For a Copy of Today’s Presentation

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Presentation Topics

- Sellers’ requirements under the Sales and Use Tax Law
- Types of transactions that are subject to tax
- Use of resale certificates
- Common deductions and exemptions
- Accessing CDTFA resources and services
Get it in Writing!

This presentation illustrates general tax concepts, not every situation. E-mail us at [www.cdtfa.ca.gov/email/](http://www.cdtfa.ca.gov/email/) with details specific to your business operations for legally reliable written tax guidance.

Note: The contents of these slides do not constitute written tax advice under RTC §6596.
What is a Sale?

A sale is any transfer of title or possession of tangible personal property for consideration.
What is Sales Tax?

Generally, all sales are taxable unless specifically exempt or excluded by law

- Sales tax is imposed upon the retailer (seller) on the sale of tangible personal property at retail in California
- Retailers often collect reimbursement for the sales tax from their customers
- Even though the consumer bears the financial burden of the sales tax when a retailer collects it from him or her, ultimately the retailer is liable for paying sales tax on their sales transactions
- Tax is due based upon the gross receipts from retail sales
What is Tangible Personal Property?

Tangible Personal Property (TPP) is any item which may be seen, weighed, measured, felt, or touched, or which is in any other manner perceptible to the senses. To assist in differentiating between what is TPP and what is not TPP, some examples are provided below.

Tangible Personal Property
Art, Bicycles, Toys, and Clothing
Antiques
Food Products
Furniture

Not Tangible Personal Property
Transfer of artwork by remote telecommunications
Real property
Securities
Sales of a gift certificate by a retailer to one who will redeem it
When are sales of TPP subject to sales tax?

- Retail sales of TPP are generally subject to sales tax unless specifically exempted or excluded by law.
- Some service and labor costs are subject to sales tax if they are part of the sale of TPP.
Components of The Tax

The Sales and Use Tax rate is made up of:

- State Tax – 6.00% (2017)
- Local Tax – 1.25%

**Equals Standard or Basic Statewide Tax Rate** of 7.25%
(6.00% state + 1.25% local)

**Plus**
- District Tax – .10% to 1.00% per district (if applicable)

Any city or county with applicable district taxes will have a sales and use tax rate higher than 7.25%. A district may impose multiple district taxes, and you may be located within more than one district.

A list of California city and county sales and use tax rates can be found on our website at: [www.cdtfa.ca.gov/formspubs/cdtfa95.pdf](http://www.cdtfa.ca.gov/formspubs/cdtfa95.pdf).

District Taxes

What is a district tax?

• District tax is also called a transactions (sales) tax or use tax on taxable sales and leases.

• District taxes are voter-approved general or special taxes imposed by a city, county, transit district, etc.

• District tax applies to sales made or tangible personal property used in certain areas or “districts”

For a list of cities and counties with district taxes, please visit the CDTFA website at www.cdtfa.ca.gov/taxes-and-fees/rates.aspx
District Taxes Continued

Examples of when a retailer is engaged in business in a district:

• The retailer (seller) has a location in a district that imposes district taxes
• The retailer (seller) delivers merchandise in their own truck to a location in a district that imposes district tax
• The retailer’s (seller) sales staff physically enters and solicits sales in a district that imposes district tax
• The retailer (seller) receives rental income from leases of tangible personal property located in the district that imposes district tax
Who needs a seller’s permit?

Every person, firm, partnership, corporation, etc., engaging in the business of selling or leasing tangible personal property of a kind the gross receipts from the retail sale of which are required to be included in the measure of the sales tax, must apply with the CDTFA for a permit on a form prescribed by the Department. Wholesalers, as well as retailers, must secure such permit.
Seller’s Permit Facts

• Allows a person to make sales in California and issue a resale certificate

• Must be issued in the owner’s name for each business address

• Must be posted in the business location visible to

• Convenient, easy, and free to register online for a seller’s permit, as well as a use tax account or other tax and fee program accounts

• Rather than registering online, you may choose to apply for a seller’s permit at your local CDTFA office
CDTFA Online Services – Getting Started

https://www.cdtfa.ca.gov/

Start here to log in or register a new business.
CDTFA Taxpayer Online Services Portal

As CDTFA implements new online features, taxpayers will see this page; it is meant as a guide to the desired activity.

**Alert!**
We are currently in the process of upgrading our tax software. During this period you will have to potentially use both the new online services and the current online services.

**Taxpayer Online Services Portal**

**File a Return**

To file a return, please use the links below:

- File a sales and use tax, e-waste fee, tire fee, or prepaid MTS return
- File a motor fuel return
- File all other returns

**Make a payment.**

- Pay sales and use tax, e-waste fee, tire fee, or prepaid MTS
- All other payments

**Registration**
NEW Online Services p. 1

- Convenient
- No waiting
- Information is secure
- Benefits of online registration
New business owners, register your business here.
Upon registration, a security code will be mailed to the address on file. You will need your security code to register for online services.

