

Nexus Guide



Start with Nexus

Ever since the [Wayfair vs. South Dakota Supreme Court decision](#) made Economic Nexus the law of the land, it's never been more difficult for companies to determine where they need to be collecting and remitting state sales tax.

At Peisner, we always say to our clients: "Start with Nexus."

The first thing to know here is that there are two types of nexus - Physical and Economic.

- **Physical Nexus:** Anything that gives your business a physical presence in a state - locations, employees, contractors, inventory, etc.
- **Economic Nexus:** The thresholds that must be met for remote sellers to be required to collect and remit sales tax. These thresholds are usually revenue or transactions (or both)

This guide will take you through state-by-state, giving you the essential facts you need to quickly determine if you may have either Physical or Economic Nexus (or both) in any given state.

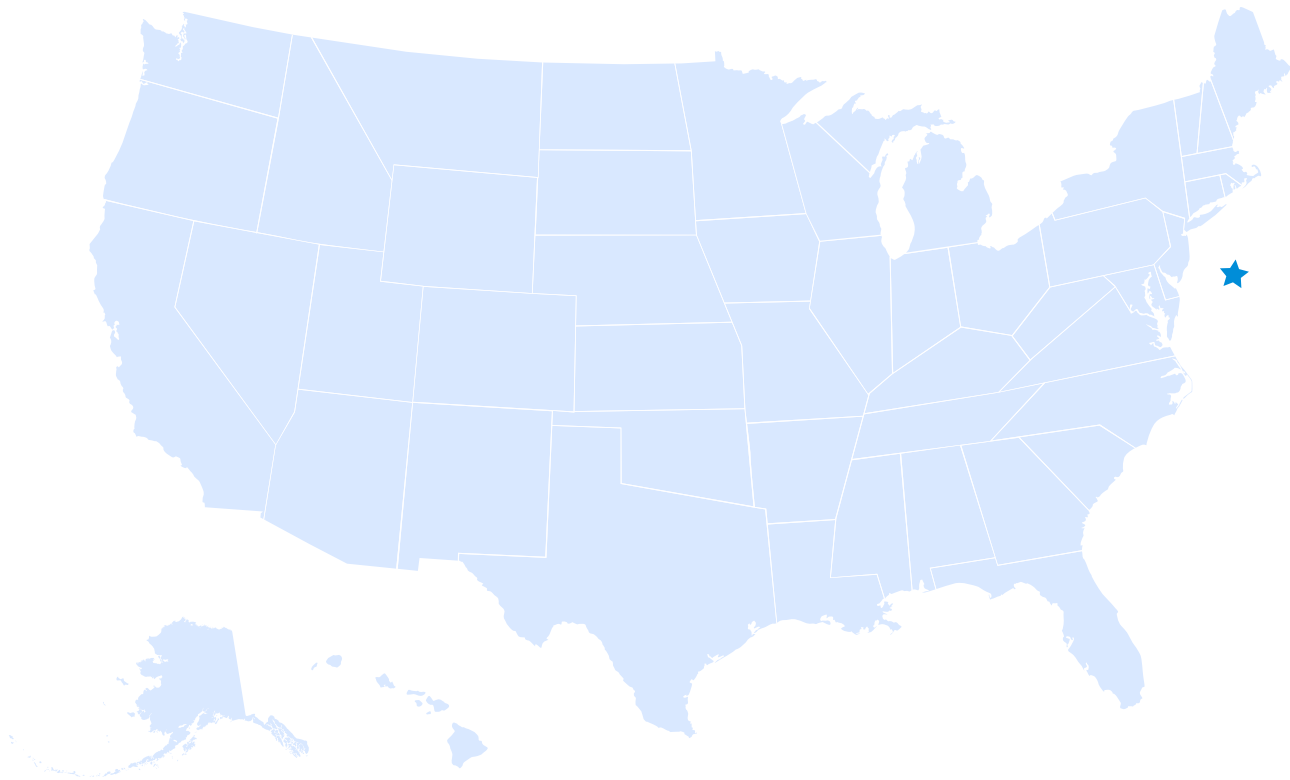
The table of contents is easily clickable, so you can quickly check in on each state that you do business.

If you're not a state sales tax professional, it's almost impossible to keep track of Nexus. There are 47 separate sets of physical and economic nexus laws to keep track of across the United States.

Why 47 and not 51?

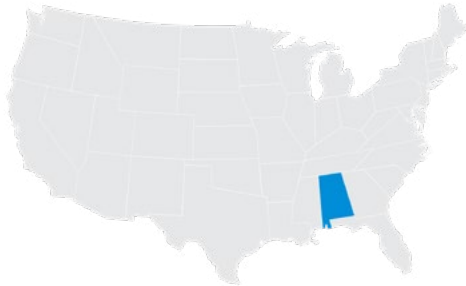
Known as the NOMAD states, New Hampshire, Oregon, Montana, Alaska and Delaware all don't have state sales tax. Alaska however is included in this guide because some local districts in Alaska enforce some form of Economic Nexus.

We put together the guide to help you easily navigate through all 47 sets of unique Nexus laws.



| | | | | | |
|-----|-------------|-----|----------------|-----|------------------|
| 4. | Alabama | 20. | Louisiana | 36. | Oklahoma |
| 5. | Alaska | 21. | Maine | 37. | Pennsylvania |
| 6. | Arizona | 22. | Maryland | 38. | Rhode Island |
| 7. | Arkansas | 23. | Massachusetts | 39. | South Carolina |
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| 11. | Florida | 27. | Missouri | 43. | Utah |
| 12. | Georgia | 28. | Nebraska | 44. | Vermont |
| 13. | Hawaii | 29. | Nevada | 45. | Virginia |
| 14. | Idaho | 30. | New Jersey | 46. | Washington |
| 15. | Illinois | 31. | New Mexico | 47. | Washington, D.C. |
| 16. | Indiana | 32. | New York | 48. | West Virginia |
| 17. | Iowa | 33. | North Carolina | 49. | Wisconsin |
| 18. | Kansas | 34. | North Dakota | 50. | Wyoming |
| 19. | Kentucky | 35. | Ohio | | |

