud-based organizations rather than needing to rely on their own data-management. Many companies are therefore entering the software-as-a-service (“SaaS”) models. [Click here to read more.](#)

## Focus on Pennsylvania

One of the original colonies, the state has had a head start on others in terms of innovation and community development. The first baseball stadium, the first daily newspaper, the first computer and the first American flag were all built or created in Pennsylvania. If you love history, Pennsylvania should be one of your must-see destinations.



### Business Climate

Pennsylvania lives up to its nickname the “Keystone State.” It has an abundance of natural resources, medical and educational institutions that it uses to its advantage. Pennsylvania is the second-largest natural gas electricity producer. The State also boasts a bountiful production in its agriculture. It had more than \$2 billion in agricultural commodities in 2014 and its food manufacturing industry is quickly growing. The state is home to top-caliber educational institutions such as University of Pennsylvania, Carnegie Mellon University, Lehigh University, and Pennsylvania State University; all of which supply the state with a skilled workforce.

### Tax Climate

According to the Tax Foundation’s 2015 State Business Tax Climate Index, Pennsylvania ranks 34th out of 50.

[Click here to read more.](#)

## Rainmaker Highlights

## Rainmaking - Being Thankful

As one of our most recent Rainmaking blogs discussed, following up with new contacts within 48 hours is a great way to let them know you are really interested in getting to know them and would like to continue the relationship. Similarly when a colleague sends a referral your way, it's great to quickly thank them for that referral. That seems logical enough, but do we really always do it?



### Being Grateful

In the professional service business, many of us rely on referrals from colleagues or other clients. My business is no different. In fact, because I am in a very niche market (multi-state tax consulting), much of my business comes from referrals from other CPAs (in firms that don't have an in-house state tax practice), attorneys, temporary CFOs, and from current or previous clients. I spend much of my networking time and outreach directed at those kinds of referral partners, because when a trusted advisor recommends me to their client, it most often ends up becoming a client for me. And I'm always very grateful to those who recommend me.

[Click here to read more.](#)

## Rainmaking - Are you being SMART?

As we find ourselves in the middle of a hectic holiday season with the year-end quickly approaching, I find that I'm juggling balls in the air more than ever. When it comes to running your business, many activities occur daily that need to get done but don't necessarily provide measurable value. It can be overwhelming at times. So it's important to regularly take a step back and refocus on your broader goals. We all want to be "successful" in our businesses. However, being successful can mean different things depending on each person's perspective.



As I've developed the Jumpstart Your Rainmaking program, I've focused on providing the tools to be successful in the area of generating a steady flow of clients. And that starts by setting measurable goals so that throughout the hectic year we can regroup with ourselves and maintain focus on the bigger picture. The program encourages people to dream big and aim high. But we also encourage people to consider setting their goals under the SMART model. Many of you are already familiar with SMART goals – those that are Specific, Measurable, Attainable, Realistic/relevant, and Timely.

[Click here to read more.](#)

## What's Up at Miles Consulting?

### Speaking:

Our "Jumpstart Your Rainmaking" webinar series starts January 6. If you or someone you know needs to generate revenue (and who doesn't), consider investing in yourself and signing up for the course. [Click here](#) for more info and to register.

### Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to enjoy a discussion about "**Strategic Planning**" with Kristi Royse at the upcoming Monthly Meeting on January 19. [Click here](#) for more details.

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to participate in the January Membership Meeting on January 26 from 6:00pm-9:00pm. Guest speaker Susan Malone will be speaking about "**GAAP Update.**" [Click here](#) for a calendar of events.

### 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](http://www.milesconsultinggroup.com).*

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Miles Consulting Group, Inc. 3150 Almaden Expressway, Suite 234 San Jose, California 95118 United States (408) 266-2259