



Keep Up to Date on **ACCOUNTS PAYABLE™**

Inside information on how leading companies are managing cash and payments, in a fast-read format, twice a month.

April 1, 2021

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CFO DAILY NEWS

CFO Daily News, part of the SuccessFuel Network, provides the latest finance and employment law news for finance professionals in the trenches of small-to-medium-sized businesses. Rather than simply regurgitating the day's headlines, CFO Daily News delivers actionable insights, helping finance execs understand what finance trends mean to their business.

Approvers dragging their feet? 4 clever solutions

■ Your peers divulge what works for them

Nothing holds up your payment process quite like an approver who won't send an invoice back.

And these people have a tendency to get under A/P's skin more than anyone else. Almost half (44%) of your peers said approvers are the most difficult "customer" that they work with, according to an exclusive poll on our KAP website.

It may feel like no matter how much you stress the importance or urgency of invoice approval, the message doesn't sink in. You face issues and holdups time and again.

To help, we've compiled expert

advice and proven tactics on how other A/P pros deal with invoice approvers at their companies.

Check out four strategies you can implement in your own department:

1. Create some wiggle room

Even though approvers know your due dates, they often wait until the last minute – or totally miss the deadline.

One A/P manager from Virginia came up with a quick, clever solution for this problem: She started "backing up" approval deadlines.

First, her department decides what

(Please see Approvers ... on Page 2)

A/P agenda: What are pros focused on this year?

■ New report highlights strategic goals

Once year-end responsibilities die down, A/P pros can finally focus on the rest of the year.

When asked what their department's agenda will include this year, your peers said:

- improving A/P reporting and analytics (48%)
- eliminating paper and reducing manual tasks (38%)
- enabling more vendors to submit electronic invoices (32%), and
- implementing A/P automation (29%).

That's according to a new report,

Ardent Partners' Accounts Payable Metrics That Matter in 2021.

Getting more strategic

For many, getting more knowledge and visibility into operations and data is the top priority. And that'll help drive A/P toward being a strategic, valuable business partner.

By the way, that's happening, too: The report also found A/P's perceived value has grown from 52% in 2018 to 55% in 2019 to 60% in 2020.

Info: bit.ly/agenda535

Streamlining the Payment Process

Approvers ...

(continued from Page 1)

their absolute drop-dead date would be for an invoice. Then they back it up by a few days. So, if A/P needs an invoice back by Friday, they may tell approvers they need it by Tuesday.

Even if an approver is pushing the “last day” or “late,” it’s not late in reality. The payment can still go out on time.

2. Escalate the issue

Digitizing your process doesn’t always make it faster. Approvers may still ignore or overlook invoices, even if they come through a user-friendly, convenient software system.

That’s why one A/P supervisor from Pennsylvania decided to add a new condition to their software: If an invoice isn’t approved within seven days, it gets escalated to the approver’s manager.

A message is automatically sent to the approver and their manager, so they have to discuss the issue.

This has two benefits: First, A/P can stay out of the crosshairs. Second, since approvers don’t want to look irresponsible to their boss, they change their behavior going forward.

3. Make it habitual

Do you often have to remind approvers to check their invoice

queues? Employees may not view approving invoices as one of their main duties, meaning it falls to the bottom of the to-do list.

To get approvers to make invoices a higher priority, an A/P clerk from Illinois came up with a new policy: Approvers have to check their invoice alerts three times a day – at the beginning, middle and end of each workday.

For some approvers, now it’s the first and last thing they do each day. And because they do it at the same times each day, they rarely forget.

Bonus: While the clerk created the policy to help A/P, approvers actually like it, too. Invoices don’t become unmanageable.

4. Rethink the process

If despite all your efforts, you still can’t get approvers to shape up, it could mean you need to rethink your process as a whole.

An A/P specialist from Ohio who was in this situation decided to hold meetings with department managers to develop a consistent approval process.

At first, the meetings included a lot of listening and discussion – what worked best, what was easiest, how they could compromise.