Alabama



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Alabama

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Alabama

A business is considered to have economic nexus in Alabama if it made \$250,000 or more in sales in the previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✗ Exempt services

Alaska



Physical Nexus



Economic Nexus

Economic Nexus in Alaska

Enforcement date: Varies by district

Trigger: Sale or Transaction

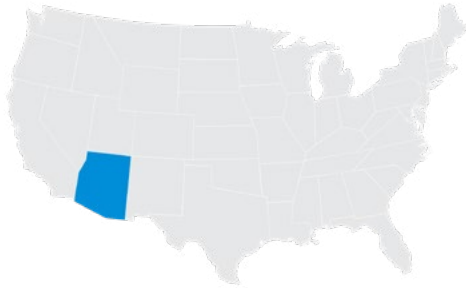
Threshold: \$100,000 or 200 transactions

Evaluation period: Sales from the previous calendar year

Additional information:

- Many local governments levy local sales and use taxes, and some now enforce economic nexus.
- Your threshold as a remote seller in Alaska is based on your statewide sales, not your sales into a particular jurisdiction.
- Registration requirements: A remote business must register with the Alaska Remote Seller Sales Tax Commission 30 days after the latter of adoption of the remote seller sales tax code by a municipality, or passing the economic nexus threshold.
- Sellers that exceed the economic nexus threshold but don't sell into districts with economic nexus are not required to register.
- [Alaska Remote Seller Sales Tax Commission](#)

Arizona



Physical Nexus



Economic Nexus

*In lieu of a sales tax, Arizona imposes transaction privilege tax (TPT) – a tax on income or proceeds derived from engaging in a taxable business within the state.

Physical Nexus in Arizona

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state (an employee regularly present in the state more than two days a year)

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

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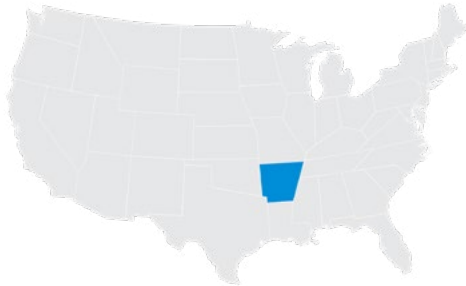
Economic Nexus in Arizona

A business is considered to have economic nexus in Arizona if it made \$100,000 or more in sales in the previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✓ Gross income of taxable services
- ✗ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✓ Exempt services

Arkansas



Physical Nexus



Economic Nexus

Physical Nexus in Arkansas

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Arkansas

A business is considered to have economic nexus in Arkansas if it made \$100,000 or more in sales **OR** 200 transactions in the current or previous calendar year.

What's included?



Tangible personal property, taxable service, digital codes or digital products delivered into the state



Sales made through a registered marketplace facilitator

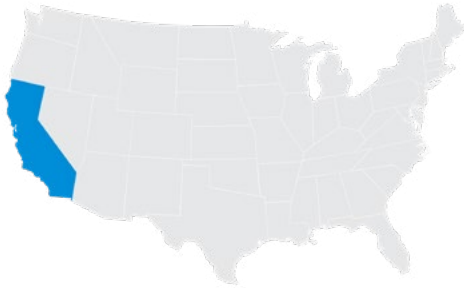


Exempt sales



Exempt services

California



Physical Nexus



Economic Nexus

Physical Nexus in California

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. There are some exceptions to this, however.

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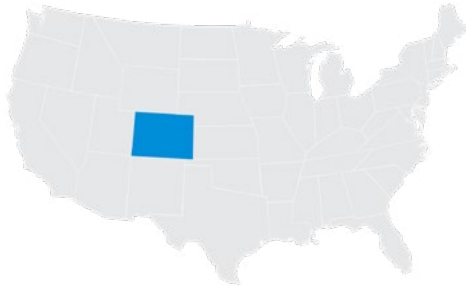
Economic Nexus in California

A business is considered to have economic nexus in California if it made \$500,000 or more in sales in the previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Services
- ✓ Exempt sales
- ✗ Exempt services

Colorado



Physical Nexus



Economic Nexus

Physical Nexus in Colorado

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

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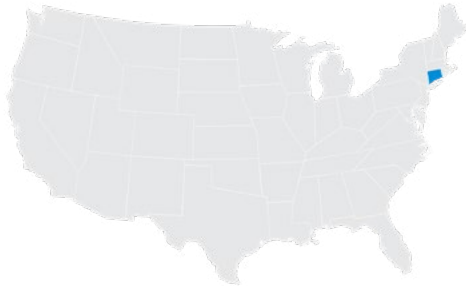
Economic Nexus in Colorado

A business is considered to have economic nexus in Colorado if it made \$100,000 or more in sales in the previous calendar year.

What's included?

- ✓ Tangible personal property, commodities and services delivered into the state
- ✓ Exempt sales
- ✓ Exempt services

Connecticut



Physical Nexus



Economic Nexus

Physical Nexus in Connecticut

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

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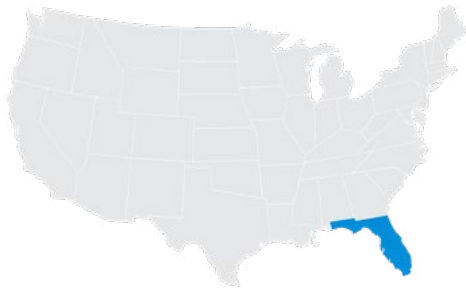
Economic Nexus in Connecticut

A business is considered to have economic nexus in Connecticut if it made \$100,000 or more in sales **AND** 200 transactions within the 12-month period ending on September 30th immediately preceding the monthly or quarterly period during which liability is established.

What's included?

