



STATES OF AFFAIR

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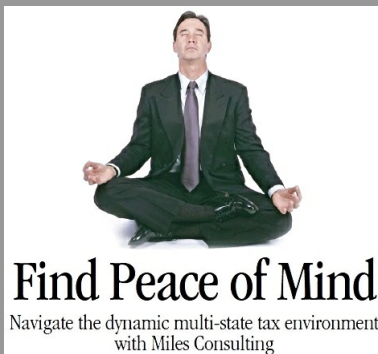
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Greetings!

Welcome to Summer! The Summer Solstice occurred on June 21, which officially was the first day of summer! This marks the longest day of the year; from now until December 21, the days will gradually get shorter. Hope you are making the most of those long days.

Also on June 21, the *South Dakota v. Wayfair* case had its one year anniversary. In the last year, the Wayfair case changed much in the sales tax world. Read our article below about all that has transpired in the past year!

Check out some of the other multi-state tax articles in this month's newsletter. We take a look at what companies need to know about voluntary disclosure agreements and some important sales tax issues that your CFO may be missing. We also take a look at what companies need to know about state tax issues during M&A negotiations. And finally, we put our state spotlight on the Silver State of Nevada.

Happy Summer, Fire up those BBQ's & enjoy!,
Monika Miles
Miles Consulting Group, Inc.



HAPPY ANNIVERSARY WAYFAIR!

It's been just over a year since the U.S. Supreme Court handed down its landmark decision in [South Dakota v. Wayfair Inc.](#) on 6/21/18. This key ruling paved the way for states to enact economic nexus legislation and thereby more easily require companies to collect, remit and report sales tax. This decision quickly changed the sales tax world in a big way, particularly for on-line retailers, but also for many other companies.

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[Click here to read more about how the Wayfair decision has changed the sales tax world.](#)



WHAT COMPANIES NEED TO KNOW ABOUT VOLUNTARY DISCLOSURE AGREEMENTS

The phrase of the day is "V-D-A"! In the state tax world, that refers to Voluntary Disclosure Agreements, and we are working on many of these for our clients lately. What are they, exactly, and why should your company perhaps be considering them as well?



What is a Voluntary Disclosure Agreement?

Simply put, entering into voluntary disclosure agreements with states is about companies identifying their potential state tax exposure (sales tax, income tax, or both) and coming forward voluntarily to pay any outstanding liabilities before the state identifies the company as part of an audit or other outreach effort. As states are becoming more aggressive in their pursuit of out-of-state taxpayers, it's becoming a bit of a game of "Beat the Clock!"

[Click here to read more about Voluntary Disclosure Agreements.](#)

IMPORTANT SALES TAX ISSUES YOUR CFO MAY BE MISSING

In our multi-state tax consulting practice in Silicon Valley, we often see that sales tax is an afterthought in companies' finance departments. Many companies have net operating losses (NOLs) for income tax purposes, and they often don't consider the ramifications of sales tax.



Further, many of our clients sell intangible products - like software, [SaaS platforms](#) or digitally downloaded information - and those items don't SEEM to be taxable. Plus, in California most of those items do qualify for sales tax exemptions; but that's not the case in all states.

WHAT YOU NEED TO KNOW ABOUT STATE TAX ISSUES DURING M&A NEGOTIATIONS

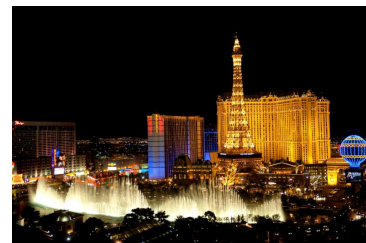
Is your company facing a [merger or acquisition](#)? Is state tax part of the negotiations? It needs to be! Whether you're the company buying or selling, state tax issues often arise during the process - even more so now that so many states have enacted [economic nexus laws](#). How should you plan ahead? It begins with due diligence!



[Click here to read more about state tax issues and M&A negotiations.](#)

FOCUS ON NEVADA

Nevada is a western U.S. state defined by its great expanses of desert, and by the 24-hour casinos and entertainment for which its largest city, Las Vegas, is famed. Las Vegas is home to elaborate themed hotels and luxury resorts that line its main thoroughfare, the Las Vegas Strip. The city is also home to museums such as the Mob Museum, extravagant live shows and upscale shopping malls and restaurants.



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

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 Happy Hour event on July 11th. [Click here](#) to register.

[AFWA](#)

As members of the Accounting & Financial Women's Alliance, Monika and Jeff invite you to its next meeting on July 23rd. There will be a panel of speakers who will be speaking about auditing.

Educating/Speaking:

Our blogs are frequently featured on [Tax Connections](#).

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 SaaS and other technology industries. For more information visit, www.milesconsultinggroup.com.