



STATES OF AFFAIR

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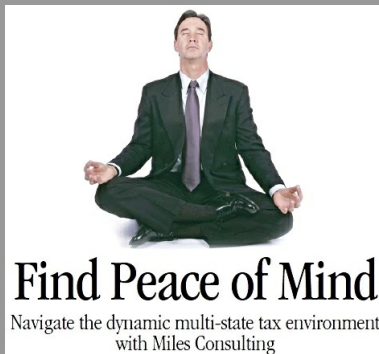
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Greetings!

Happy New Year! I hope your 2019 is off to a good start.

It certainly started with a bang here at Miles Consulting Group as we welcomed Bill Loew as a new member of our team! I am excited to welcome him to the firm. Read more about Bill below.

Check out some of the multi-state tax articles in this month's newsletter. We start out by discussing the details of the economic nexus laws being enacted by California and Texas. We also talk about how state tax law and technology are coming together, and a recap of online sales tax and SaaS.

Winter has definitely arrived. It has been cold, wet and windy in the SF Bay Area. But there is hope ahead for sunny and warmer weather. In that spirit, we put our state spotlight on the Sunshine State of Florida!

Happy New Year!,
Monika Miles
Miles Consulting Group, Inc.



SLEEPING GIANTS AWAKEN: CA, TX & WAYFAIR

In the United States, the sales tax landscape has changed drastically due to the 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 establishes guidelines/thresholds for economic nexus. In a [previous blog](#), we talked more about this epic decision.

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[Click here to read more about how CA and TX are jumping onboard the economic nexus bandwagon.](#)



3 FASCINATING EXAMPLES OF STATE TAX LAW INTERSECTING TECHNOLOGY

As we welcome the New Year, I thought it would be fun to look at a few areas where state tax laws and technology are coming together. Keep reading for three different updates that share ways modern tech is affecting states' revenue.



[Click here to read more about state tax law and technology.](#)

ONLINE SALES TAX AND SAAS: A RECAP OF WHAT YOU NEED TO KNOW

Last year was a big one in the online sales tax debate; everything changed following the [Wayfair v. South Dakota](#) Supreme Court decision. Once the ruling was announced in June, states began creating and implementing online sales tax provisions for internet retailers selling to state residents. In addition to adding uncertainty for small businesses trying to sort out tax code for dozens of states across the country, the ruling complicated another already-confusing situation: [the taxability of SaaS](#) (software as a service).



[Click here to read more about online sales tax and SaaS.](#)

**MILES CONSULTING WELCOMES
BILL LOEW**

Miles Consulting Group is excited to announce the addition of Bill Loew to our state tax consulting team. Having someone of his character and caliber join the firm at this crazy juncture in state tax consulting is a real privilege.

[Click here to read more about Bill.](#)



FOCUS ON FLORIDA

Florida is the southeasternmost U.S. State, with the Atlantic Ocean on one side and the Gulf of Mexico on the other. It has hundreds of miles of beaches. The city of Miami is known for its Latin-American cultural influences and notable arts scene, as well as its nightlife, especially in upscale South Beach. Orlando is famed for its theme parks including Walt Disney World.



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

What's Up at Miles Consulting?

Networking:

[NAWBO SV](#)

As a Past President of the National Association of Women Business Owners, Monika invites you to its next meeting on Tuesday, February 19th.

[AFWA](#)

As a member of the Accounting & Financial Women's Alliance, Monika invites you to its next meeting on February 26th. Tax Professor Annette Nellen of SJSU will be giving the group an update on the tax climate for 2019.

Speaking: Monika will be giving some webinar presentations in the next few weeks:

- "Sales and Use Tax Fundamentals: Mastering Tax Base, Compliance, Nexus, and Other Essential Multistate Concepts" through Strafford on Tuesday, January 29th at 1 pm EST. To find out more about the webinar and to register, [click here](#).
- "Helping Foreign Companies Deal with U.S. Multistate Tax Issues" through CPA Academy on Wednesday, January 30th at 12:00 EST. To find out more about the webinar and to register, [click here](#).

- "How to Start the Sales and Use Tax Conversation with a Client" through CPA Academy on Wednesday, February 13th at 1:00 PM EST. To find out more about the webinar and to register, [click here](#).
- "Audit: Avoid it, or Else Navigate like a Pro" on Tuesday, February 26, 2019 at 12:00 EST. 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.