



State & Local Tax Solutions

What is Nexus?

Nexus can simply be defined as a certain minimum connection or presence which must exist before a state can impose a tax on an out-of-state business unless certain requirements are met. Companies may not even realize they have incurred liabilities, which can lead to penalties and interest payments.

Do You Have Exposure?

The Wayfair decision created a new era of sales and income tax exposure. In short, the rules have changed on when businesses should collect and remit sales taxes to certain states. In addition, state income tax liability exposure is also a consideration under these new rules.

We Have a Three Stage Solution

Our team will help you understand your position.

- **Identification.** Understanding if Nexus exists. If yes, then we proceed to the next stage to determine the potential financial impact.
- **Measurement.** Calculating financial exposure including possible penalties and interest by state.
- **Resolution.** Determining how to amend forward filing responsibilities by state. This may require negotiating with each state prior to disclosing your name.

The Next Step

Take the first step and call our office at (814) 536-7864 to see what our firm can do for you.

The Hidden Impact

If there is a loan or line of credit, will this exposure force lending institutions to change the loan terms, amounts and/or possibly call in their loan? Will this require auditors to change the audit process and modify opinions of financial statements?

If sales or income tax liability does exist:

- That liability can force the business into financial difficulty.
- It can prevent a merger or sale.

We Will Help You

Our team can help you understand if you have any multi-state tax risk. We will look at existing and prior sales tax reporting processes to evaluate if you have any tax liability. If you do, then we will work to help you understand what your liability is and how to correct your situation ongoing.

WESSEL & COMPANY
ACCOUNTANTS & ADVISORS