



STATES OF AFFAIR

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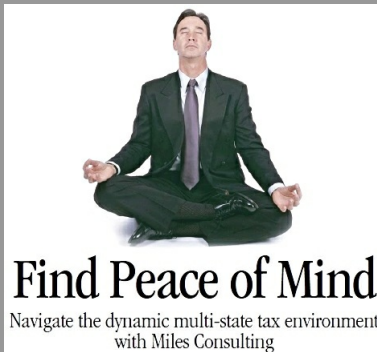
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Greetings!

Happy New Year! I hope that you are all rejuvenated and have started the New Year off with a bang!

Our New Year at Miles Consulting Group started by negotiating a new lease. And we've decided to move... down the hall! Our fresh new digs will be ready in March. Come in for a visit at suite 237. Please make note of our new address:

Miles Consulting Group
3150 Almaden Expressway, Suite 237
San Jose, CA 95118
Same phone number: 408-266-2259 (office)

Multistate projects are going strong in January with new clients in the SaaS and software industries. And rainmaking training has gone "custom" as I've presented a 4 week training program for "light staff" at an L.A. area CPA firm. Our focus there has been on soft skills and rainmaking skills. Sound interesting? Contact me for more information about how I can customize a program for your firm or company.

Check out some of the articles in this month's newsletter. We discuss the top three multistate tax issues that you should consider in 2017. We also take an interesting look at the taxability of beer and wine, and begin a multistate technology series. This month we feature software companies and SaaS (Software as a Service) companies. Lastly, our state spotlight is on our home state of California.

We look forward to working with you in 2017 as we celebrate our 15 year anniversary in just 2 months!

All the best,
Monika Miles
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HOT STATE TAX NEWS

MULTISTATE TAX: THE TOP 3 TAX ISSUES FOR 2017

I always like the fresh feeling of a New Year - a clean desk, a new calendar, and a relaxed and grateful frame of mind from coming off of the holidays. As we begin 2017, here are 3 things to keep in mind from a multistate perspective:



- New sales tax rates
- Continued emphasis on nexus
- Congressional activity- finally?

[Click here to read more.](#)

CHEERS! AN UPDATE ON THE TAXABILITY OF BEER

Cheers! How did you celebrate the New Year? Maybe with a beer or a glass of champagne? Well, did you ever think about how that beer or champagne came to be? Or how it came to be



taxed? In this article we discuss some of the implications on the taxing of beer and wine and a change lurking this New Year.

[Click here to read more.](#)

3 IMPORTANT MULTI-STATE TAX FACTS SOFTWARE COMPANIES NEED TO KNOW

What do software companies need to know about when it comes to multi-state tax issues? Last year we shared [an overview](#) of nuances many in the field don't think about, but need to consider when it comes to their organization. As a large portion of the technology industry, it is important that software companies are aware of how matters such as nexus, as well as individual state sales tax and income tax laws, may affect them.



[Click here to read more.](#)

3 IMPORTANT MULTI-STATE TAX FACTS SaaS COMPANIES NEED TO KNOW

Software as a Service (SaaS) Companies face special challenges from a multistate tax perspective. Many think that because it's not a tangible product or even clearly defined as a service (at least



according to traditional definitions), these companies don't need to worry about state sales tax. Keep reading to find out why this could be a costly mistake.

[Click here to read more.](#)

STATE OF THE MONTH- CALIFORNIA

This month, we stay in the home state of Miles Consulting Group, the 3rd largest state in the country and the 6th largest economy in the world- the Golden State of California! With its sunny and dry



coastal climate year round (except for January 2017!) and easy access to the ocean and mountains, California has always been seen as an ideal resort destination. In the 1960s, popular music groups such as The Beach Boys promoted the image of Californians as laid-back, tanned beach-goers - which, of course we all are! But our tax situation is not always that sunny.

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

What's Up at Miles Consulting?

Speaking: I am currently presenting to a CPA firm in the Los Angeles area about soft skills needed in the workplace.

Networking:

[NAWBO SV](#)- As the National Association of Women Business Owners President, Monika invites you to their Crystal Chair Awards Gala on Tuesday, February 21. The keynote speaker will be former San Jose Vice Mayor Madison Nguyen. [Click here for more details.](#)

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to their meeting on February 28th. Annette Nellen will be giving an update on new tax laws for the New Year, so you won't want to miss this. [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.