



STATES OF AFFAIR

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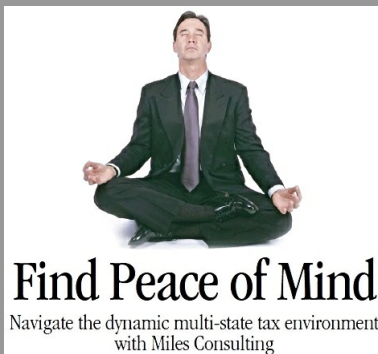
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Greetings!

Fall is in full swing and Mother Nature has brought us not only cold, but also rain. After many months of dry weather and fires, the rain is a welcome sight here in California!

I wanted to take this opportunity to thank my readers, family and community for your amazing generosity again this year as I raised money for Making Strides! With your help, we raised over \$14,000 this season for the fight against breast cancer!

In the state tax world, here are some hot topics we're covering this month. We explore what is new in the online sales tax world by taking a look at states and 3rd party sellers. Also, we give you an update on the CA Competes Tax Credit as well as how Washington is making the marketplace "fair."

Finally, are you looking for ways to beef up your sales pipeline for 2018? Do you need some ideas on how to generate revenue in the new year? If so, I invite you to take part in my upcoming "Jumpstart Your Rainmaking" webinar series. It begins in a few short weeks:

Two concurrent options in December:

- **Option 1:** 12/7, 12/14, and 12/21 offered each day at 12:00 PST/ 3:00 EST **Or**
- **Option 2:** 12/8, 12/15 and 12/22 offered each day at 10:00 am PST/ 1:00 EST

For more information and to sign up [click here!](#) And check out my [blog](#) about how to plan for 2018.

A very Happy Thanksgiving to you and yours,
Monika Miles
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NEW IN THE ONLINE SALES TAX REALM: STATES AND 3RD PARTY SELLERS

If you've purchased from Amazon lately, you may have noticed they've started charging sales tax. However, many third-party merchants that sell through the website haven't been collecting it.



In fact, [research shows](#) that despite half of online sales happening through marketplaces (a number which is expected to grow to two-thirds within five years), these sellers don't collect sales tax - even if the retailer they work through does (such as Amazon).

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

UPDATE ON THE CA COMPETES TAX CREDIT

As the mainstream media wonders where Amazon will locate its HQ2, many states are in the news touting their credits and incentives benefits to draw in company expansions. We thought it would be a good time to revisit the



California Competes Tax Credit. As we've reported [before](#), the credit has been available since January 2014 and isn't scheduled to sunset until 2025. Every year, the state earmarks funds for the program of approximately \$200 million, and companies compete for the funds during three application periods per year.

[Click here for an update on the CA Competes Tax Credit.](#)

WHAT IS WA'S MARKETPLACE FAIRNESS ONLINE SALES TAX SOLUTION?

For years, Washington State has been one of the states passing online sales tax legislation. From statutes [expanding nexus](#) (making more businesses

responsible for the state's taxes and fees) to its [five-point internet sales tax solution](#), the Evergreen State is quick to come up with more solutions to make the marketplace "fair."



The latest attempt to level the playing field makes some fairly aggressive changes in the state's sales tax collection policy for marketplace facilitators.

[Click here to read more about WA's Marketplace Fairness.](#)

12 IMPORTANT DETAILS: SALES TAX & WA'S NEW MARKETPLACE FACILITATORS

We recently shared an overview of [Washington's New Marketplace Fairness solution](#). While we're skeptical it will help rather than hinder, it's important you know additional details about marketplace facilitators and sellers.



[Click here to read more about the 12 important details that you should know about.](#)

RAINMAKING- EVALUATING THE RAIN ANNUALLY!

I'm looking out my window and it's raining. Seems like as good a time as any to begin a blog about Rainmaking! Particularly as the end of the year is quickly approaching and many of us are thinking about a few things related to Rainmaking. Can you relate to any of these?



[Click here to read more about how to evaluate the rain annually.](#)

What's Up at Miles Consulting?

Speaking:

Monika will be giving a webinar through CPA Academy titled, "Multistate Sales Tax Issues For Technology Companies." It will on December 5th at 1 pm Pacific. To register for the Webinar, [click here](#).

Monika will also be giving a Jumpstart Your Rainmaking

webinar series. This time it will be offered on two concurrent tracks in December:

- **Option 1:** 12/7, 12/14, and 12/21 offered each day at 12:00 PST/ 3:00 EST **Or**
- **Option 2:** 12/8, 12/15 and 12/22 offered each day at 10:00 am PST/ 1:00 EST

To register for the webinar series, [click here](#).

Networking:

[NAWBO SV](#)

As the Immediate Past President of the National Association of Women Business Owners, Monika invites you to its holiday luncheon on Tuesday, December 12 at the University Club of Palo Alto from 11:30 am to 1:30 pm. To register for the luncheon, [click here](#).

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance, Monika invites you to its wine event on November 18 from 12 pm to 5 pm. It will be at the Saratoga Mountain Winery. Come join us for an afternoon of networking and wine tasting.

Educating:

Monika is a featured blogger [SalesTaxSupport](#) on Check out her latest blog [here](#) about the California Manufacturer's Sales Tax Exemption.

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!

Comping up in 2018:

- We are sponsoring and presenting a session at the Avalara CRUSH conference in May 2018 in Washington D.C. Stay tuned for how to join us!
- We'll be presenting more training with CPA Academy. We'll soon roll out dates and topics.

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.