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631-491-1500

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COMMON CONTRACTOR CONFUSIONS CARRY CONSIDERABLE COST



What's harder: tongue twisters or sales tax? For contractors at least, the answer is often sales tax.

The prime problem presented to these producers of physical property is the compilation of piles of paperwork from the purchasers. Exemption certificates cannot be accepted if they are incomplete, not received timely or not accepted in good faith. This situation of successfully determining the sound and substance of the certificates is not a simple standard for those that are not professionally schooled in sales tax. If a contractor doesn't receive an exemption certificate, the burden of proof that a job was exempt from sales tax falls on the contractor. This can be difficult to prove on audit, especially when working as a subcontractor on a capital improvement since the size and scope of the capital improvement is usually not included in a contract when a subcontractor is completing one piece of the job.

Furthermore, the contracting industry is uniquely unsheltered from the uncommon and often unspoken use tax. Use tax should be self-assessed on machinery and equipment if a vendor does not charge the contractor sales tax, unless another exemption applies (i.e., the manufacturing exemption).

Use tax is most commonly due on materials contributed to jobs that are capital improvements. If sales tax is not paid on those materials, the items installed should be included in an index, including items taken from inventory so the tax due can be identified.

If you're haunted by any heavy tax headaches, we're here to help!

SUCCESS STORY



All of the successes at Sales Tax Defense are not just tax related. Recently, our firm ventured out to do some team building on a wine tour out on eastern Long Island! We learned a lot about wine and about each other. We visited three wineries: Sparkling Pointe, Pugliese and Osprey's Dominion. Each one had something different to offer and we had an amazing time at all three, eating drinking, laughing, sharing stories and learning new things about each other.

At the end of it all, not only did we gain the experience, but as a team, we are now stronger than ever. Does your firm do team building activities? What is your favorite?

ABOUT THE FIRM



We are a dedicated team of sales and use tax professionals who have committed our careers to helping businesses and fellow professionals with sales and use tax problems.

Since the only work we are focused on is sales tax consulting, businesses never have to be concerned that we will try to sell them other services they do not need. And professionals never have to be concerned with Sales Tax Defense LLC encroaching on their client relationships, because we view you, our fellow professional, as our client.

WHEN YOU HAVE A SALES TAX PROBLEM, *WE ARE THE SOLUTION!*

CALL: 631-491-1500

CONTACT US!

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"Thank you for your informative and engaging presentation on the current developments regarding sales taxes, and on sales tax audits. The evaluations consistently gave you and your presentation the top ratings."

- Fred, CPA, NCCPAP Chapter President

MORE TESTIMONIALS

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