Create a Username to get access to all online functions.
NEW Online Services p. 4

Use Username & Password for **full** access to online services.
Use account number and limited access code to file and pay without a username.
Additional Licenses and Accounts Required by the CDTFA

Examples:
- Cigarette license
- eWaste
- Tire fee
- Underground storage tank
Common Exemptions, Exclusions, and Deductions

Sales for resale
Food products
Labor
Sales to the U.S. government
Sales in interstate and foreign commerce
Sales tax included in gross receipts
Sales for Resale
Burden of Proof

• The burden of proving that a sale of tangible personal property is not at retail is upon the seller unless the seller timely takes a resale certificate, in good faith, from the purchaser that the property is purchased for resale.

• Common ways to document sales for resale:
  • A Resale Certificate
  • A Purchase Order containing all the essential elements of a resale certificate

Publication 73, Your California Seller’s Permit (includes a copy of a resale certificate)
Sales for Resale

Resale Certificate

Form CDTFA-230

Publication 103 – Sales for Resale
Essential Elements of a Resale Certificate

• Name and address of the purchaser’s business
• Purchaser’s seller’s permit number - if applicable
• Description of the property to be purchased
• A statement that the described property is being purchased for resale
• Date of the document
• Signature of the purchaser, purchaser’s employee, or authorized representative
• In the absence of evidence to the contrary, the seller will be presumed to have taken a resale certificate in good faith if it contains the essential elements and otherwise appears to be valid on its face
Purchase Order Used as a Resale Certificate

- Must specifically state “For Resale” or other similar language
- Purchase Orders that state “For Resale” must contain all the information required for a resale certificate
Resale/Exemption Certificate

• An appropriate notation should be entered in lieu of a seller’s permit number on the resale/exemption certificate if:

  • The purchaser is not required to hold a permit because they only sell property which is not taxable
    • Such as food products for human consumption, or
    • Because the purchaser makes no sales in this state
Sample Exemption Certificate

California Sales Tax Exemption Certificate

NATIONAL PRODUCE DISTRIBUTING
(Name of Purchaser)
6150 VAN NUYS BOULEVARD, VAN NUYS, CA
(Address of Purchaser)

I HEREBY CERTIFY: That I hold valid seller’s permit No. NOT REQUIRED (sales of produce are not subject to tax) issued pursuant to the Sales and Use Tax Law; that I am engaged in the business of selling FRESH PRODUCE that the tangible property described herein which I shall purchase from CANOGA FARMS will be used as PACKAGING FOOD FOR HUMAN CONSUMPTION. I understand that if the property is used for some other manner or some other purpose, I am required by the Sales and Use Tax Law to report and pay any applicable sales or use tax.

Description of the property to be purchased: BASKETS & BOXES FOR FOOD ITEMS

Date: Jan. 30, 2012

Farmer Bob Jones
(Signature of Purchaser or Authorized Agent)

PRESIDENT

Title)

• Similar to a resale certificate
• Issued when property will be used in a manner or purpose qualifying the sale to be exempt from sales tax
• If the purchaser does not have a seller’s permit, the reason why the purchaser is not required to hold a seller’s permit must be written on the certificate
Penalties for Misuse of Resale Certificates

- Misuse of a resale certificate is a misdemeanor.
- The penalty is $500 or 10% of the amount of tax per transaction, whichever is greater.
- Business owners can be held responsible for the actions of their employees.
Verifying a Seller’s Permit

- Call 1-888-225-5263
- Search the CDTFA database at https://services.cdtfa.ca.gov/boewebServices/verification.jsp?action=SALES
- Download the free CDTFA app for your mobile and smart device(s) which can be accessed at https://www.cdtfa.ca.gov/services/mobile.html
Food Products

Nontaxable: General food products and cold food to-go
Taxable: Cold food sold for consumption at place of business and hot prepared food products
Non-Food Products

Sales tax generally applies to sales of:
• Carbonated or effervescent water
• Carbonated beverages
• Cigarettes
• Animal foods
• Dietary Supplements
• Alcoholic beverages
• Coloring extract
• Ice
Food Products Continued

The application of tax to food and beverage sales is divided into two categories for discussion:

Hot or cold food and beverages sold for consumption at your place of business are generally taxable.