- ✓ Tangible personal property and services delivered into the state
- ✓ Sales through an online marketplace
- ✓ Exempt sales (except sales for resale)
- ✓ Exempt services

Florida



Physical Nexus



Economic Nexus

Physical Nexus in Florida

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. There are some exceptions to this rule.

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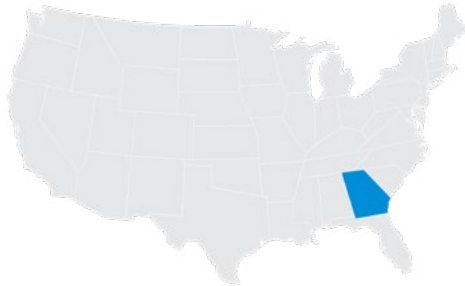
Economic Nexus in Florida

A business is considered to have economic nexus in Florida if it made \$100,000 or more in sales in the previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Taxable services
- ✗ Exempt sales
- ✗ Exempt services

Georgia



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Georgia

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including FBA)
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. Out-of-state vendors must apply sales tax to any orders taken or sales made during trade show activities.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Georgia

A business is considered to have economic nexus in Georgia if it made \$100,000 or more in sales **OR** 200 transactions in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered electronically or physically into the state
- ✗ Taxable services
- ✓ Exempt sales (except sales for resale)
- ✗ Exempt services



Physical Nexus



Economic Nexus

Hawaii

*Instead of sales tax, Hawaii imposes on individuals and businesses a general excise tax (GET) on the gross receipts or gross income derived from their business activities in the state.

Physical Nexus in Hawaii

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

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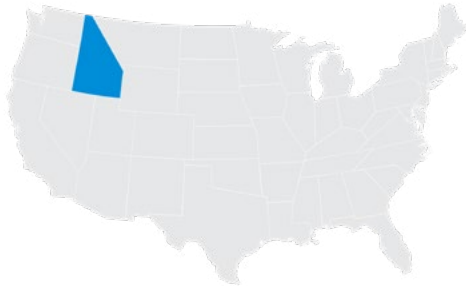
Economic Nexus in Hawaii

A business is considered to have economic nexus in Hawaii if it made \$100,000 or more in sales **OR** 200 transactions in the current or immediately preceding calendar year. Applies to taxable years beginning Jan 1, 2018.

What's included?

- ✓ Tangible and intangible personal property delivered into the state
- ✓ Services delivered or consumed in the state
- ✓ Exempt sales
- ✓ Exempt services

Idaho



Physical Nexus



Economic Nexus

Physical Nexus in Idaho

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

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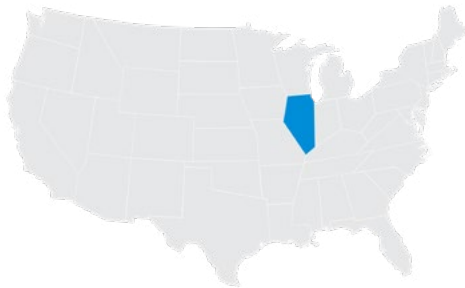
Economic Nexus in Idaho

A business is considered to have economic nexus in Idaho if it made \$100,000 or more in sales in the current or previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✓ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✓ Exempt services

Illinois



Physical Nexus



Economic Nexus

Physical Nexus in Illinois

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. There are some exemptions.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Illinois

A business is considered to have economic nexus in Illinois if it made \$100,000 or more in sales **OR** reached 200 transactions. This threshold applies to the preceding 12 months; however, it is determined on a quarterly basis.

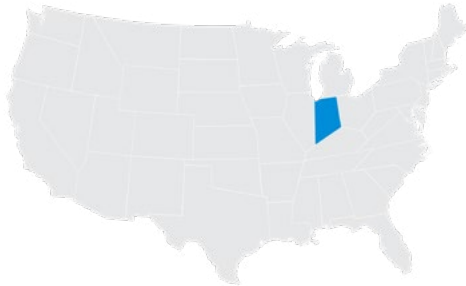
Additional exclusions exist for property listed within the state.

Not sure? Call Peisner Johnson at 800.940.9433

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✗ Exempt services

Indiana



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Indiana

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state (including Amazon FBA)
- Traveling salespeople or representatives are regularly present in the state
- It displays merchandise at local tradeshows or exhibitions in the state

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Indiana

A business is considered to have economic nexus in Indiana if it made \$100,000 or more in sales **OR** over 200 transactions in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✓ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✓ Exempt services

Iowa



Physical Nexus



Economic Nexus

Physical Nexus in Iowa

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

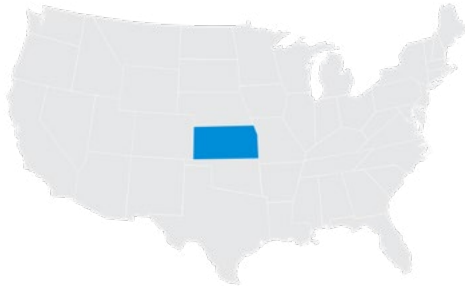
Economic Nexus in Iowa

A business is considered to have economic nexus in Iowa if it made \$100,000 or more in sales in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✓ Exempt services

Kansas



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Kansas

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Kansas

A business is considered to have economic nexus in Kansas if it made \$100,000 or more in sales in the previous calendar year.

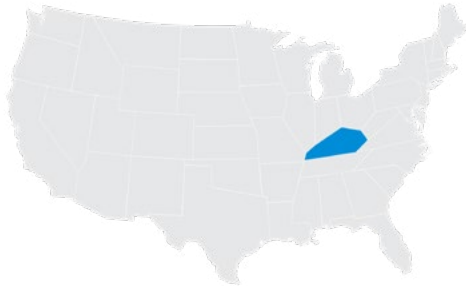
What's included?

- ✓ Cumulative gross receipts by the retailer to the customer
Awaiting further clarification on exempt sales and service*

*Because Kansas' economic legislation went into effect on July 1, 2021, we are still waiting to see how they will count tax exempt transactions towards a seller's economic nexus threshold amount.

