



Issue 3

March 2015

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Navigate the dynamic multi-state tax environment  
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## Connect With Us

Dear Monika,

Spring has sprung and we are celebrating the 13th anniversary of Miles Consulting Group this month! We've watched many things change over the years - both within the company and around us. Read more below as we discuss and reflect on the business.

In addition, this month we focus on how to navigate the relatively new California Manufacturer's Sales Tax Exemption. Although it may seem straightforward at first, sustaining the benefit is more complicated than simply issuing an exemption certificate!

Read more below if you may want to know what six key business formation criteria to keep in mind when choosing a state to start or expand your business. You can also read in more detail about Washington's business climate, since it is our "State of the Month."

If you want to know more about any of the items in this month's e-newsletter or what we do at Miles Consulting, please [contact us](#).

All the best,  
Monika Miles  
Miles Consulting Group, Inc.






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## Contact Us

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## Hot News

### Happy Anniversary to Miles Consulting!

We are proud to celebrate our 13th anniversary! Yes, the company becomes a teenager this month! It sounds cliché to say that we can't believe where the years have gone, but it's true. It's exciting to mark the occasion and celebrate for a moment the many successes that we've had along the way.



As a company growing up in Silicon Valley, where the entrepreneurial spirit is alive and well (and has been throughout the company's tenure), we've watched many things change over the years - both within the company and around us. [Click here to read more.](#)

Photo Credit: [imgarcade.com](http://imgarcade.com)

### How to Navigate the California Manufacturer's Sales Tax Exemption

The California Manufacturing Sales Tax Exemption, which went into effect July 1, 2014, allows certain manufacturers and biotech companies to exempt a portion of sales and use tax on purchases of qualified equipment used in manufacturing and R&D (research and development).



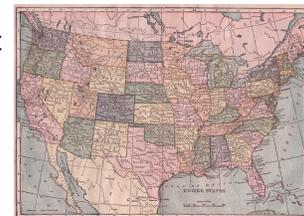
The exemption will be a significant benefit for California manufacturers, but also comes with its share of recordkeeping. Find out more about how to maximize (and retain) the new exemption.

[Click here to read more.](#)

Photo Credit: [Colin Zhu](#) via [Flickr](#)

### Business Formation 101: Choosing a State for Your Company

When you started or expanded your business, what criteria did you use for selecting a location? Did you opt for a "business friendly" state? Because each state offers different taxes, fees,



credits and incentives, it can be hard to know how to choose the best fit for your company.

One important idea to keep in mind is that selecting a state of incorporation for your company doesn't only come down to taxes, fees, credits and incentives. It's also important to think about where your business will operate and have nexus. Although "business friendly" states certainly sound appealing, they aren't always the best choice for entrepreneurs - especially small business owners. [Click here to read more.](#)

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## Focus on Washington

Is Washington the next Silicon Valley? Possibly, possibly not. Regardless, the state has a wealthy portfolio of household name companies including Amazon, Microsoft, and Starbucks. Other popular companies headquartered in Washington include T-Mobile USA, Eddie Bauer, Nordstrom, Costco Wholesale, REI, and Tully's Coffee. Roughly 1 out of 3 people in Washington have a college degree and over 90% of Washingtonians have graduated high school.



To top that all off, Seattle is considered one of the most educated cities in the nation. Over 53% of the population over the age of 25 hold a bachelor's degree. We assume that all the coffee is the reason for a productive economy and talented workforce. This month, we decided to travel back to the west coast and put our focus on the Evergreen State! [Click here to read more.](#)

Photo Credit: [Andrew E. Larsen](#) via [Flickr](#)

## What's Up at Miles Consulting?

### **Mentoring:**

Don't forget that Monika will be a mentor for the Bizwomen's Mentoring Monday (hosted by the *Silicon Valley Business Journal*.) Attendees will be given the opportunity to choose from mentors who are the most influential women in the community for one-on-one coaching sessions for five minute conversations. There are still some openings for mentees. Please join us.

[Click here to sign-up or for more information.](#)

**Location:** Villa Ragusa  
35 South 2nd St.  
Campbell, CA 95008

**Time:** Monday, March 30th, 2015  
8:00am - 11:00am

**Speaking:**

Save the date. Monika will be speaking on a free webinar for CPA Academy on Thursday, April 30th. She will be discussing "Sales Tax Hot Topics for CPA's." The webinar provides 1.5 hours of CPE.

[Click here to sign-up.](#)

**Networking:**

[NAWBO](#) - As the National Association of Women Business Owners President-Elect, Monika invites you to check-out their next program: "Networking at Bridge Bank" (Tuesday, April 21st 6 - 8pm)

[AFWA](#) - As the Accounting and Financial Women's Alliance President-Elect, Eileen invites you to check out their next program: "Scholarship Awards" (Tuesday, April 28th 6 - 9pm)

**Educating:**

Don't forget we do customized multistate 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 California tax credits and incentives. For more information visit, [www.milesconsultinggroup.com](http://www.milesconsultinggroup.com).*

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