



STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

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Greetings!

Happy New Year from Miles Consulting!

As we welcome 2025, we want to extend our warmest wishes for a happy, healthy, and prosperous year ahead. We are grateful for the trust you place in us to help navigate the complexities of sales tax in both compliance and planning. Your success inspires us to deliver insights, strategies, and support to meet your ever evolving state tax needs. Here's to a year of growth, opportunity, and collaboration! One thing is for certain – states will continue to keep us challenged, and we will continue to help you navigate those challenges!

Stay tuned for more valuable content from our team in the coming months. From unraveling the nuances of nexus and taxability to providing expert assistance with due diligence and sales tax compliance, we have exciting news in store monthly. I also encourage you to sign up for our companion newsletter on LinkedIn "Making Sales Tax Easy". Please check it out [here](#).

Be sure to keep an eye out for our [2025 Financial Leaders Survey](#), where we're asking for your feedback to ultimately highlight the challenges and opportunities expected in 2025 for CFOs, controllers and other finance leaders. Please link to the survey here. We promise – it'll just take 5 minutes.

In the meantime, explore our latest articles designed to keep you informed about key developments regarding the taxability of SaaS in Louisiana, updated sales sourcing rules in Illinois, and a detailed comparison of technology product taxability in Minnesota and Iowa. Thank you for making us your trusted partner in state tax consulting—we're excited to continue to serve you in 2025!

Finally, it is with mixed emotions that we bid Happy Retirement to our long-term team member, John Huk. John has been a valued member of the Miles Consulting family for the last 6 years and we will

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miss him very much. He has promised to stay in touch, and we expect to do just that. Please [click here](#) for more information about John and a glance into all of the wonderful things John will be enjoying in retirement.

Happy New Year,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.

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LOUISIANA ADMINISTERS THE TAXABILITY OF SOFTWARE AS A SERVICE (SaaS)

As the digital economy continues to grow, states are reevaluating their tax policies to include Software as a Service (SaaS) within

their sales tax base. Louisiana is the latest state to impose sales tax on SaaS. This change, effective January 1, 2025, marks a significant shift in Louisiana's tax landscape. Previously, SaaS was largely untaxed at the state level, although some local parishes pursued taxation through audits and guidance. The new law brings statewide uniformity, requiring all businesses providing SaaS services in Louisiana to collect and remit sales tax. Louisiana's guidance reflects the growing recognition of SaaS as a taxable commodity in the digital economy. In a previous blog ([What To Know About The Taxability Of SaaS In 18 Key States – Multi State Tax Solutions | Miles Consulting Group](#)), we discuss where SaaS is taxable in 20 states (and also certain local jurisdictions).



To read more about SaaS in Louisiana, [click here](#).

ILLINOIS SALES TAX CHANGES EFFECTIVE JANUARY 2025: WHAT DO YOU NEED TO KNOW AND IS YOUR AVALARA PROPERLY UPDATED?

As Illinois implements new changes to their sales tax system, effective January 1, 2025, businesses are struggling with the age-old question, 'how will this affect me?' At Miles Consulting, we have the answer. We'll explain in the following blog.



To read more about Illinois sales tax changes for 2025, [click here](#).

MINNESOTA & IOWA AND SALES TAX- SaaS, SOFTWARE AND OTHER

This month, we continue our blog series with a contrast of a couple of central states – Minnesota and Iowa – 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 Minnesota and Iowa, [click here](#).

JOHN HUK HEADS INTO RETIREMENT

Miles Consulting Group says Goodbye to John Huk as he leaves Miles Consulting Group and heads into retirement. We wish him the best of luck with his future endeavors.



Networking: [NAWBO-SV](#)

Join us on Thursday, February 6 from 2:00 pm to 3:00 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 on this event, [click here](#).

To find out more about NAWBO, [click here](#).

[AFWA](#)

Stay tuned for more updates on AFWA events. For more info on AFWA, [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 www.milesconsultinggroup.com.

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