



STATES OF AFFAIR

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Greetings!

Well, spring has officially sprung! And the month of March represents a pretty noteworthy event at our firm. Miles Consulting Group has officially moved out of the teen years – and has turned 20! Yup, this month, we officially celebrate our 20 year anniversary. I can still remember putting the stamp on the envelope to file our incorporation documents so very long ago. Sometimes, it seems like it was just yesterday. Formed in 2002 “Labhart Miles Consulting Group” specialized in state tax matters including tax credits and incentives (specifically consulting on California enterprise zones), some sales tax and general income tax. Over the years, legislation changed, the economy changed, and the industries we’ve served have evolved and our service offerings have focused more in the sales tax area. We’ve done some rebranding and renaming (now we’re simply Miles Consulting Group), have evolved our website a few different times, and have hired some amazing team members.

What has never changed is our combined dedication to clients and their needs, as well as the desire to be the best firm we can be – for both our clients and our team. Thank you to all of our current and former employees, clients and partners, and family members for your contributions to our success. It’s been amazing!

Just in case you’re wondering, a few other notable companies that were also founded in 2002 include: LinkedIn, SpaceX, GoPro, Crocs, and (wait for it), Wayfair! Yes, the company whose name we still utter almost every day as it relates to “economic nexus”, Wayfair. It seems fitting, somehow, that we share our anniversary year with them. (Technically we’re 5 months older!)

Our technical articles this month feature the

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second in a two part series of what you need to know about reverse sales tax audits. Furthermore, we discuss service sales tax by state. We also talk about important updates California taxpayers need to know about unclaimed property. Lastly, we feature Delaware in our state spotlight.

Happy Anniversary to Us!
Fondly,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.

[Thank you!](#)



WHAT'S A "REVERSE SALES TAX AUDIT"? AND WHY DO YOU CARE?- Part 2

Our newest team member, Greg Weston, shares some great information in this second of a two part series related to reverse audits.



Our previous blog on reverse audits highlighted the primary steps of a reverse audit, and why your company might benefit from one. This time we will touch on some of the procedural best practices and pitfalls as well as some specific points to consider when embarking on a reverse audit.

To read more about reverse audits, [click here](#).

SERVICE SALES TAX BY STATE: IMPORTANT THINGS TO KNOW

According to Focus Economics' [recent economic forecast](#), the services sector is the main engine of our economy in the United States. Since service-oriented companies are such a large part of our economy, we thought it would be beneficial to look at how services are taxed in different states across the country.



To learn more about the taxability of services in various states, [click here](#).

IMPORTANT UPDATES CALIFORNIA TAXPAYERS NEED TO KNOW ABOUT UNCLAIMED PROPERTY

Unclaimed property is not an area that we normally focus on at Miles Consulting, but we have received questions due to its relationship with state tax. In this article, we discuss what unclaimed property is and new California updates that taxpayers should be aware of.



To read more about important updates CA taxpayers need to know about unclaimed property, [click here](#).

FOCUS ON DELAWARE

This month we travel east to the state of Delaware, the first State. It is nicknamed the first state because it was the first state to ratify the U.S. Constitution.



Delaware occupies the northeastern portion of the Delmarva Peninsula and some islands and territory within the Delaware River. It is the second-smallest and sixth least populous state, but also the sixth-most densely populated. The state is divided into three counties, having the lowest number of any state (unless one counts Louisiana and Alaska, which do not have counties, but parishes and boroughs respectively). This state can be seen as a hidden gem; being surrounded and overshadowed by its neighboring states, Pennsylvania, Maryland, and New Jersey.

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

What's Up at Miles Consulting?

Networking:

[NAWBO-SV](#)

Join NAWBO for a sushi making class at Sushi Confidential in downtown San Jose on April 19 from 6-8 pm. Come enjoy this hands-on sushi making class where you will learn how to make sushi and design sushi platters. Each participant will have their own cutting board, apron, and sushi rolling mat for the class. For more information on the event, [click here](#).

AFWA

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