If you have any questions please give us a call at 800-940-9433.

Kentucky



Physical Nexus



Economic Nexus

Physical Nexus in Kentucky

A business is considered to have physical nexus if ...

- It has a retail store in the commonwealth
- It has a warehouse in the commonwealth
- It houses inventory or stores property for sale in the commonwealth, including FBA
- Traveling salespeople or representatives are regularly present in the commonwealth

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the commonwealth for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

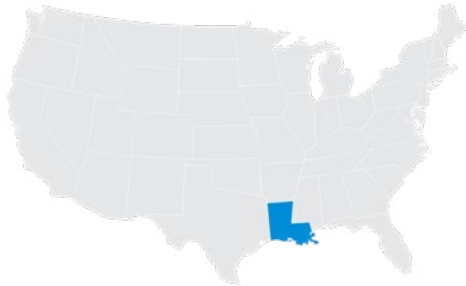
Economic Nexus in Kentucky

A business is considered to have economic nexus in Kentucky if it made 100,000 or more in sales **OR** 200 transactions in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered into the commonwealth
- ✓ Digital property delivered or transferred electronically into the commonwealth
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✗ Exempt services

Louisiana



Physical Nexus



Economic Nexus

Physical Nexus in Louisiana

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- You take orders or make sales at Louisiana conventions, events or trade shows

Not sure? Call Peisner Johnson at 800.940.9433

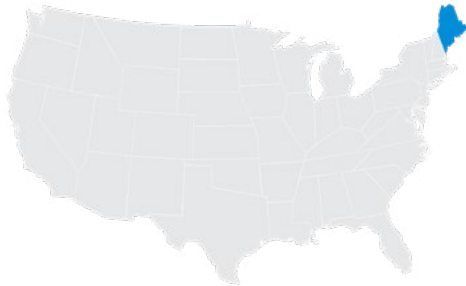
Economic Nexus in Louisiana

A business is considered to have economic nexus in Louisiana if it made \$100,000 or more in sales **OR** 200 transactions in the previous or current calendar year.

What's included?

- ✓ Tangible and electronic personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✓ Exempt services

Maine



✓ Physical Nexus

✓ Economic Nexus

Physical Nexus in Maine

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

The following activities do not constitute physical nexus in Maine

- Attending conventions, seminars or trade shows in Maine (and not soliciting or making sales)
- Holding a meeting of a corporate board of directors or shareholders, or holding a company retreat or recreational event in Maine
- Maintaining a bank account or banking relationship in Maine
- Using a vendor in Maine for printing

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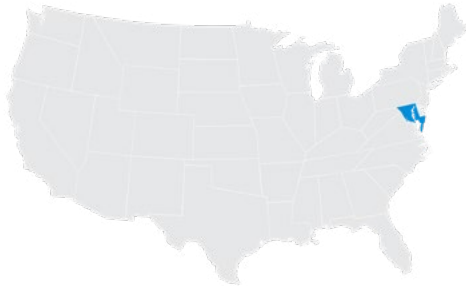
Economic Nexus in Maine

A business is considered to have economic nexus in Maine if it made \$100,000 or more in sales **OR** completed 200 transaction in the current or previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✗ Exempt services

Maryland



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Maryland

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

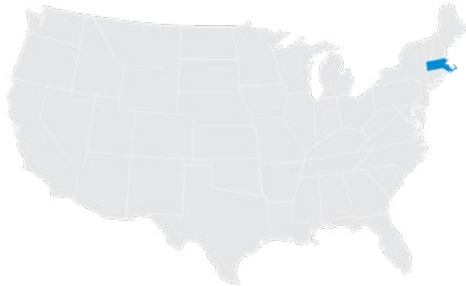
Economic Nexus in Maryland

A business is considered to have economic nexus in Maryland if it made \$100,000 or more in sales **OR** completed 200 transactions in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except wholesale sales)
- ✗ Exempt services

Massachusetts



Physical Nexus



Economic Nexus

Physical Nexus in Massachusetts

A business is considered to have physical nexus if ...

- It has a retail store in the commonwealth
- It has a warehouse in the commonwealth
- It houses inventory or stores property for sale in the commonwealth, including FBA
- Traveling salespeople or representatives are regularly present in the commonwealth

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making commonwealth

Not sure? Call Peisner Johnson at 800.940.9433

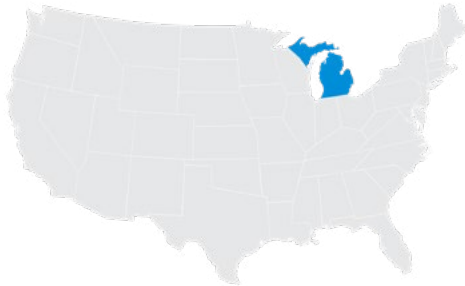
Economic Nexus in Massachusetts

A business is considered to have economic nexus in Massachusetts if it made \$100,000 or more in sales in the prior or current taxable year.

What's included?

- ✓ Tangible personal property delivered into the commonwealth
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✓ Exempt services

Michigan



Physical Nexus



Economic Nexus

Physical Nexus in Michigan

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

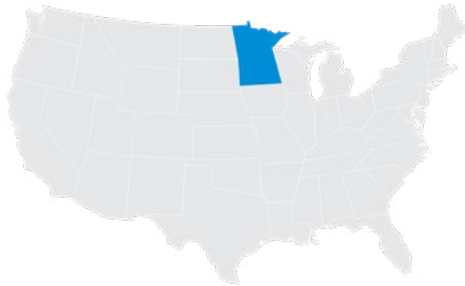
Economic Nexus in Michigan

A business is considered to have economic nexus in Michigan if it made \$100,000 or more in sales **OR** completed 200 transactions in the previous calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales
- ✓ Exempt services

Minnesota



✓ Physical Nexus

✓ Economic Nexus

Physical Nexus in Minnesota

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. An out-of-state business establishes nexus in Minnesota when it conducts business activity for at least four days during a 12-month period.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Minnesota

A business is considered to have economic nexus in Minnesota if it made \$100,000 or more in sales **OR** reached 200 retail sales. This threshold applies to the prior 12-month period.

