



Issue 10 | October 2021

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Greetings!

Happy October! This month marks Breast Cancer Awareness Month and our “Monika’s Miles” team has been fundraising once again for the American Cancer Society’s Making Strides Against Breast Cancer. It’s our 23rd year raising money for this cause. Thank you to our friends, colleagues and clients who have helped us raise over \$260,000 over the years. This year’s campaign finds us at just over \$10,000 at last look! Please [Click here](#) to find out more and to donate if you wish!

As fall kicks into full gear, even here in the Bay Area, we invite you to take a few minutes to enjoy this month’s articles. We discuss a new California Competes Grant Program. We also discuss why Wayfair legislation is helping states survive the pandemic and how popular Halloween treats are treated for sales tax purposes. And our state spotlight this month is on Wisconsin, the Badger State.

Finally, Monika is speaking on “A Comprehensive Guide on Sales and Use Tax: Demystifying Trends, Developments and Legal Challenges” on Tuesday 10/26. That’s a lot to fit into an hour of CPE, but we’ll try! For more information and an opportunity to attend for free as our guest, please see below.

Happy Halloween! And keep thinking Pink this month!

Fondly,
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NEW CALIFORNIA COMPETES GRANT PROGRAM

Since 2013, when California eliminated its statewide enterprise zone tax credit and incentive programs, we have been following the evolution of the [California Competes Tax Credit \(“CCTC”\) program](#), which seeks to award tax credits to companies locating to or expanding within California. The program has had its issues, certainly. Not the least of which is that few companies have been able to take advantage of the program, either because they do not engage in the type of expansion necessary, or because they are not paying income tax due to excess net operating losses, tax credits (i.e.; Research and Development Credits) or other reasons.



To read more about the new California Competes Grant Program, [click here](#).

WHY WAYFAIR LEGISLATION IS HELPING STATES SURVIVE THE PANDEMIC

Last year was not an easy one for a variety of reasons, the ongoing pandemic chief among them. 2021 has provided some relief, but COVID’s economic impacts are still being felt by individuals, businesses and governmental organizations across the country.



To learn more about how Wayfair legislation is helping states survive the pandemic, [click here](#).

HAPPY HALLOWEEN! ARE POPULAR TREATS AFFECTED BY SALES TAX?

Halloween is just around the corner and while this year’s celebrations are likely to be more subdued than usual, it’s still a fabulous excuse to buy a few bags of candy, put on a scary movie and enjoy the spooky atmosphere. But what you might not know is that the amount you pay in sales tax for your



Halloween treats (if you do at all) will depend on where you live.

To learn more about sales tax is affecting popular treats, [click here](#).

FOCUS ON WISCONSIN

This month we travel north to the Badger State of Wisconsin, a Midwestern U.S. state with coastlines on two Great Lakes (Michigan and Superior) and an interior of forests and farms. Several beer companies are based in Milwaukee, and many offer brewery tours. The state is known as “America’s Dairyland” because it is one of the nation’s leading dairy producers, particularly famous for its cheese. Manufacturing, especially paper products, information technology (IT), cranberries, and tourism are also major contributions to the state’s economy.



[Click here to learn more about the tax landscape in Wisconsin.](#)

What's Up at Miles Consulting?

Networking:

[NAWBO-SV](#)

Join us for a webinar on board diversity. It will be on November 10 from 8 am to 10 am. Hope to see some of you there! To register for this event, [click here](#). Miles Consulting is proud to be a corporate sponsor of NAWBO Silicon Valley!

[AFWA](#)

Due to the coronavirus, AFWA's events are currently suspended. Stay tuned to updates on upcoming events.

Educating/Speaking:

Monika will be speaking about sales tax at a webinar, titled A Comprehensive Guide on Sales and Use Tax: Demystifying Trends, Developments, and Legal Challenges. Here is a description of the webinar: Emerging trends and developments have brought sweeping changes to the sales and use tax landscape. In recent years, economic nexus legislations, following the South Dakota vs. Wayfair decision, have continuously affected corporations from various states. Adding to the challenges are the impacts brought by COVID-19, which include cash flow and state obligation issues. In response, new rules for deferral reliefs on sales and use tax filing and payment have now been laid down. It will take place on October 26, from 3 pm to 4 pm ET. To register for the event, [click here](#). This webinar is presented by The Knowledge

Group.

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 & taxability reviews, audit support, voluntary disclosure agreements, and other special projects. We also specialize in SaaS and other technology industries. For more information, visit www.milesconsultinggroup.com.