Now, their process is smoother, and they still have occasional meetings to brainstorm new ways to make it even better. They’ve become a team with a common goal.

Sharpen your judgment

This feature provides a framework for decision making that helps keep you and your company out of trouble. It describes a recent legal conflict and lets you judge the outcome.

■ New city fee for ride-share expenses: Must A/P pay?

“That’s weird,” A/P Manager Jenn Smith said, looking at an employee’s receipt for a ride-share service.

“What?” asked A/P Clerk Faye Jones from across the room.

“You know our salesman, Marcus Lowe? He went on a trip to Phoenix recently and took a ride-share service from the airport. There’s this random fee attached to it, though.” She turned to her computer. “I’m going to look into this.”

City changed its rules

Later that day, Faye returned from lunch to find Jenn intently typing at her computer. “Any update on the fee from that ride-share expense?”

Jenn nodded. “So, turns out Phoenix’s City Council modified its code in recent years to have commercial ground transportation providers add a ‘trip fee’ when they pick up people from the airport.”

Faye frowned. “Bummer.”

Jenn held up a finger. “That’s not all. Apparently, the Arizona Attorney General (AG) is challenging the fee under the state’s constitution. There’s a section that bars state and local governments from imposing or increasing taxes or transaction-based fees on services.”

“Interesting,” Faye said. “Well, let’s hope the AG wins, so we don’t have to pay those fees every time our people go to Phoenix.”

The case went all the way to the Arizona Supreme Court.

Was the AG able to prove that the city couldn’t impose this fee on ride-share services?

■ *Make your decision, then please turn to Page 6 for the court’s ruling.*



Keep Up to Date on
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Networking with Other A/P Pros

Our subscribers come from a broad range of companies, both large and small. In this regular section, three of them share success stories you can adapt to your own unique situation.

1 **New accounting system had to fit old needs**

After a while, we knew we had no choice but to upgrade to a new accounting system.

Our staff had done all they could to keep it functional, but our old software was no longer supported by updates.

Over the years, staffers had created a lot of customized processes in the old system to streamline things, such as generating certain reports.

Unfortunately, we didn't know if we'd be able to translate those convenient shortcuts to a new system.

We certainly didn't want our new software to create more problems, so we knew it was crucial to make sure our company's old needs could still be met.

Identifying top priorities

The new software had options for customization – but at an added cost.

That meant we had to be strategic about our selections, figuring out what new features would help us the most before taking the plunge.

With our old processes and necessary tasks in mind, we prioritized choices that would save us the

most time and money.

Some choices even eliminated processes we were doing before.

For example, we linked the general ledger accounts with payroll, so our staff could automatically tag certain entries and payments for reports. That has streamlined the generating of year-end financial statements.

Because of our due diligence and focused decision making, our accounting operations are now running smoother than ever.

(Delbert Eby, Accountant, Rod & Staff Publishers, West Liberty, KY)

IMPROVING YOUR OWN A/P PROCESS

2 **Helping A/P pros rise through the ranks**

One of the best aspects of being an A/P leader is helping staffers grow.

It's rewarding when I can see someone developing their skills, acing a big project proposal or starting to think more strategically about our operations.

And when that happens, we can discuss opportunities to rise in the ranks, say, from a clerk to an analyst or a staffer to a manager.

But even when these people get

a different job title and more responsibility, they sometimes struggle to adjust to the new role.

These midlevel pros rising through the ranks needed to be taken more seriously as leaders.

'Ask them!'

I knew I had to help these rising A/P stars change their mindset.

Fact is, even though they take on a new role, they may still consider themselves amongst their peers.

It's important for them to

acknowledge that they're now on a different level, a higher level.

One tactic I've found that helps: When other staffers come to me with a question, I'll say, "Don't ask me, ask [name]!"

That way, midlevel A/P pros can take on more authority, get more experience assisting others and gain more confidence.

As a result, they truly start to see themselves as leaders, too.

(Pam Miller, APM, Education Director, IOFM, Portland, ME)

3 **A corporate culture built on respect**

About 25% of Americans say they dread going to work.