Not sure? Call Peisner Johnson at 800.940.9433

What's included?

- ✓ Retail sales made into the state from outside the state
- ✓ Taxable services (except resales)
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✓ Exempt sales (except resales)
- ✗ Exempt services

Mississippi



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Mississippi

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales.

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Economic Nexus in Mississippi

A business is considered to have economic nexus in Mississippi if it made \$250,000 or more in sales in the prior 12 months.

What's included?

- ✓ Total sales made into the state by remote sellers that purposefully exploit the market in a state
- ✓ Total service transactions
- ✓ Exempt sales
- ✓ Exempt services

Missouri



Physical Nexus



Economic Nexus

Physical Nexus in Missouri

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Missouri

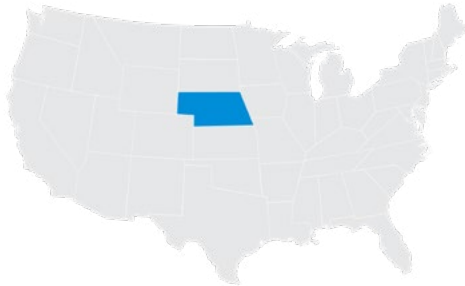
A business is considered to have economic nexus in Missouri if it made \$100,000 or more in sales in the previous or current or previous calendar year, determined quarterly.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Sales made through a non-collecting marketplace
- ✗ Exempt sales
- ✗ Exempt services

Missouri's Economic Nexus legislation goes into effect January 1, 2023.

Nebraska



Physical Nexus



Economic Nexus

Physical Nexus in Nebraska

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the commonwealth for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

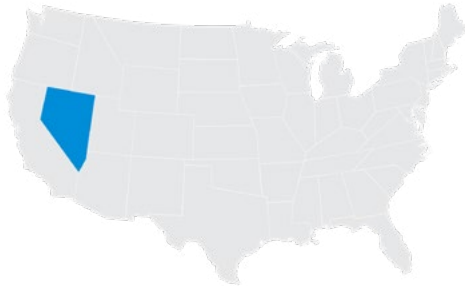
Economic Nexus in Nebraska

A business is considered to have economic nexus in Nebraska if it made \$100,000 or more in sales **OR** 200 transactions in the previous or current calendar year.

What's included?

- ✓ Total retail sales made to customers in the state
- ✗ Sales made through a registered marketplace facilitator
- ✓ Exempt sales
- ✓ Exempt services (except resale, sublease or sub rent)

Nevada



✓ Physical Nexus

✓ Economic Nexus

Physical Nexus in Nevada

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- You take orders or make sales at Nevada conventions, events or trade shows

If you make sales at one or two events during a 12-month period, you're required to declare your intent to sell taxable goods to the event promoter, who will provide you with a one-time sales tax return. Vendors are required to submit a completed return and all applicable sales tax to the promoter, who will then remit to the state.

If you attend more than two events during a 12-month period, you're required to register for a sales and use tax permit directly with the state of Nevada.

Not sure? Call Peisner Johnson at 800.940.9433

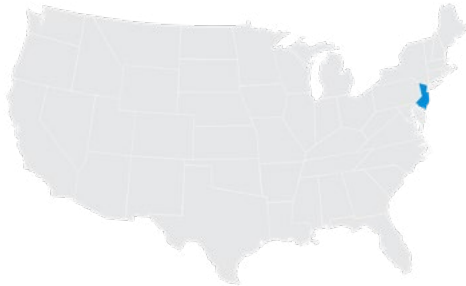
Economic Nexus in Nevada

A business is considered to have economic nexus in Nevada if it made \$100,000 or more in sales **OR** 200 transactions in the preceding or current calendar year.

What's included?

- ✓ Sales of tangible personal property delivered into the state (except sales for resale)
- ✗ Taxable services
- ✓ Exempt sales (except sales for resale)
- ✗ Exempt services

New Jersey



Physical Nexus



Economic Nexus

Physical Nexus in New Jersey

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales. You may be liable for collecting and remitting New Jersey use tax on retail sales made during conventions or trade shows.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in New Jersey

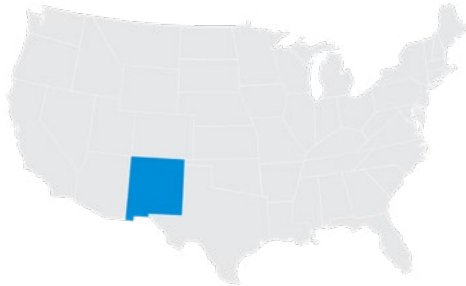
A business is considered to have economic nexus in New Jersey if it made \$100,000 or more in sales **OR** completed 200 transactions in the current or prior calendar year.

What's included?

- ✓ Gross revenue of tangible personal property and specified digital products
- ✓ Taxable services
- ✗ Nontaxable retail sales of tangible personal property and specified digital products
- ✓ Exempt services

Remote sellers that only make nontaxable retail sales are required to register with New Jersey upon reaching the threshold, but may request to be placed on a non-reporting basis by completing Form C-6205-ST.

New Mexico



Physical Nexus



Economic Nexus

Physical Nexus in New Mexico

Instead of sales tax, New Mexico imposes a gross receipts tax.

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

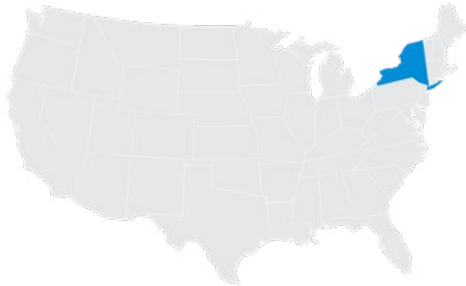
Economic Nexus in New Mexico

A business is considered to have economic nexus in New Mexico if it made \$100,000 or more in sales in the previous calendar year.

