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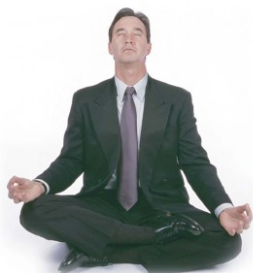
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## In This Issue:

- **Preparing for a Sales Tax Audit: Tips and Best Practices and Strategies**
- **Navigating Sales Tax Penalties and Assessments**
- **Indiana Economic Nexus Threshold Amended**
- **Miles Consulting's First Annual Survey of Leaders in Finance**
- **Kentucky & Tennessee and Sales Tax- SaaS, Software and Other**
- **Miles Consulting Welcomes Kristy Caston**

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## Connect With Us



Dear Monika,

As we leap into spring, we've got a lot to celebrate here at Miles Consulting Group! First, it's our birthday! This month marks the 22nd anniversary of the company.

(Fun fact – Wayfair, the company that we can't go a day without uttering their name, was also founded in 2002!) It's hard to believe that 22 years ago, we hung out a shingle and welcomed our first client, a company that handcrafted wrought iron gates, fences and windows. Next, we welcome a new member to the MCG team. Kristy Caston joined us in late January as a Senior Tax Analyst. Read more about Kristy below. We also welcome another baby to the extended family.

Congratulations to Victoria Rankin and her husband Howard as they welcomed Howard Scott Rue Dunerway to the world on February 28<sup>th</sup>.

Somewhere in all that, we also attended the annual ABA-Institute of Professionals in Taxation (IPT) Advanced Tax Conference in New Orleans. We got great CPE and networking and had lots of good dinners!

This month, we're wrapping up our first annual 2023/24 Financial Leaders Benchmarking Survey. Its purpose is to develop and share a major benchmarking report for financial leaders and professionals around trends that accounting managers, controllers, CFOs and other financial leaders are seeing. The survey takes about 5 minutes to complete. Thanks in advance for your participation and support – find the link



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below. Please feel free to send to your colleagues as well!

Finally, we hope you'll take a few minutes to review our articles on how to navigate sales tax penalties and assessments and how to prepare for a sales tax audit. We also discuss how Indiana has modified their economic nexus law. We round out our articles with our state spotlight on a sales tax comparison between Kentucky and Tennessee. As always, thanks for being here and checking out our updates! See you in April, as we start our 23<sup>rd</sup> year.

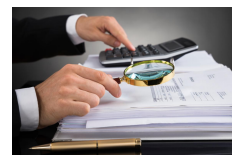
Fondly,  
Monika Miles & Bill Loew  
Miles Consulting Group, Inc.

[Read more](#)



## PREPARING FOR A SALES TAX AUDIT: TIPS AND BEST PRACTICES FOR MIDDLE MARKET BUSINESS OWNER

If you're reading this, you've probably received a letter of audit from a government entity.



You've also likely now gotten over your initial anxiety and are looking for help with the next steps. You're in the right place – we're here to tell you that there's no need to panic. So, what exactly is a sales tax audit? And what can you expect?

To read more about how to prepare for a sales tax audit, [click here](#).

## NAVIGATING SALES TAX PENALTIES AND ASSESSMENTS

Are you currently involved in an audit? A little worried about the assessments that follow, and the penalties that could come up? That's



understandable – audits are a scary thing. Or have you received an unexpected bill or notice of a lien on your property? Let us help you analyze the reasons and resolve these matters.

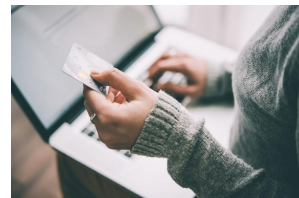
So, what are sales tax penalties and assessments? We'll unpack these matters here:

- Sales Tax Penalties Fines and charges imposed for sales tax non-compliance, crucial for compliance and risk management.
- Common Types of Sales Tax Penalties, Late filing and underpayment penalties incurred for various non-compliance scenarios.
- Understanding Tax Assessments, Official determination of tax owed by a taxpayer, distinct from punitive charges. The difference between penalties and assessments.
- Strategies for Disputing Tax Penalties, Dispute resolution involves reviewing notices, gathering documentation, and exploring negotiation or appeals.