Cold prepared food items sold “to go” are generally nontaxable (restaurants and grocery stores)
Sales of Food Products – 80/80 Rule

The "80/80 rule" applies when more than 80 percent of your sales are food and more than 80 percent of the food you sell is taxable. If the 80/80 rule applies and you do not separately track sales of cold food products sold to-go, you are responsible for tax on 100 percent of your sales.

The "80/80 rule" applies to restaurants, bars, hotels, and similar establishments.
Although both criteria of the 80/80 rule may be met, you may elect to separately account for to-go orders of cold food products. Such sales include:

- Cold food products, and
- Hot bakery goods and hot beverages that are sold for a separate price.

Taxable and nontaxable sales must be separately accounted for and supported by documents, such as guest checks and cash register tapes.
80/80 Rule P. 3

Nontaxable sales include

- Sales of cold food products *in a form that is not suitable for consumption on the premises.*
  - Requires further processing by the customer
    - frozen pizza
  - Is sold in a size not ordinarily consumed by one person
    - a quart of potato salad
    - a quart of ice cream
    - a whole pie
Labor

Non Taxable
• Repair
• Installation

Taxable
• Fabrication
• Assembly
Fabrication and assembly labor are taxable! Fabrication is considered to be work done in creating, producing, processing, or assembling a product.
Government Sales

Non Taxable
• Federal agencies

Taxable
• Local and state agencies
Sales in Interstate and Foreign Commerce

Sales tax generally does not apply to your transaction when you sell a product and ship it directly to the purchaser at an out-of-state location for use outside of California.
Sales Tax Included in Gross Receipts

• There must be a clear notice to customers that tax has been included in the sales price (Annotation 460.0258, "Tax Included in Price")

• When sales tax is included in the sales price; and eventual gross receipts, the tax amount needs to be deducted in order to reach the taxable measure

• To find the ex-tax taxable measure when tax is included, divide sales by 1+ the tax rate

  (example with 7.25% tax rate)

  10.00 ÷ 1.0725 = 9.32
  10.00 – 9.32 = .68 tax included

• If the amount you reported as gross receipts includes sales tax, you must deduct “sales tax included” on the deductions line of your return or report the calculated ex-tax gross receipts and take no deduction
Drop Shipments

A drop shipper is usually a supplier that delivers merchandise to California consumers on behalf of a retailer that is not engaged in business in California pursuant to Revenue and Taxation Code section 6203. Such transaction is known as a drop shipment and the retailer who is not engaged in business in California is known as a true retailer. Generally, a drop shipment involves two separate transactions involving the true retailer:

1. The true retailer contracts to sell tangible personal property to a consumer

2. The true retailer contracts with a supplier to purchase such tangible personal property and instructs the supplier to ship the property to the consumer
A drop shipper is engaged in business in California and is liable for the tax; they must report and pay the tax to California.

The tax is based on the retail selling price of the merchandise paid by the California consumer to the true retailer.

If the selling price is unknown, the drop shipper can calculate tax based on their selling price with a mark-up of 10%.
Shipping and Handling

Nontaxable Transportation Charges

Nontaxable Transportation Charge

For a transportation charge to be nontaxable, the sales transaction must be nontaxable or all of these conditions must apply:

1. you ship directly to the purchaser by common carrier, contract carrier, or US Mail;
2. Your invoice clearly lists delivery, shipping, freight, or postage as a separate charge; and
3. The charge (or portion of the charge) is not greater than your actual cost for delivery to customer.
Shipping and Handling

Nontaxable Transportation Charges Continued

Delivery made by retailer’s facilities OR for a delivered price may be nontaxable

If a delivery is made by the facilities of the retailer or for a delivered price, the charge is taxable unless:

(A) the transportation charges are separately stated,

(B) are for transportation from the retailer's place of business or other point from which shipment is made directly to the purchaser, and

(C) the transportation occurs after the sale of the property is made to the purchaser.
Examples of Partially Taxable Transportation Charges

• If the amount of the actual delivery cost is nontaxable but the total delivery charge to the customer exceeds that amount, the difference is taxable.

• The handling charge of “shipping and handling” or “postage and handling” is taxable. The shipping or postage portion may or may not be taxable.
Shipping and Handling
When Charges are Taxable

Some examples of a taxable charge
• The charge for delivery made by the retailer’s facilities for a delivered price (may be nontaxable under certain circumstances)
• The delivery charge is included in the price per unit (may be nontaxable under certain circumstances)
• Handling charges
Other Exemptions and Deductions

- **Bad Debts** - Deductible only for previously reported taxable sales that have been charged off

- **Tax-paid Purchases Resold Prior to Use** – If a vendor charged tax for inventory items you subsequently sold.

- **Returned Taxable Merchandise** – Retailer must refund the customer’s entire sales amount including sales tax.