What's included?

- ✓ Total gross receipts from sales, leases and licenses of tangible personal property
- ✓ Sales of licenses and services of licenses for use of real property sourced to the the state
- ✗ Exempt sales
- ✗ Exempt services

New York



Physical Nexus



Economic Nexus

Physical Nexus in New York

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- You take orders or make sales during New York trade shows or conventions. If you sell taxable items at an event in New York only once a year, you're required to collect and remit sales tax. However, mere attendance at a convention or trade show generally doesn't trigger sales tax nexus in New York.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in New York

A business is considered to have economic nexus in New York if it made \$500,000 or more in sales **AND** completed 100 transactions in the previous four sales tax quarters as defined by the state.

What's included?

- ✓ Tangible personal property delivered into the state (SaaS is considered TPP)
- ✗ Services
- ✓ Exempt sales
- ✗ Exempt services

North Carolina



Physical Nexus



Economic Nexus

Physical Nexus in North Carolina

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making state

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in North Carolina

A business is considered to have economic nexus in North Carolina if it made \$100,000 or more in sales **OR** 200 transactions in the previous or current taxable year.

What's included?



Gross sales sourced to North Carolina

- Gross sales includes the sum total sales price of tangible personal property, digital property and services sourced to the state, unless context requires otherwise.

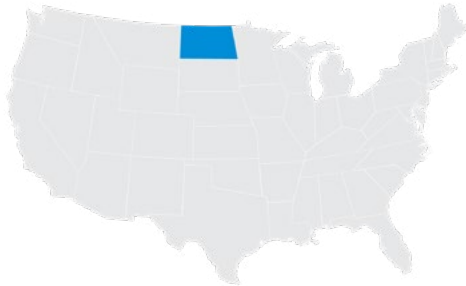


Exempt sales



Exempt services

North Dakota



Physical Nexus



Economic Nexus

Physical Nexus in North Dakota

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

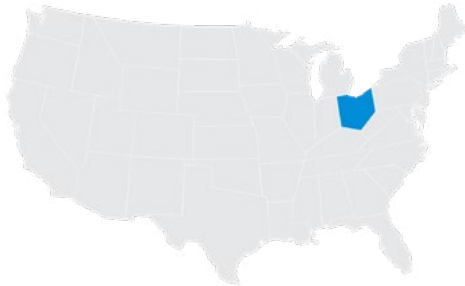
Economic Nexus in North Dakota

A business is considered to have economic nexus in North Dakota if it made \$100,000 or more in sales in the previous or current calendar year.

What's included?

- ✓ Tangible personal property delivered into the state
- ✗ Sales made through a registered marketplace facilitator
- ✗ Exempt sales
- ✗ Exempt services

Ohio



✓ Physical Nexus

✓ Economic Nexus

Physical Nexus in Ohio

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales; however, there are some exemptions to this.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Ohio

A business is considered to have economic nexus in Ohio if it made \$100,000 or more in revenue **OR** reached 200 retail sales in the current or preceding calendar year.

Not sure? Call Peisner Johnson at 800.940.9433

What's included?

- ✓ Gross receipts from the sale of tangible personal property for storage, use or consumption in the state
- ✓ Provided services, the benefit of which is realized in the state
- ✓ Exempt sales
- ✓ Exempt services

Oklahoma



Physical Nexus



Economic Nexus

Physical Nexus in Oklahoma

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Oklahoma

A business is considered to have economic nexus in Oklahoma if it made \$100,000 or more in sales in the previous or current calendar year.

What's included?

- ✓ Total sales of taxable, tangible personal property delivered to locations in the state
- ✗ Total service transactions
- ✗ Exempt sales
- ✗ Exempt services

Pennsylvania



Physical Nexus



Economic Nexus

Physical Nexus in Pennsylvania

A business is considered to have physical nexus if ...

- It has a retail store in the commonwealth
- It has a warehouse in the commonwealth
- It houses inventory or stores property for sale in the commonwealth, including FBA and other third party fulfillment centers
- Traveling salespeople or representatives are regularly present in the commonwealth

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the commonwealth for the purpose of taking orders or making sales. Any business that does not have a permanent location in the commonwealth and makes irregular sales must register for a transient vendor's license.

Not sure? Call Peisner Johnson at 800.940.9433

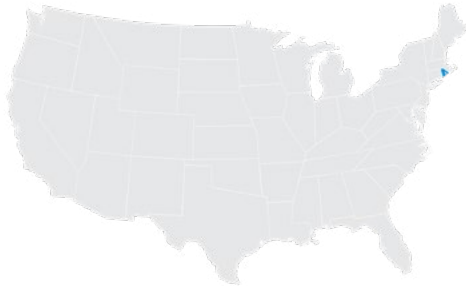
Economic Nexus in Pennsylvania

A business is considered to have economic nexus in Pennsylvania if it made \$100,000 or more in sales in the prior 12 calendar months.

What's included?

- ✓ Tangible personal property delivered into the commonwealth
- ✓ Gross sales of services in the commonwealth
- ✓ Exempt sales
- ✓ Exempt services

Rhode Island



Physical Nexus



Economic Nexus

Physical Nexus in Rhode Island

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

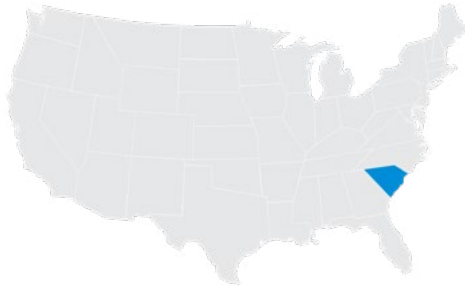
Economic Nexus in Rhode Island

A business is considered to have economic nexus in Rhode Island if it made \$100,000 or more in sales **OR** 200 transactions in the preceding calendar year.