The reason: They don't feel respected.

What's more, over the past five years, estimated costs from turnover caused by workplace culture dissatisfaction were a whopping \$223 billion countrywide.

At my company, we wanted to do our part to change the trend and reduce those costs by creating

a positive workplace culture based on mutual respect.

Communication keys

We know today's workplace features different cultures, genders, ages and education levels.

That means managers, supervisors and employees must be careful with what they say and how they say it.

Communication can break down because the intent of the message may not be the same as what's interpreted.

So, we made sure our leaders and

staffers paid careful attention to:

- who the message was for and how a third party may perceive it
- their tone of voice
- actively listening, and
- treating others the way they'd want to be treated.

For us, allowing all employees to be seen and heard has led to more mutual respect and a healthier work environment.

(Cornelia Gamlem, President, GEMS Group, as presented during the BambooHR Virtual Summit)

T&E Spotlight

T&E comprises 8%-12% of the average organization's total budget – and it's also one of the areas where A/P can make the most impact. This regular feature showcases the latest ways you can save time and money on processing travelers' expense reports and reimbursements.

VIRTUAL CARDS

You may use virtual cards for traditional vendor payments – and now, some forward-looking providers are bringing them into the business travel world.

As you may know, virtual cards, or “ghosts cards,” have a unique 16-digit number that's typically used for a single transaction.

They're often regarded as one of the most secure e-payment methods, since most of the time, they're only used for one particular item of a certain dollar amount. These tight controls don't leave much room for fraud or noncompliance.

And of course, there's no plastic involved – which is a big selling point now in the age of COVID-19, where health, safety and touchless options are a top priority.

How do they work?

So, where are virtual cards showing up in the business travel world?

One prime example is TripActions Liquid Expense, a virtual card product intended for corporate travel.

Some of the key aspects include:

- **Unique numbers:** A new virtual number is generated before every new transaction on a trip.
- **Limits:** Companies can set a charge limit for the virtual number and an expiration date.
- **Availability:** The virtual card can be activated and deactivated based on when the employee travels.

What are the benefits?

Many companies give employees corporate cards, and virtual cards could be the next step toward more T&E compliance.

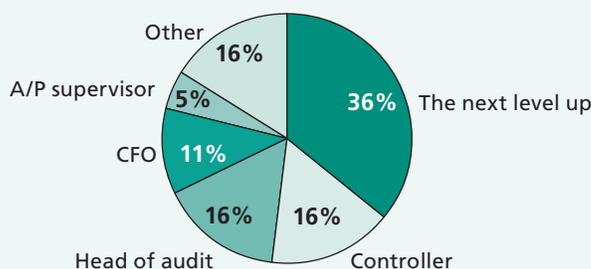
Here are some of the benefits for you to consider, courtesy of payment technology company Conferma Pay:

- touchless interaction for travelers
- no lost corporate cards
- less risk of fraud and account hacks
- no reimbursement or cash advances
- easier reconciliation, and
- real-time visibility into transaction activity.

Info: bit.ly/liquid536, bit.ly/benefits536

Designating expense approvers

Who approves executive-level employees' expense reports?



Source: Peeriosity, peeriosity.com

At many companies, high-level employees (e.g., CEO, COO) may enjoy certain perks, like first-class flights or five-star client dinners, that bring in costlier expenses. So, if you're not the one approving them, make sure the person who is has had proper training and is really assessing those expenses.

TEST YOUR KNOWLEDGE

■ Working smart: Are you an expert at Excel shortcuts?

Excel has a bunch of useful keyboard shortcuts for finance and accounting pros – but not everyone takes full advantage of them all.