- **Numerous Other Exemptions** - See Publication 61, *Sales and Use Taxes: Exemptions and Exclusions*
Charitable or Nonprofit Organizations

In general, sales to and sales by, charitable or nonprofit organizations are subject to tax.

A limited number of narrow exemptions are specified by statutes and regulations.

You may find out more about nonprofit organizations on our website.
What Is Use Tax?

- Use tax is due on items purchased ex-tax (without payment of tax) for use, storage, consumption, or to give away in California.

- Out-of-state retailers “engaged in business” in California must collect and pay use tax on items sold to California consumers.
How Do I Know if I Owe Use Tax?

Use tax may be due on items purchased without payment of California sales or use tax:

- Purchases from out-of-state without payment of tax

  OR

- Inventory items that you purchased for resale that are consumed for your own use (including use as gifts and free samples)
How Do I Pay California Use Tax Due?

If you have a Seller’s Permit:

• Report use tax when you file your Sales and Use Tax Return

If you do not have a Seller’s Permit or a Consumer Use Tax account and are not a Qualified Purchaser:

• Report use tax on your California Individual Income Tax Return filed with the Franchise Tax Board (FTB), or

• Pay use tax directly to CDTFA on your mobile app or through our online services
Tax Return Filing Requirements

When you are issued a seller’s permit, the CDTFA will assign you a reporting basis, based on the information you furnished:

- Yearly (Calendar year)
- Fiscal Yearly (July 1 – June 30)
- Quarterly (Calendar Quarters)
- Quarterly Prepayment
- Quarterly Prepayment with EFT (Electronic Funds Transfer)

- A tax return (with payment, if applicable) is due for each period
- If no sales are made, you must file a “0” tax return
- Electronic filing is the CDTFA preferred method for filing. Some tax programs require electronic filing
Penalties

Penalties may be assessed for:
- **Failure to file a return (10%) or prepayment (6%)**
- Late filing of returns (10%) or prepayments (6%)
- Late payments (10%) or prepayment (6%)
- Payment method other than Electronic Funds Transfer (EFT) on accounts required to pay by EFT (10%)

Penalties are based on tax due
Required records must be maintained for at least 4 years.

Normal books of account.

Schedules or working papers used in preparing tax returns.

Records of sales including: sales invoices, cash register tapes, sales journals, etc.
Required records must be maintained or at least 4 years (continued)

Records of purchases including: purchase invoices, cancelled checks, purchase journals, etc.

Documentation to support exemptions or exclusions such as: resale certificates, exemption certificates, purchase orders, shipping documents, etc.
Important Facts and Responsibilities

• Advise the CDTFA of ownership changes. This may affect your liability for future taxes.
• Advise the CDTFA of changes in business, mailing, and email addresses.
• Retailers should report sales in the return period when the sale is made even though payment may be received in a later return period.
• Retailers are responsible for payment of sales tax even when the customer does not pay it.
Filing Clinics Held at a CDTFA Office Near You

For filing clinics and office locations, visit our website at http://www.cdtfa.ca.gov/seminar
Local CDTFA Offices

• Visit your local CDTFA office for assistance
• Use one of CDTFA’s self-service kiosks to access online services for various items such as filing and paying your taxes online

For CDTFA office locations and addresses go to: www.cdtfa.ca.gov/office-locations.htm

Sacramento Office:
3321 Power Inn Rd., Ste. 210
Sacramento, CA 95826-3889
916-227-6700
Taxpayer Education Consultation Program

- The consultation is free
- A trained staff member will review your business operation and recordkeeping system
- Call your local CDTFA office to make an appointment for one-on-one assistance:
You may access the CDTFA website for all of the following:

- Filing and Paying Your Taxes
- Industry Tax & Fee Guides
- Enhanced Video Tutorials & Links to Other Websites
- Class & Seminar Schedules & Registrations
- Directory of CDTFA Offices
- Industry Specific Publications
- Frequently Asked Questions (FAQs)
- Tax News and Special Notices
- E-mail Notifications for CDTFA Updates
- Online Verification of Seller’s Permit Numbers
- Credit Card Payments

Also please visit:
- Governor's Office of Business and Economic Development (GO-BIZ)
- CalGold
- Economic Nexus Laws
Customer Service Center representatives can walk you through your tax return or the registration process, as well as answer your general tax questions:

- 1-800-400-7115
- Mon – Fri, 8:00 a.m. to 5:00 p.m.
- 24 hr voice recordings on specific topics
- For the hearing impaired TTY: 711
Taxpayers’ Rights Advocate

1-888-324-2798

If you are unable to resolve a disagreement with the CDTFA, you can learn more about your rights under the law.

www.cdtfa.ca.gov/tra/
We wish you success in your business venture!