



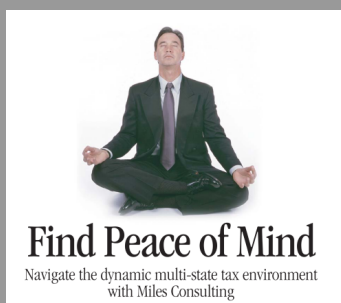
STATES OF AFFAIR

A PUBLICATION OF MILES CONSULTING

In This Issue:

- Tariffs and Sales Tax: Are they Taxable?
- What You Need to Know About Voluntary Disclosure Agreements
- What is Global SaaS Tax Compliance?
- Miles Consulting Welcomes Ryan Elms

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Greetings!

As we close out April, we hope that all of our CPA colleagues have taken a much needed break from tax season – even partaking in a margarita or two.

Tariffs seems to be the word of the day in every media outlet. So, how do tariffs relate to sales tax? The basic question is, “Are tariffs taxable?” The answer might seem straightforward, but the answer, as with so many things in sales tax, is nuanced, state-dependent, and evolving. With global trade playing a bigger role in supply chains and import duties making daily headlines, we expect more questions like this. Check out our article below for more details.

This month, we welcome Ryan Elms to the firm. Ryan began his career as an auditor for the state of Louisiana. Since then he has transitioned to analyst roles, helping clients with their sales tax needs. Please see below for more info about him. And if you get a chance, welcome him to the firm.

Our other articles this month include a refresher about voluntary disclosure agreements. And, we discuss the logistics of global SaaS tax compliance.

Finally, a brief reminder that sales tax compliance software is a good thing...and it's an even better thing when paired with independent consulting services, like those provided by our firm. In just the last 2 weeks, we've been on the phone with 4 prospective clients who bought into software without first considering nexus, taxability and the right timing on registrations. When a company is not yet compliant in its sales tax filings, it is SUPER important to take the steps toward full compliance in the right order, particularly if they want to take advantage of the benefits of voluntary disclosures and other remediation efforts. Please don't rush out and buy software without first fully understanding the ramifications. We can help with that!

Enjoy the warmer months ahead!

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Fondly,
Monika Miles & Bill Loew
Miles Consulting Group, Inc.
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TARIFFS AND SALES TAX: ARE THEY TAXABLE?

In my 20+ years of sales tax consulting, it's not often that a completely new question comes across my desk. But last week, someone asked something that made me pause:



“Are tariffs subject to sales tax?”

It might seem straightforward at first glance, but the answer, as with so many things in sales tax, is nuanced, state-dependent, and evolving.

With global trade playing a bigger role in supply chains and import duties making daily headlines, I suspect this question will only become more common. So this month, I'm taking a slightly different approach and dedicating the entire edition of Making Sales Tax Easy to unpacking this one topic.

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

WHAT YOU NEED TO KNOW ABOUT VOLUNTARY DISCLOSURE AGREEMENTS

When it comes to business taxes, compliance is absolutely essential. That said, mistakes happen. When they do, it's often better for your business to be up front about those potential tax liabilities than keeping silent and hoping for the best. In this blog, we're weighing the pros and cons of voluntary

disclosure agreements (VDAs) and why a business might want to enter into such an agreement with a state.



To read more about voluntary disclosure agreements, [click here](#).

WHAT IS GLOBAL SaaS TAX COMPLIANCE?

For international SaaS businesses entering the U.S. market, tax compliance can be surprisingly complex.



Unlike countries that apply a single national tax system, the U.S. relies on a decentralized approach—each state sets its own rules, rates, and definitions of what's taxable. That means what applies in California may not apply in Texas or New York. Things can get decidedly sticky if you're doing business here, from abroad.

To read more about global SaaS tax compliance, [click here](#).

Miles Consulting Welcomes Ryan Elms

Ryan has done something sales tax related his entire career. He began as an auditor for Louisiana and then transitioned to analyst roles helping clients with their sales tax needs. Ryan joins our team as a sales tax analyst. He sees tax as a big puzzle and derives great satisfaction from solving that puzzle.



When he is not at work, he is either fishing or working in the garden. Please help us welcome him to the firm, and check out his full profile [here](#).

Networking:

[NAWBO-SV](#)

Join us on Thursday, May 1 from 2:00 pm to 3:00 pm for the NAWBO Power Hour. NAWBO Empower Hour is a small-group mastermind webinar that solves 2 business problems each week. Meet and network with other business owners in this national forum. For more information on this event, [click here](#).

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

[AFWA](#)

Monika Miles will be speaking about state tax audits at the Women Who Count Conference in Mesa, AZ from Oct. 21 to Oct. 25, 2025. For more information on the conference, [click here](#).

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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