Think fast! Answer *True* or *False* to the following questions to see how well-versed you are on timesaving Excel shortcuts:

1. To use *Paste Special* instead of regular old *Paste*, type:
 - a. Ctrl + Alt + V
 - b. Ctrl + VS
 - c. Ctrl + Shift + V
2. If you need to add the current date and time, use:
 - a. Ctrl + ;
 - b. Ctrl + Shift + :
 - c. Ctrl + ; and Ctrl + Shift + :
3. To edit a cell, you should use the function key:
 - a. F2
 - b. F3
 - c. F4

ANSWERS

- Cite: bit.ly/excel536*
1. a. Ctrl + Alt + V; Paste Special allows you to specify formatting when you add items (e.g., text, pictures, tables) from other programs or websites. This keyboard shortcut can help you quickly paste values, formulas, formatting, column widths and more, explain the tech experts at Exceljet.
 2. c. Ctrl + ; and Ctrl + Shift + :; They're two separate shortcuts. Ctrl + ; will input the date and Ctrl + Shift + : will add the time. Use both together if you need a timestamp, Exceljet recommends.
 3. a. F2. Press this key to enter edit mode of the selected cell without having to reach for your mouse or touchpad.
- Answers to the quiz:**

Performance Boosters

To help our readers improve payables operations, KAP selects the best ideas from a variety of sources and presents them in a quick-read format.

Soliciting Form W-9: What versions are acceptable?

New vendors and spring B Notice season may require your company to collect W-9s from certain payees.

But what if a vendor sends an older version of the form? Does it matter?

The experts at Sovos say typically, you should use the most updated W-9 (the version revised in October 2018) when gathering info from vendors.

However, IRS does allow you to use a substitute Form W-9, as long as it's very similar to the official W-9 and meets certification reqs (*see more at irs.gov/pub/irs-pdf/iw9.pdf*).

Info: bit.ly/formw9536

Avoid these 3 traps when decision making in A/P

Bad thinking leads to bad decisions, says leadership expert Michael Hyatt.

Here are three scenarios behind bad thinking and how to avoid them:

- 1. The one-track plan.** You get so wedded to the outcome you want, you only consider what supports it. *Tip: Balance what can be proven with what you think.*
 - 2. The wrong ingredient.** You attribute a success to one thing – and it's not necessarily the right thing. *Tip: Research more. Get others' insight on the key ingredients to success.*
 - 3. The binary mindset.** You think your only options are either/or. *Tip: Step back and consider a third option. Look for other solutions.*
- Info: bit.ly/decisions536*

Don't overlook this type of costly workplace theft

Monetary fraud, like check tampering and expense scams, isn't the only thing A/P should worry about.

Employees helping themselves to office supplies and equipment can also lead to big losses for your company.

To stay on top of this type of theft:

- Make it clear to employees that taking items, even ones of small value, is still theft and unacceptable.
- Keep in touch with Purchasing on orders and supply use. Have you had to order a certain item more frequently? Why is that?

Info: bit.ly/theft536

3 phrases to inject new energy into video calls

After a year of remote work, do video meetings feel mundane and dry?

Bring new life to video calls with these three phrases from *Inc.com*:

- 1. "Let me be upfront."** This phrase indicates honesty and shows you're not here to waste any time.
- 2. "How can I help?"** It's better than "Let me know if I can help." It forces people to act immediately and keeps things moving.
- 3. "Sorry, I interrupted you."** During video calls, people may talk at the same time or talk over each other. This phrase keeps things focused.

Info: bit.ly/videocalls536

SOFTWARE SKILL BOOSTER

See if you're on target by using 'Goal Seek' in Excel

Here's a viable way for A/P to set and track goals in spreadsheets.

Goal Seek allows you to assess projects and study data to find out if you're hitting certain expectations.

To try it out: On the Data tab, in the Data Tools group, click *What-If Analysis*, then *Goal Seek*. (Or, you can use the shortcut **Alt + T + G**.)

See details about Goal Seek from Microsoft at bit.ly/goalseek536

If you have a story idea or comment to share, contact the editor at aevans@CFODailyNews.com

PAYABLES NEWS

■ Interest rates for Quarter 2 of 2021, courtesy of IRS

The Service recently released your next round of interest rates.

And once again, they aren't changing. As of April 1, 2021, the rates remain:

- 2% for corporate overpayments
- 0.5% for corporate overpayments exceeding \$10,000
- 3% for underpayments, and
- 5% for large corporate underpayments.

