

DOING BUSINESS IN THE U.S.: NEW SALES TAX CHANGES

NEXT STEPS...

#1 Review sales and business activities to determine potential sales tax and income/franchise tax filing requirements (past & present).

#2 Research the taxability of products and services in states where sales tax will need to be collected and remitted.

#3 Verify resale/exemption certificates to determine whether the business has valid documentation for not charging sales tax.

#4 Develop a plan for addressing increased sales tax compliance—personnel, technology, outsourcing options and related costs.

#5 Register in new states (or determine if VDA/amnesty needed).

#6 Monitor sales tax changes as states issue guidance in response to Wayfair decision.

#7 Consider financial statement reporting and disclosure issues, including contingent liabilities.

Consider a physical presence in the U.S. Expand to Buffalo Niagara.

STATE	ECONOMIC NEXUS THRESHOLD	EFFECTIVE DATE
ALABAMA	sales over \$250,000	10/01/18
ARIZONA	sales over \$200,000 for 2019; sales over \$150,000 for 2020; sales over \$100,000 for 2021 and subsequent years	10/01/19
ARKANSAS	sales over \$100,000 or 200 sales	07/01/19
CALIFORNIA	sales over \$500,000	04/01/19
COLORADO	sales over \$100,000 or 200 sales (grace period thru 5/19) sales over \$100,000	12/01/18 04/01/19
CONNECTICUT	sales over \$250,000 and 200 sales sales over \$100,000 and 200 sales	12/01/18 07/01/19
DIST. OF COLUMBIA	sales over \$100,000 or 200 sales	01/01/19
GEORGIA	sales over \$250,000 and 200 sales sales over \$100,000 and 200 sales	01/01/19 01/01/20
HAWAII	sales over \$100,000 or 200 sales	07/01/18
IDAHO	sales over \$100,000	06/01/18
ILLINOIS	sales over \$100,000 or 200 sales	10/01/18
INDIANA	sales over \$100,000 or 200 sales	10/01/18
IOWA	sales over \$100,000 or 200 sales; sales over \$100,000	01/01/19; 07/01/19
KENTUCKY	sales over \$100,000 or 200 sales	10/01/18
LOUISIANA	sales over \$100,000 or 200 sales	07/01/20
MAINE	sales over \$100,000 or 200 sales	07/01/18
MARYLAND	sales over \$100,000 or 200 sales	10/01/18
MASSACHUSETTS	sales over \$100,000	10/01/19
MICHIGAN	sales over \$100,000 or 200 sales	10/01/18
MINNESOTA	10 or more sales over \$100,000 or over 100 retail sales sales over \$100,000 or 200 retail sales	10/01/18 10/01/19
MISSISSIPPI	sales over \$250,000	09/01/18
NEBRASKA	sales over \$100,000 or 200 sales	04/01/19
NEVADA	sales over \$100,000 or 200 sales	10/01/18
NEW JERSEY	sales over \$100,000 or 200 sales	11/01/18
NEW MEXICO	at least \$100,000 of taxable gross receipts	07/01/19
NEW YORK	sales over \$500,000 and 100 sales	06/21/18
NORTH CAROLINA	sales over \$100,000 or 200 sale	11/01/18
NORTH DAKOTA	sales over \$100,000 or 200 sale; sales over \$100,000	10/01/18; 01/10/19
OHIO	sales over \$100,000 or 200 sale	08/01/19
OKLAHOMA	sales over \$10,000; sales over \$100,000	07/01/18; 11/01/19
PENNSYLVANIA	taxable sales over \$10,000; sales over \$100,000	03/01/18; 07/01/19
RHODE ISLAND	sales over \$100,000 or 200 sale*	07/01/19
SOUTH CAROLINA	sales over \$100,000	11/01/18
SOUTH DAKOTA	sales over \$100,000 or 200 sale	11/01/18
TENNESSEE	sales over \$500,000; sales over \$100,000	10/01/19; 10/01/20
TEXAS	sales over \$500,000	10/01/19
UTAH	sales over \$100,000 or 200 sale	01/01/19
VERMONT	sales over \$100,000 or 200 sale	07/01/18
VIRGINIA	sales over \$100,000 or 200 sale	07/01/19
WASHINGTON	sales over \$10,000* (eliminated eff. 7/1/19) sales over \$100,000 or 200 sales; sales over \$100,000	01/01/18 10/01/18; 03/15/19
WEST VIRGINIA	sales over \$100,000 or 200 sale	01/01/19
WISCONSIN	sales over \$100,000 or 200 sale	10/01/18
WYOMING	sales over \$100,000 or 200 sale	02/01/19

*previously enacted notice and reporting requirements may apply

Expanding into the U.S. Checklist

International businesses considering a business expansion have good reason to rank Buffalo Niagara at the top of their prospect list. Invest Buffalo Niagara has business development managers who provide a single point of contact to a roster of experts in every key area needed to successfully analyze and consider a U.S. business expansion. Since 1999, Invest Buffalo Niagara has helped over 100 international companies successfully expand their businesses to Buffalo Niagara. Our services are free of charge and confidential.

Legal

- Immigration
- Incorporation
- Tax structure
- Intellectual property (patents, branding, trademarks, etc.)
- Real estate contracts and purchases

Accounting and Tax

- Tax structure
- State and federal requirements and filings
- Tax reporting and timelines

U.S. Banking

- U.S. deposits
- Checking and savings accounts
- Inter-company financial transfers
- Loan programs

Site Selection

- What sites are available in the region?
- What are the current market rates?
- What site best meets my long and short term needs?
- Committing to a real estate site (letters of intent, lease signing)

Workforce

- Wage rate data
- Employment and recruiting
- Employee benefits and medical coverage
- Training programs

Utilities

- What are your requirements of this new facility?
- Is the site that you are considering able to handle that need?
- How can a site be upgraded?
- Energy efficiency programs

Incentives

- State tax credits and grants
- County loans and tax abatements
- University partnerships
- NYSERDA (New York State Energy Research and Development Authority)
- Low-cost renewable power

Misc.

- Insurance (for the new facility and to cover the move)
- Plant layout and efficiency

Notes/Questions:

For more information on business expansion please contact Kim Grant or Olivia Hill at

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