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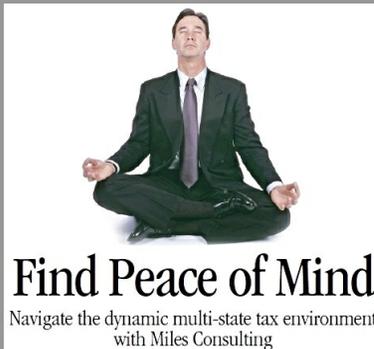
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Greetings!

I hope that February hasn't left you too cold or too wet, and that there have been some dry and sunny spots in this month for you. This short month of Valentine's Day and Presidents' Day has certainly gone by quickly!

Last month, I had the privilege of sharing with readers that we were excited to add Bill Loew to our team. This month, we welcome three additional members to our growing state tax consulting team. Please help me welcome Panna Panchal, John Huk, and Nikki Whiteman! They've all started and have hit the ground running working on a variety of client matters, including voluntary disclosures, controversy/audit defense work, various multistate research, and other projects. Check out our newsletter feature on Panna this month, and stay tuned for spotlights on John and Nikki in the next couple months.

This month we also features an article about New York's foray (finally) into the Wayfair fray, some news about sales tax and SaaS companies, and a spotlight on Arizona. We also share some news on a very hot topic related to California for out of state sellers who have engaged with Fulfillment by Amazon (FBA). The state is aggressively reaching out and wants companies to register, file and pay taxes retroactively! Never a dull moment in sunny CA!

Here's looking forward to spring! And wishing all of our CPA colleagues a sane and successful busy season!

Happy Winter!,
Monika Miles
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ONLINE SALES TAX & SAAS COMPANIES: WHAT YOU NEED TO KNOW IN 2019

Although the Wayfair online sales tax ruling doesn't relate [specifically to SaaS](#), states are enacting laws that make it easier to create nexus, which means all companies - including SaaS - need to be more diligent in determining whether they're subject to taxes in various states.



What exactly do SaaS companies need to know about Wayfair, the online sales tax debate, and how it may affect them?

[Click here to read more about what you need to know about online sales tax & SaaS companies.](#)

NEW YORK FINALLY BOARDS THE WAYFAIR TRAIN

In the United States, the sales tax landscape has changed dramatically due to the recent U.S. Supreme Court Case of South Dakota v. Wayfair (June 2018). Following this landmark decision which made it easier for companies to create nexus in states, many states have enacted legislation which create guidelines/thresholds for economic nexus. In a [previous blog](#), we talked about this epic decision. Through December, over 30 states had enacted economic nexus legislation. But we had not heard from New York.



[Click here to read more about New York boarding the Wayfair train.](#)

ARE YOU AN AMAZON FBA SELLER WHO OWES CALIFORNIA TAXES? YOU NEED TO ACT RIGHT NOW!

Does your company now, or has it in the past, taken advantage of Fulfillment by Amazon ("FBA"), and did you recently receive a letter stating you owe California taxes? This blog post explains why you cannot ignore this letter. [Please contact us right away](#) if you need help navigating your next steps!



[Click here to read more about how Amazon FBA sellers need to act right away if they owe CA Taxes.](#)

MILES CONSULTING WELCOMES PANNA PANCHAL

Miles Consulting Group is excited to announce the addition of Panna Panchal to our state tax consulting team. Panna has 25 years of experience, not only in sales tax but in various fields in finance and accounting. She has worked in AP, AR, income tax, sales tax and FP&A for a wide range of companies from CPA firms and consulting firms to manufacturing companies and software companies.



She has a passion for sales tax and enjoys this arena because it is exciting and challenging. Panna enjoys cooking, traveling, exercising, and volunteering. Please help welcome Panna Panchal to our team at Miles Consulting Group!

FOCUS ON ARIZONA

This southwestern state is best known for the Grand Canyon, the mile-deep chasm carved by the Colorado River. Flagstaff, a ponderosa pine-covered mountain town, is a major gateway to the Grand Canyon.



Other natural sites include Saguaro National Park, which protects the cactus-filled Sonoran Desert Landscape. Tucson is home to the University of Arizona and to the Arizona-Sonora Desert Museum.

[Click here to read more about the tax landscape in Arizona.](#)

What's Up at Miles Consulting?

Networking:

[NAWBO SV](#)

As a member of the National Association of Women Business Owners, Monika invites you to its 3rd Annual Crystal Chair Award Gala on Tuesday, April 23rd. For more information on this event, [click here](#).

[AFWA](#)

As a member of the Accounting & Financial Women's

Alliance, Monika invites you to its Spring Gala on May 28th.

Speaking: Monika will be giving the following webinars through CPA Academy:

- "Multistate Sales Tax Issues For Tech Companies: Software, SaaS, & Digital Goods" on Tuesday, March 12, 2019 at 3:00 EDT. To find out more about the webinar and to register, [click here](#).
- "Update: Sales Tax Hot Topics for CPAs- Salt Issues Affecting Your Clients Today" on Wednesday, May 1st at 4:00 EDT. To find out more about the webinar and to register, [click here](#).

Educating:

Monika is a featured blogger at [SalesTaxSupport](#). Check out her latest blog [here](#) about California's take on Wayfair.

Don't forget - We do customized multi-state tax presentations for local accounting firms, specifically related to Wayfair; 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 SaaS and other technology industries. For more information visit, www.milesconsultinggroup.com.