Info: Revenue Ruling 2021-06, irs.gov/pub/irs-drop/lrr-21-06.pdf

■ More enforcement action from DOL likely this year

New data from the Department of Labor (DOL) show why A/P and Payroll have to ensure workers are being classified and paid correctly.

The DOL concluded 26,096 cases in 2020, recovering approximately \$258 million in back wages. Most of the cases involved minimum wage and overtime violations of the Fair Labor Standards Act (FLSA). They accounted for 8,495 cases and 8,211 cases, respectively.

And this enforcement action's not looking to slow down. Due to federal recommendations and other changes, you'll likely see more DOL investigations – and less leniency for mistakes – in 2021.

Info: bit.ly/dol536

■ Nacha's next Same Day ACH enhancement now in effect

Here's a reminder for companies sending Same Day ACH payments.

As of March 19, the window to submit payments is two hours wider. You now have until 4:45 p.m. ET (1:45 p.m. PT) to submit Same Day ACH files. Previously, you only had until 2:45 p.m. ET (11:45 a.m. PT).

This should give you a little extra flexibility to get payments out quickly, keeping vendors happy.

Info: bit.ly/samedayach536

A/P management: 5 things staffers want from you – and 5 they don't

■ Most value honesty and respect over camaraderie

As a leader, it can be hard to gauge exactly what staffers need from you.

When should you give more? When should you pull back? Do they want some gentle handholding or to be pushed for greatness?

There may not be one set answer. But you can get insight from former CEO and author Terry Bacon.

In his book, *What People Want: A Manager's Guide to Building Relationships That Work*, Bacon surveyed employees to find what they want and don't want from managers.

Here are some of the highlights that you can use to guide your management approach in A/P.

Your staff needs ...

The five things that mattered most to employees were:

1. **Honesty (90%):** Above all else, staffers want leaders to be honest and straightforward. Withholding info or secrecy could hurt your credibility.
2. **Fairness (89%):** Hold people accountable and to equal standards.
3. **Trust (86%):** It goes both ways.

Staffers want to be able to trust you *and* be trusted by you.

4. **Respect (84%):** Similarly, most want to respect you *and* feel like they're respected, too.

5. **Dependability (81%):** At the end of the day, staffers want to know they can count on you.

Your staff doesn't need ...

Five things that employees don't necessarily value are:

1. **Friendship (3%):** They'd rather have a mentor or coach than a pal.
2. **Conversation (14%):** Many don't need regular chatting with the boss.
3. **TLC (24%):** In a similar vein to friendship, staffers don't necessarily want you to "care" for them the way a regular colleague would.
4. **Emotional support (25%):** Staffers are more likely to desire this support from co-workers or people in their personal life, not a boss.
5. **Cheerfulness (28):** You don't have to plaster on a smile! Staffers would rather respect you than "like" you.

Info: bit.ly/management536

fees aren't based on the customer's payment. Because the fees apply whether a fare is paid or not, they aren't transaction-based fees. They're essentially a payment to use airport property for commercial reasons.

Analysis: Know local rules

Cities and counties sometimes have their own taxes, fees and rules that affect employee expenses.

A/P should always be in the loop on the rules and regs of places employees travel to frequently, so you know what to expect on receipts.

Based on State of Arizona v. City of Phoenix. Dramatized for effect.

MISTAKES THAT COST

This regular feature shows how companies and individuals have run afoul of state or federal laws. See how others got off track so you can avoid similar problems.

Tricked company owner to steal nearly \$3 million

Individual: Sean Talae, former controller at Printograph Inc. in Burbank, CA.

Violation: After embezzling around \$2.8 million, Talae pleaded guilty to one count of mail fraud and one count of subscribing a false income tax return.

Penalty: A judge sentenced him to serve 87 months in federal prison and to pay restitution.

Note: As controller, Talae made periodic estimated tax payments, and brought checks to the company's owner for her signature before submission to IRS. When Talae received checks from the owner, he added his own taxpayer info, so he could claim the estimated tax payments for himself and have IRS credit the payments to his own account.