To read more about sales tax penalties and assessments, [click here](#).

## **INDIANA ECONOMIC NEXUS THRESHOLD AMENDED**

On March 13, 2024, Indiana Governor, Eric Holcomb, signed an emergency law amending Sales and Use



Tax provisions in the state. The most notable of these provisions was to amend the economic threshold for sales tax nexus by removing the number of annual sales transactions in the state as one of the two triggers that require retail merchants to collect and remit state sales tax.

To read more about Indiana's economic nexus law, [click here](#).

## **MILES CONSULTING'S FIRST ANNUAL SURVEY OF LEADERS IN FINANCE**

If you follow

Monika on [LinkedIn](#) you may have read that one of our first goals of 2024 began with sharing our first annual [survey of Leaders in Finance](#).



This is a major benchmarking survey, the data and insights of which will support finance leaders across the SaaS and technology industry. The survey takes less than 5 minutes, is anonymous, and by completing it, you not only help us to contribute valuable industry insights, but you will also be supporting a whole industry of financial leaders.

So, if you are a CFO or Senior Finance Leader working in the SaaS and/or Tech industry we'd be incredibly grateful if you could complete the [survey](#).

## **KENTUCKY & TENNESSEE AND SALES TAX- SAAS, SOFTWARE AND OTHER**

This month, we continue our blog series with a contrast of a couple of southern states – Kentucky and



Tennessee – specifically their treatment of technology items for sales tax purposes.

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

## **MILES CONSULTING WELCOMES KRISTY CASTON**

Kristy has over 20 years of experience in Indirect Tax & Banking Risk Management. Her first tax position was with the Ohio Department of Taxation. She acquired experience in all Ohio state taxes, mainly in Sales & Use, Individual Income, Personal Property, and Commercial Activity (formerly Corporate Franchise) Tax. With over 11 years of gaining experience in corporate sales & use tax within Fortune 500 and tax technology corporations, she has continued her career primarily in the sales & use tax field. She has attended and successfully passed exams of IPT (Institute of Professionals in Taxation) for both Sales



& Use Tax Schools I & II. In her leisure, she loves to study the Bible, spend time with family, write (released her first book in June 2023), inspire others, read, listen to music, dance, and sing.

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

## What's Up at Miles Consulting?

### Networking:

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

Join us for the Product Makers Group. It takes place on Tuesday, April 2 from 2 pm to 3 pm. Join this group each month on Zoom to chat about your business and use the collective wisdom of the room to talk through any where/how sell ideas, problems and opportunities you have. For more information, [click here](#).

Join us on Friday, April 5 from 3 to 5 pm for the SBDC business bootcamp. Participate in this introductory course which provides basic knowledge of the business startup process as facilitated by the Silicon Valley SBDC. For more information, [click here](#).

Join us on Wednesday, April 10 for the 15th Annual Legislative Summit and Reception from 1:30 to 7 pm in Sacramento. The 15th Annual Legislative Summit is a day-long event that will explore the new wave of opportunities facing California's small businesses. The event will start with a keynote presentation from a distinguished elected official, who will provide their insights on the opportunities and challenges encountered by diverse entrepreneurs. The presentation will be followed by a panel discussion featuring a variety of thought leaders that will cover critical topics impacting California's small businesses from artificial intelligence, to the state's clean energy transition, to workforce and economic development, and more. For more information, [click here](#).

Join us for the member orientation on Thursday, April 18 from 11 am to 12 pm via zoom. Get to know the benefits of belonging, including events, programming and opportunities to increase your company's visibility. Also, meet a member of NAWBO HQ's Membership team! For more information, [click here](#).

Join us on Thursday, April 25 for the Women Means Business Webinar Series from 1 to 2 pm. Meet resource providers and women business owners who are already global in this webinar that

demystifies the process of expanding business outside the U.S. For more information, [click here](#).

Come to the Propel Your Business Conference on April 29 and April 30 as NAWBO Sacramento, the host chapter, welcomes powerful women entrepreneurs from across California to our Annual Propel Conference. For more information, [click here](#).

#### [AFWA](#)

AFWA events are currently on hold. Stay tuned for more information.

#### **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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