



Sales Tax on Geospatial/ Photogrammetric Services: Lessons Learned & How MAPPS Can Help

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Lessons Learned

- This is why John Palatiello harps on use of terms like --
 - ▶ profession rather than industry
 - ▶ services rather than products
 - ▶ offer or proposal rather than bid
 - ▶ internship rather than apprenticeship
 - ▶ client rather than customer
 - ▶ firm/practice rather than business



Lessons Learned

- A firm must be careful and vigilant about how it describes itself in
 - ▶ Invoices
 - ▶ Brochures
 - ▶ News Releases
 - ▶ All Internal and Public Communication



Lessons Learned

- Firms must research laws, regulations, rulings and precedents in their home state and all states in which they practice and serve clients



Lessons Learned

- Firms can avoid sales tax and win audits if they use the right terminology, know the law, and make the case that they perform a professional service exempt from most state and local sales taxes



How MAPPS Can Help

- Firms facing potential sales tax through an audit should not fold, but contact MAPPS



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- MAPPS member firms can have MAPPS file as “amicus” document, as firm’s own, or as attorney’s/CPA’s.



Final Lesson Learned

You got to know when to hold them

Know when to fold them

Know when to walk away

Know when to run



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