Cite: bit.ly/talae536

Sentence looming for sneaky school treasurer

Individual: Kristina Hand, former treasurer of the Morris Central School District in Morris, NY.

Violation: Hand pleaded guilty to two counts of federal program theft.

Penalty: She is scheduled to be sentenced in May. Hand already agreed to pay restitution, but she still faces a max of 10 years in prison, three years of supervised release and a \$250,000 fine.

Note: In total, Hand stole more than \$34,000 from the school district. She took about \$24,000 by putting checks made payable to the school into her own bank accounts. The other \$10,000 came from personal purchases via the school's credit cards and Amazon account.

Cite: bit.ly/hand536

Sharpen your judgment THE DECISION

(See case on Page 2)

No, the Attorney General (AG) wasn't able to prove the city couldn't impose the ride-share services fee. The Arizona Supreme Court said Phoenix's fee at airports was constitutional, so Jenn's company had to pay it.

The AG said the state's constitution specifies that governments can't impose or increase taxes or "transaction-based" fees on services. Therefore, the fee was unconstitutional.

But the Court disagreed. It said the

Security incident at your bank? Proposed rule would help A/P

■ New, faster notification obligations

If your bank encounters a computer security incident, you want them to let you know right away, so you can minimize damage and losses.

And thanks to a recently proposed rule, quicker communication in such instances could be coming soon.

Three federal bank regulators have published a new rule that would require banks to provide you with faster notification after “significant” computer-security incidents.

3 key considerations

Review these three questions and answers to see how the new rule would boost security for A/P:

1. What incidents are included?

The rule defines “computer-security incident” as an occurrence that:

- results in actual or potential harm to the confidentiality, integrity or availability of an information system or its information, or

- constitutes a violation or imminent threat of violation of security policies and procedures.

Essentially, it covers everything from complicated criminal hacks to innocent bank employee mistakes.

2. How soon will we be notified?

In short, pretty soon. The proposed rule requires banks to contact their customers “as soon as possible.”

But it must be no later than 36 hours after the bank “believes in good faith” that the incident occurred.

3. Who will be notified?

Fortunately, there won’t just be one person at your company getting a message if something occurs.

Banks would be required to contact two different people at your organization about the incident. That way, there’s less of a chance that the important message would get missed or overlooked.

Info: bit.ly/bankregs536

How integrated are your back-office operations?

■ Collaboration can fuel payables success

To be considered fully digitized in today’s world, using A/P software isn’t enough.

Companies must prioritize integrating it with other solutions, says Jason Wood, the CFO of software management company eFileCabinet.

When Wood came on as CFO, his company’s Order-to-Cash cycle was very manual. He knew that to effectively streamline it, each step in the cycle had to be integrated.

And now, in terms of automation, Wood ensures any incoming solutions can integrate with existing tools.

If a certain solution won’t smoothly mesh with his company’s solutions, he won’t invest in it,

regardless of functionality or cost.

Essentially, it’s only when back-office solutions work together that companies can foster true collaboration.

Assessing your own ops

In A/P, consider how your processes (e.g., the Purchase-to-Pay cycle) can benefit from full integration.

With Wood’s expertise in mind, you may want to assess how connected (or disconnected) your various workflows are.

After, you can work with your CFO and other key players to move toward fully integrated operations.

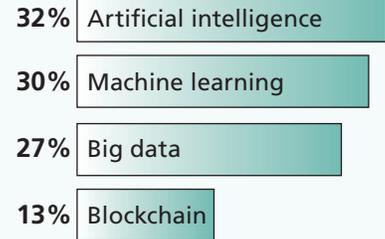
Info: bit.ly/integration536

How do you stack up?

Knowledge of new tech

Which newer technologies are you familiar with in regards to A/P automation?

Note: More than one answer accepted.



Source: Levvel Research, levvel.io

As these newer technologies become more widespread, it’ll be important for A/P pros to educate themselves and their companies about how they could positively improve financial operations.