What's included?

- ✓ Gross sales of tangible personal property, prewritten computer software delivered electronically or by load and leave, vendor-hosted prewritten computer software, specified digital products
- ✓ Taxable services delivered in the state
- ✓ Exempt sales
- ✗ Exempt services

South Carolina



✓ Physical Nexus

✓ Economic Nexus

Physical Nexus in South Carolina

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

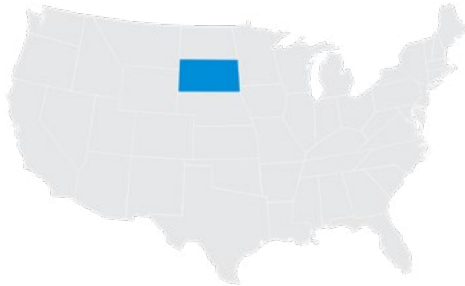
Economic Nexus in South Carolina

A business is considered to have economic nexus in South Carolina if it made \$100,000 or more in sales in the previous or current calendar year.

What's included?

- ✓ Sales of tangible personal property, electronically transferred products or services delivered into the state
- ✓ Exempt sales
- ✓ Exempt services

South Dakota



Physical Nexus



Economic Nexus

Physical Nexus in South Carolina

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in South Carolina

A business is considered to have economic nexus in South Dakota if it made \$100,000 or more in sales **OR** completed 200 transactions in the current or prior calendar year.

What's included?

- ✓ Gross revenue of tangible personal property and digital products
- ✓ Taxable services
- ✓ Exempt sales
- ✓ Exempt services

Tennessee



Physical Nexus



Economic Nexus

Physical Nexus in Tennessee

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

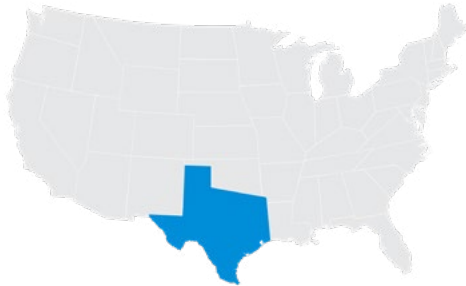
Economic Nexus in Tennessee

A business is considered to have economic nexus in Tennessee if it made \$100,000 or more in sales in the previous 12-month period.

What's included?

- ✓ Sales to customers in Tennessee (except for resales)
- ✓ Exempt sales
- ✓ Exempt services
- ✗ Sales made through an online marketplace

Texas



Physical Nexus



Economic Nexus

Physical Nexus in Texas

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives Attend tradeshow in Texas for the purpose of making sales or taking orders. You may be liable for collecting and remitting Texas sales and use tax on orders taken or sales made during Texas conventions or trade shows, even if you only attend one trade show in the state in a year, for one day.

Not sure? Call Peisner Johnson at 800.940.9433

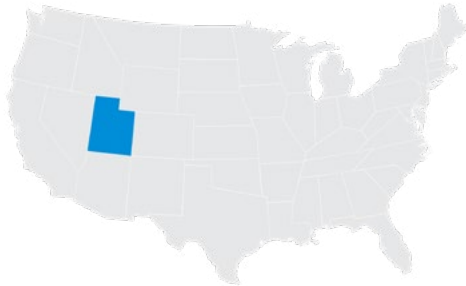
Economic Nexus in Texas

A business is considered to have economic nexus in Texas if it made \$500,000 or more in sales in the previous 12 months, with the initial 12 months beginning July 1, 2018, through June 30, 2019.

What's included?

- ✓ Gross revenue from tangible personal property delivered into the state
- ✓ Gross revenue of services delivered in the state
- ✓ Exempt sales
- ✓ Exempt services

Utah



Physical Nexus



Economic Nexus

Physical Nexus in Utah

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making state

Not sure? Call Peisner Johnson at 800.940.9433

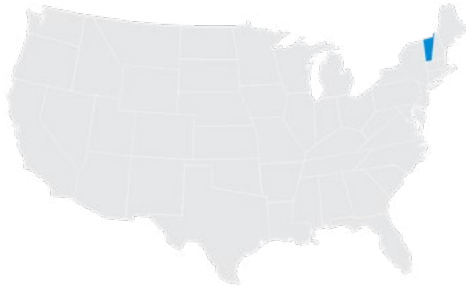
Economic Nexus in Utah

A business is considered to have economic nexus in Utah if it made \$100,000 or more in sales **OR** 200 transactions in the previous or current calendar year.

What's included?

- ✓ Gross revenue from sales of tangible personal property or any product delivered electronically into the state
- ✓ Services delivered into the state
- ✓ Exempt sales
- ✓ Exempt services

Vermont



Physical Nexus



Economic Nexus

Physical Nexus in Vermont

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Vermont

A business is considered to have economic nexus in Vermont if it made \$100,000 or more in sales **OR** reached 200 transactions in the previous 12-month period and should be reevaluated quarterly.

What's included?

- ✓ Tangible personal property delivered into the state
- ✓ Products transferred electronically
- ✓ Services delivered in the state
- ✓ Exempt sales
- ✓ Exempt services

Businesses that only sell tax-exempt items in Vermont DO NOT have to register for a sales tax account.

Virginia



Physical Nexus



Economic Nexus

Physical Nexus in Virginia

A business is considered to have physical nexus if ...

- It has a retail store in the commonwealth
- It has a warehouse in the commonwealth
- It houses inventory or stores property for sale in the commonwealth, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the commonwealth

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales; however, there are some exemptions to this.

