



STATES OF AFFAIR

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Greetings!

As we move past Labor Day and into September, we have to ask “where did summer go?” Hopefully many of you had some nice summer vacations, your kids have eased back into school, and you’re ready to finish the calendar year off strong from a work perspective.

If you’re a frequent reader of our newsletter, you know that we work with clients regularly on sales tax remediation. That means that we help clients who want to be doing the right thing going forward (i.e.; properly collecting and remitting sales taxes) to first clean up their past liabilities with states in which they have nexus, so that they CAN properly move forward. Remediation in this context generally means a combination of voluntary disclosure agreements and/or registrations and retroactive filings to bring a client into compliance. Depending on how many states are involved and the shape of the historical financial data, this process can take a few months, or several months. But one thing is fairly universal – once a client has discovered that they have a problem and how much risk they have, they generally want to take steps quickly to mitigate the damage. We do projects like this for clients throughout the year, so why do we bring this up now? There’s often a push to get sales tax projects done before year end so that companies can start January fresh! So, if sales tax compliance and possible retroactive compliance has been on your mind throughout the summer (or even before that), now is a

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great time to schedule a call with us to discuss the steps we can take now, in September, to move your company toward full compliance before the new year.

We're dedicating our articles in this newsletter to SaaS and software companies. As part of ongoing refreshment of our website, we've updated a few previous blogs we've written to compare and contrast the sales tax environment of a few states: New York and New Jersey, Florida and Georgia, and Michigan and Wisconsin. Please check them out below to see where they have similarities as well as differences. If you're a SaaS company, there are several sales tax nuances to consider, and we're happy to start that discussion. Also, when you get a chance, check out this [short video](#) we put together for SaaS companies!

Enjoy the remainder of summer and hope you had a great Labor Day holiday!

Monika Miles & Bill Loew
Miles Consulting Group, Inc.

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MICHIGAN & WISCONSIN AND SALES TAX- SaaS, SOFTWARE & OTHER

This month, we continue our "compare and contrast" blog series with a couple of Great Lakes states – Michigan and Wisconsin – specifically their treatment of technology items for sales tax purposes.

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



NEW YORK & NEW JERSEY AND SALES TAX- SaaS, SOFTWARE & OTHER

Our blogs about SaaS and software issues get a lot of attention from our readers. So, we are refreshing some of our more popular states in our “compare and contrast” series.



This month, we continue our blog series with a contrast of a couple of Northeast states – New York and New Jersey – specifically their treatment of technology items for sales tax purposes. While there are some similarities in these neighboring states, there are also some significant differences.

To read more about the tax landscape in New York and New Jersey, [click here](#).

FLORIDA & GEORGIA AND SALES TAX- SaaS, SOFTWARE & OTHER

Our blogs about SaaS and software issues get a lot of attention from our readers. So, we are refreshing



some of our more popular states in our “compare and contrast” series. This month, we contrast of a couple of southeastern states – Florida and Georgia – specifically their treatment of technology items for sales tax purposes. There are several similarities between these states, but also, of course, some differences!

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

What's Up at Miles Consulting?

Networking:**[NAWBO-SV](#)**

Join us on September 3 from 2 pm to 3 pm for the Product Makers Group. 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 September 13 from 10 am to 2:30 pm for a In Harmony- The Retreat. Revitalize your health, illuminate your mind and heal your soul at Hakone Gardens in Saratoga. For more information, [click here](#).

[AFWA](#)

Join us at the annual Women Who Count national conference. Monika will be a speaker again this year, joining her AFWA colleague Kay Gotshall in a presentation about both state sales tax and income tax things to know. For more info, [click here](#).

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

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