Each issue of KAP contains an exclusive survey to give payables professionals insight into what their peers nationwide are thinking and doing.

THE LIGHTER SIDE

■ Could human forgetfulness be the downfall of bitcoin?

Forgetting the password to your email or A/P software is annoying, but usually, you can click a button to reset things.

Sadly, that isn’t always the case with bitcoin, as one man found out the hard way.

Stefan Thomas has a digital wallet that holds 7,002 bitcoin. Currently, it’s worth about \$220 million.

But he can’t access the hard drive where it’s stored because he forgot the password. And due to the unique nature of bitcoin, the password can’t be reset or recovered.

So, if your company decides to dabble with bitcoin payments, be sure someone has that password under lock and key!

Info: bit.ly/bitcoin536

Taking the guesswork out of state tax compliance

Here's KAP's roundup of key state tax changes. Developments in other states often indicate trends to watch. Your state may be next.

DIGITAL ADVERTISING

Attempts to tax digital ad services are coming to fruition. Check out news from three states.

MARYLAND – It's official! The Old Line State just became the first to add a digital advertising services tax.

Recently, we mentioned that House Bill 732, which included a new gross revenues tax on digital advertising services, was vetoed by the governor (see KAP 3/1/21).

But on Feb. 11 and 12, 2021, the House and Senate overrode the veto, making Maryland the first state to pass a tax on digital ad services.

In Maryland, a vetoed bill becomes effective 30 days after the override, meaning this bill became effective on or around March 14, 2021.

Info: bit.ly/md536

INDIANA – Here's another state that's considering a tax related to digital advertising.

House Bill 1312 would impose a surcharge tax on certain social media providers that derive revenue from advertising services on their platforms.

Stay tuned for developments.

Info: bit.ly/in-536

MONTANA – This state's taking a similar approach to Maryland for its digital advertising tax.

Legislative Concept 3237 (currently a bill draft) would add a tax on the annual gross revenues derived from digital ad services for some companies.

You can view details below.

Info: bit.ly/mt-536

ECONOMIC NEXUS

To ensure you pay the correct sales tax, you need to know states' rules for

marketplace facilitators. Two states have recent updates.

ILLINOIS – For A/P pros here, there's new guidance on marketplace facilitator sales.

We recently told you the state passed new rules for marketplace facilitators and remote sellers in its Leveling the Playing Field for Illinois Retail Act (see KAP 2/15/21). The rules took effect on Jan. 1, 2021.

Now, the state is providing help in the form of a marketplace facilitator FAQ page.

You can see the page below – and be sure to share it with A/R, too.

Info: bit.ly/il-536

KANSAS – Heads up! Marketplace facilitator regs could soon be enacted in the Sunflower State.

You may recall Kansas is one of three states with state-level sales tax that doesn't yet have marketplace facilitator regs (Florida and Missouri being the other two).

But the state's looking to change that: It just introduced Senate Bill 22, which would add sales tax collection reqs for marketplace facilitators.

We'll keep you posted.

Info: bit.ly/ks-536

TAX RELIEF

Winter storms wreaked havoc on some areas in the south, prompting certain states to offer tax relief. Here are two states doing so now.

ALABAMA – Those working in Alabama will receive some leniency with tax deadlines.

The Department of Revenue (DOR) is providing tax relief to those who reside or have a business in federally declared disaster areas from the recent winter storms.

Filing extensions are for those directly impacted by the storms, and they apply to a variety of taxes.

The DOR is encouraging taxpayers

to call specific DOR offices if they need additional filing guidance.

The phone number for the sales and use tax office is 334-242-1490.

Info: bit.ly/al-536

IDAHO – Companies in the Gem State will also get a little leeway on tax deadlines.

Idaho is extending deadlines to file and pay taxes for victims of the winter storms in Texas and Oklahoma.

The state specifies that the deadline extension applies to individuals and businesses, and it encompasses all types of tax (e.g., sales tax, income tax, fuels tax).

See full details from the state below.

Info: bit.ly/id-536

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