



# STATES OF AFFAIR

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## Find Peace of Mind

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Dear Monika,

If you've been either in consulting/client service or been on the receiving side of that consulting, you've likely been to several networking breakfasts or lunches over the years. Plus, many evening events that encourage the networking experience. As consultants, we certainly have initiated many of those breakfasts, lunches and dinners. Why? Because there's just something about sitting across the table from someone and hearing their stories that makes a relationship deeper. And then the pandemic hit. And it certainly seems as though the "eating out" and "having coffee" experiences have dwindled as we've emerged over the last several months.

We're probably guilty too. Zoom calls have allowed us to schedule more things back-to-back. And working from home gives us the "freedom" to run to the kitchen for a quick bite rather than scheduling a lunch out. Well, in the last week, I've had a lunch out with a client (in another state, no less) and a breakfast with a colleague (from another state), and I'm reminded again that there's really no substitute for breaking bread with people. You just build a deeper bond over a bowl of chips and salsa as you converse about someone's children and how they coach their daughter's T-ball team. And you have something to laugh about when your strategic partner doesn't order the pancakes, but then ends up sharing yours because it just makes sense to share pancakes! It's certainly easier to jump on a Zoom call, but it's often more rewarding to shake a hand and really look across the table into someone's eyes.

So, we look forward to scheduling more of those breakfasts and lunches as we head into fall and winter. We can start by talking about our kids and grandkids and moving eventually into some of the exciting sales

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tax topics we're covering this month. Like, we have an article about calculating and collecting sales tax for SaaS transactions. We also talk about how to navigate state and local tax rules for ecommerce businesses. There is an article focused on navigating the risks and benefits of voluntary disclosure agreements. The role of technology in streamlining food sales tax compliance is another important article. Finally, in our state "compare and contrast" series, we compare Utah and Nevada and how they treat SaaS, software and other revenue streams.

Wishing you a great start to fall and lots of pumpkin spice in the month ahead.

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

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## CALCULATING AND COLLECTING SALES TAX FOR SAAS TRANSACTIONS

In the digital age, where [Software as a Service \(SaaS\)](#) has become a huge operational tool in organizations,



mastering the details of sales tax compliance has become a strategic imperative for SaaS businesses. This compliance isn't just a regulatory checkbox; it's a fundamental pillar of ethical business operations.

To read more about calculating and collecting sales tax for SaaS transactions, [click here](#).

## NAVIGATING STATE AND LOCAL TAX RULES FOR ECOMMERCE BUSINESSES

In the world of ecommerce, where online businesses can operate beyond



borders, detailed knowledge of state and local sales tax rules is essential. Do you need help understanding tax rules for your ecommerce business? We can help.

To learn more about how to navigate state and local tax rules for ecommerce businesses, [click here](#).

## NAVIGATING THE RISKS AND BENEFITS OF VOLUNTARY DISCLOSURE AGREEMENTS

Addressing tax compliance isn't just a legal responsibility; it's a strategic imperative in business. A

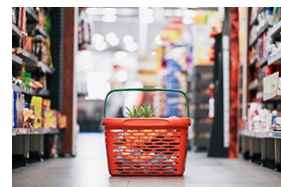


Voluntary Disclosure Agreement (VDA) stands as a powerful tool for businesses seeking to correct past mistakes and pave the way for a future marked by fiscal integrity. In our experience, our clients tend to engage in VDAs for both of these reasons. They want to do “the right thing” while minimizing their tax burdens for retroactive liabilities.

To learn more about the risks and benefits of voluntary disclosure agreements, [click here](#).

## THE ROLE OF TECHNOLOGY IN STREAMLINING FOOD SALES TAX COMPLIANCE

In the intricate world of the food industry, where flavor and innovation meet, another essential ingredient often



goes unnoticed: sales tax compliance. Complying with sales tax regulations is not just a legal obligation—it's a crucial component of financial stewardship. For businesses in the food sector, which operates at the intersection of consumer demand, perishable goods, and intricate pricing models, ensuring [accurate and efficient sales tax compliance](#) is vital.

To read more about the role of technology in streamlining food sales tax compliance, [click here](#).

## UTAH & NEVADA AND SALES TAX- SAAS, SOFTWARE & OTHER

This month, we continue our blog series with a contrast of a couple of western states – Utah and Nevada – specifically their treatment of technology items for sales tax purposes.



To read more about the tax landscape in Utah and Nevada, [click here](#).

## What's Up at Miles Consulting?

### **Networking:**

#### [NAWBO-SV](#)

Join NAWBO Silicon Valley on Tuesday, October 10 at 5 pm for an exciting evening of business story-telling and relationship building! This is a free virtual event.

Members and non-members are welcome! NAWBO member business owners will share their stories of how they founded their businesses, overcame challenges, solved problems, and envisioned their way to success. Take-away key business tips and tricks to help you on your own journey. For more information, [click here](#).

Join NAWBO Silicon Valley on Wednesday, October 25 at host Bank of America (560 S Winchester Blvd San Jose, CA 95128) from 5:30 pm to 7:30 pm for an evening of business mentorship! For more information, [click here](#).

#### [AFWA](#)

This year the "Women Who Count" conference will be held in Reno, NV in October. Miles Consulting Group will be a sponsor and Monika will be a speaker. To read more information about the conference, [click here](#). More information on that will follow.

### **Community:**

Monika is at it again- raising money for Making Strides Against Breast Cancer. Miles Consulting Group is also a corporate sponsor. [Click here](#) for more info & how to donate, if you'd like.

### **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](http://www.milesconsultinggroup.com).*

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