



Issue 7

July 2015

In This Issue

[Tax Credits vs. Tax Incentives](#)

[Focus on Utah](#)

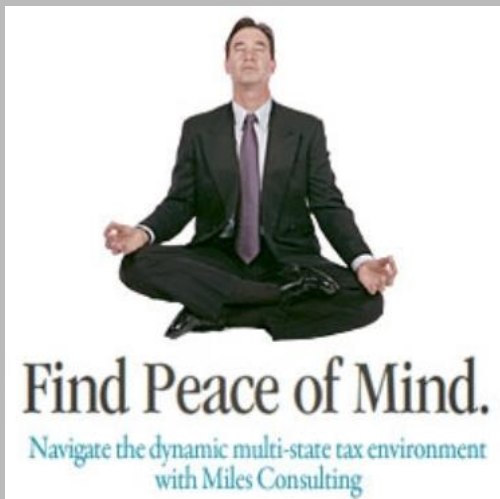
[Is Moving the Answer to High CA Taxes?
Beware!](#)

[State Tax Exposure and M&A](#)

[4 Reasons the Remote Transactions Parity
Act is a Bad Idea \[Internet Sales Tax\]](#)

[What's Up at Miles Consulting](#)

Download Our Brochure



Dear Monika,

I hope everyone had a great 4th of July holiday weekend. Our team took a few days off to enjoy our families and a little summer BBQ! The middle of the year brings other things to celebrate as well. Personally, I'm very excited to start the month as the new President of NAWBO-Silicon Valley. I'm honored to lead this dynamic group of women business owners. Check out my first President's message [here](#).

Our newsletter is chock full of interesting multi-state articles this month. We recap the difference between tax credits & incentives, summarize the benefits of our "state of the month", Utah, and remind our readers how state and local taxes should be considered before entering into an M&A transaction – lest the liability derail your deal!

Clients expanding operations in California, please note that the California Competes Tax Credit program has received its funding for the fiscal year 2015-2016 – another \$200M. The first application period is July 20 – August 17, when \$75M of the total will be allocated to qualifying companies. Please call us with questions. [Click here](#) to read a previous blog about the program.

In addition, please stay tuned for an update on our technical speaking engagements – four of which are coming up in August.

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.

Quick Links

[Visit Miles Consulting](#)

Connect With Us



Contact Us

Address:

3150 Almaden Expressway, Suite 234

Phone: (408) 266-2259

Fax: (408) 266-6284

Email: info@milesconsultinggroup.com



Hot News

Tax Credits vs. Tax Incentives [How They Help]

Recently, Vox posted an article in which a research firm argued that tax breaks cause more harm than good, especially for small businesses. At Miles Consulting, however, we have a different take on tax credits and incentives.



For years, Miles Consulting has worked with a variety of clients (of varying sizes) to help them take advantage of tax credits and incentives. But before we can really get to the core of the issue here, we need to take a look at these two different types of benefits. [Click here to read more.](#)

Focus on Utah

This month, we decided to put our focus on the Beehive State! Utah leads the way as one of the best states for business and economic development. One reason the state is ideal for business is due to tax incentives for companies that create jobs. In addition, cost of living and doing business are 10% below the national average. The state also has the 10th lowest tax burden in the country; the corporate tax rate has not risen in 15 years! [Click here to read more.](#)



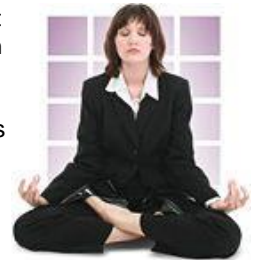
Is Moving Out of State the Answer to High CA Taxes? Beware!

As any business owner knows, [taxes in California](#) can be high. But should you relocate your company to another state? We get this question a lot, and there's a two-part answer: It depends, and make sure you do it correctly. Whether or not you move is dependent on your business' specifics: credits and incentives you're eligible for, if you can run your company effectively somewhere else, etc. Relocating your organization is a big ordeal; it takes much more than opening a PO Box in the neighboring state. It means picking up and moving your entire life. [Click here to read more.](#)



State Tax Exposure and M&A

A few months ago I posted a blog about how we at Miles Consulting Group often work with other [service providers](#). One particular area in which we can provide value on the front end of a transaction is in the case of a proposed merger or acquisition (M&A). And this is definitely an area where a consulting partnership between us and an attorney, CPA or other service provider is a huge value.



If your client is the seller

- Does the company make multistate sales?
- Does the company have a mobile sales team, such that salespeople travel to various regions regularly? If so, how often do they travel into any given state and what is the revenue generated by those sales calls?
- If the company has a salesforce, when did they begin entering the states?
- Are there employees living in other states, working on behalf of the company?
- Does the company store inventory or own property in states beyond their "home state"?

[Click here to read more.](#)

4 REASONS THE REMOTE TRANSACTIONS PARITY ACT IS A BAD IDEA

If you haven't heard yet, there's a new proposed Internet sales tax solution in the House: the Remote Transactions Parity Act (RTPA).



About the RTPA

Like the Marketplace Fairness Act (MFA), another proposed Internet sales tax solution, the RTPA would give remote sellers authority to collect taxes from in-state customers, as well as purchases out-of-state consumers make via the Internet. Here's what we don't like about it. [Click here to read more.](#)

What's Up at Miles Consulting?

Speaking:

Monika will be presenting on a few events this upcoming month and we hope that you can join in some of them.

"**How to Avoid or Navigate a Sales Tax Audit**" for CPA Academy on August 4. [Click here to register.](#)

"**State Tax - Hot Topics**" for CalCPA on August 18. [Click here to register.](#)

"**State Tax Hot Topics and SALT issues affecting clients today**" presenting to AFWA-SV on August 25. [Click here](#) for a list of calendar events.

Networking:

[NAWBO SV](#) - As the National Association of Women Business Owners President, Monika invites you to enjoy a wonderful evening at Plantronics (August 18) [Click here](#) for a list of calendar events.

[AFWA](#) - As a member of the Accounting & Financial Women's Alliance and also speaker for the evening, Monika invites you to participate in the August Membership Meeting. [Click here](#) for a list of calendar events.

Educating:

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!

Farewell:

Eileen Perry has recently accepted a position at a different firm. She has been with us for three wonderful years and it is sad to see her go. We wish her the best of luck to all her future endeavors.

**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.

If you no longer wish to receive our emails, click the link below: [Unsubscribe](#)

Miles Consulting Group, Inc. 3150 Almaden Expressway, Suite 234 San Jose, California 95118 United States (408) 266-2259