



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

Issue 2 | February 2023

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Greetings!

That wonderfully short month of February – just came and went this year! Between a few vacations on our team, snow in California, and interesting client projects, this month just literally slipped past. So, you may be receiving our February newsletter in March. But fear not...we will also deliver a March newsletter to your box later this month!

This short month has us thinking about relationships – the ones with clients, vendors, and team members – as well as those with family, nature, and even ourselves. A week on Maui will do that to you (Aloha!). As will a trip down to Mexico for a wedding (congrats to Bill's family on the wedding of his son, Nick, and new daughter-in-law Jess!). On the client side, we know many of the companies we work with are busy in February with year end matters, as well as working on tax returns for the spring filings or extensions. Pack in there Black History Month, Presidents' Day holidays, and kids off for a week for "ski break" (or whatever they call it now), it's easy to let the month slip by and start wishing for Spring! But we also took on several new clients in the SaaS and software space this month; started VDAs for a number of clients wishing to clean up prior year sales tax liabilities, and we have several clients disputing audit findings by the CDTFA in front of the relatively new (still) Office of Tax Appeals ("OTA") here in our home state of California, along with our growing base of compliance clients. If we can assist YOU with any of these things....or anything else related to state tax matters, give us a call in March! We'd love to start or continue the relationship.

Please enjoy our articles this month. We begin by talking about nexus studies and how to determine if your business needs one. Lastly, we discuss important updates marketplace facilitators need to know about, including the new INFORM Consumers Act.

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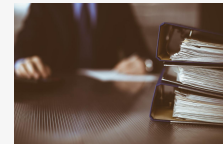
Sincerely,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.

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DOES YOUR BUSINESS NEED A NEXUS STUDY? EVERYTHING YOU SHOULD KNOW NOW

These days, most companies conduct business across state lines. Even if you think you are compliant, there may be taxes and fees you are unaware of. A nexus study may be the best step for your organization to take to ensure you are meeting all of your sales tax liabilities. Keep reading to learn what a nexus study is, if your organization needs one and how Miles Consulting Group can help.



To read more about your business needing a nexus study, [click here](#).

IMPORTANT UPDATES MARKETPLACE FACILITATORS NEED TO KNOW ABOUT NEW INFORM CONSUMERS ACT

Following the [2018 South Dakota vs. Wayfair](#) U.S. Supreme Court decision that eliminated the physical presence standard for sales tax nexus, not only have most states enacted economic nexus legislation, but many have also started requiring marketplace facilitators to collect and remit sales tax on behalf of the third party sellers.



To read more about important updates that marketplace facilitators need to know about, click [here](#).

What's Up at Miles Consulting?

Networking:
[NAWBO-SV](#)

Join us at the SJ Sharks Women of Teal Night at the SAP Center. Enjoy a women in sports speaker panel and a great networking opportunity! It will be on Friday, March 4 at 3 pm. For more details, please [click here](#).

[AFWA](#)

All AFWA events have been postponed due to the Pandemic. Stay tuned for upcoming events!

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 & 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.