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Virginia

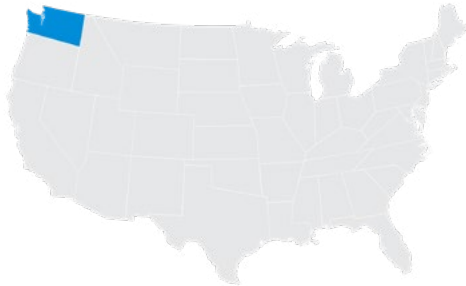
A business is considered to have economic nexus in Virginia if it made \$100,000 or more in revenue **OR** reached 200 retail sales in the current or previous calendar year.

Not sure? Call Peisner Johnson at 800.940.9433

What's included?

- ✓ Gross revenue from retail sales and taxable services into the commonwealth
- ✗ Sales from resales
- ✓ Exempt sales (except resales)
- ✗ Exempt services

Washington



Physical Nexus



Economic Nexus

Physical Nexus in Washington

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

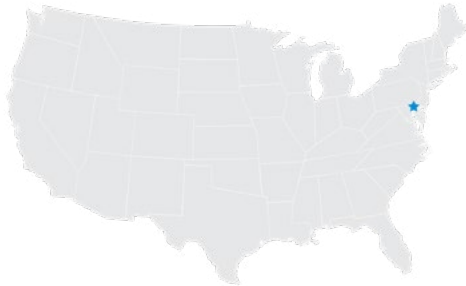
Economic Nexus in Washington

A business is considered to have economic nexus in Washington if it made \$100,000 or more in sales in the previous or current calendar year.

What's included?

- ✓ Cumulative gross annual income in the state
- ✓ Exempt sales
- ✓ Exempt services

Washington D.C



Physical Nexus



Economic Nexus

Physical Nexus in Washington D.C

A business is considered to have physical nexus if ...

- It has a retail store in the district
- It has a warehouse in the district
- It houses inventory or stores property for sale in the district
- Traveling salespeople or representatives are regularly present in the district

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the district for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

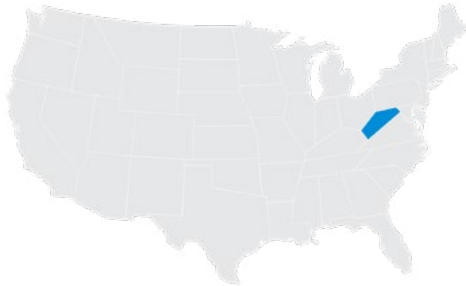
Economic Nexus in Washington D.C

A business is considered to have economic nexus in Washington D.C if it made \$100,000 or more in sales **OR** reached 200 transactions in the previous or current calendar year.

What's included?

- ✓ Cumulative gross annual income in the district
- ✓ Exempt sales (except resale)
- ✓ Exempt services

West Virginia



Physical Nexus



Economic Nexus

Physical Nexus in West Virginia

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

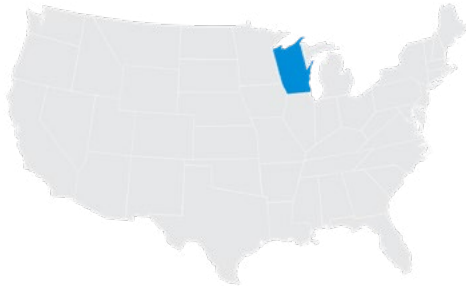
Economic Nexus in West Virginia

A business is considered to have economic nexus in West Virginia if it made \$100,000 or more in sales **OR** 200 transactions in the preceding or current calendar year.

What's included?

- ✓ Gross sales of tangible personal property in the state
- ✓ Gross sales of services in the state
- ✓ Exempt sales
- ✓ Exempt services

Wisconsin



Physical Nexus



Economic Nexus

Physical Nexus in Wisconsin

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state, including Amazon FBA
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales

Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Wisconsin

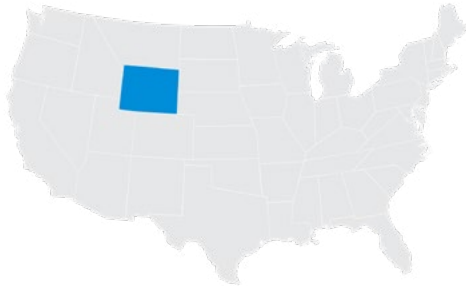
A business is considered to have economic nexus in Wisconsin if it made \$100,000 or more in sales in the previous or current calendar year based on remote seller's taxable year for federal income tax purposes.

What's included?

- ✓ Gross sales of tangible personal property into the state
- ✓ Gross sales of services into the state
- ✓ Exempt sales
- ✓ Exempt services

Businesses that only make nontaxable sales in Wisconsin are not required to register for a sales tax account.

Wyoming



✓ **Physical Nexus**

✓ **Economic Nexus**

Physical Nexus in Wyoming

A business is considered to have physical nexus if ...

- It has a retail store in the state
- It has a warehouse in the state
- It houses inventory or stores property for sale in the state
- Traveling salespeople or representatives are regularly present in the state

A business may be considered to have physical nexus if ...

- Representatives attend a trade show in the state for the purpose of taking orders or making sales


Not sure? Call Peisner Johnson at 800.940.9433

Economic Nexus in Wyoming

A business is considered to have economic nexus in Wyoming if it made \$100,000 or more in sales **OR** completed 200 transactions in the current or immediately preceding calendar year.

What's included?

- ✓ Gross revenue of tangible personal property, admissions or services
- ✓ Taxable, exempt and wholesale sales
- ✓ Exempt sales
- ✓ Exempt services



What's Next?

Now that you've got a better understanding of where you might have Nexus, you can start making preparations for getting compliant in those states if you so choose.

We can help you begin making those decisions in our [“What's Next?” call](#). This call is absolutely free and meant to be a consultative discovery call. We learn about you, you learn about us, we answer questions you have, and provide you important details related to nexus, taxability, and how to become compliant.

And you'll come better prepared for that call with nexus crossed off the list! Leaving us more time to get into the finer details of taxability and how to get compliant.

The goal of the call is for you to leave with peace of mind about your sales tax situation. [Click here](#) to set up a call or email us at info@peisnerjohnson.com.