

2010 TAX RELIEF ACT

On December 17 the Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010 (the 2010 Tax Relief Act) was signed into law. It includes many taxpayer-friendly provisions for both individuals and businesses. This letter summarizes the changes we think will affect the most taxpayers.

Changes Affecting Individuals

Lower Tax Rates Extended through 2012. The Act extends the 10%, 15%, 25%, 28%, 33%, and 35% federal income tax rates on ordinary income through 2012. Without the new law, these rates would have been replaced in 2011 and beyond by the pre-Bush rates of 15%, 28%, 31%, 36%, and 39.6%. The Act also extends the 0% and 15% federal income tax rates on most long-term capital gains and dividends through 2012. Without the new law, most long-term capital gains would have been taxed at 10% or 20% and dividends would have been taxed at ordinary rates of up to 39.6%.

Marriage Penalty Relief Extended through 2012.

As you know, getting married can cause a couple's combined federal income tax bill to be higher than when they were single. The 2001 Bush tax cut legislation eased this marriage penalty by tweaking the lowest two tax brackets for married couples and by giving them bigger standard deductions. Without the new law, these fixes would have disappeared after 2010. The Act extends them through 2012.

Social Security Tax Reduction for 2011 Only. The Act cuts the 6.2% Social Security tax withholding rate on employee salaries from 6.2% to 4.2%. This temporary change only affects the first \$106,800 of 2011 wages (i.e., wages up to the 2011 Social Security tax ceiling). The maximum savings are \$2,136 for unmarried individuals and \$4,272 for couples. The Social Security tax component of the self-employment tax is cut from 12.4% to

10.4% for 2011, so self-employed folks will benefit too.

Good News: Because of this change, employees should have noticed bigger paychecks by the end of January, 2011. Self-employed folks will account for the change by reducing their 2011 estimated payments.



Personal Exemption and Itemized Deduction Phase-outs Repealed through 2012. For 2010, unfavorable phase-out rules that

could reduce some of your most-cherished write-offs were temporarily repealed. The phase-out rules were scheduled to come roaring back in 2011. Thankfully, the Act keeps the repeal in place through 2012.

Alternative Minimum Tax (AMT) Patch for 2010 and 2011. As you know, it has become an annual ritual for Congress to "patch" the AMT rules to prevent millions more households from getting socked with this add-on tax. The patch primarily

consists of allowing bigger AMT exemptions and allowing personal tax credits to offset the AMT. The Act makes the patch for 2010 and for 2011 as well.

100% Gain Exclusion for Qualified Small Business Corporation Stock Extended to Cover Shares Issued in 2011. The Small Business Jobs Act of 2010 (enacted last September) created a temporary 100% gain exclusion (within limits) for sales of qualified

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Let us help with your ERP software and IT needs!

Accounting software needs analysis, selection,
implementation, training and support

Manufacturing and distribution solutions

Third-party software integration

Creating meaningful management reports using
Crystal Reports or FrX

Assessing your IT controls and practices

Reviewing your internal processes and controls for
efficiency as well as fraud prevention practices



SAGE MAS 200

SAGE MAS 90



Shannon & Associates is proud to be an independent member of Nexia International, a worldwide network of independent auditors, business advisers and consultants. Nexia International is the 10th largest network of accounting firms in the world, with member firms in over 100 countries. This global representation with Nexia enables us to offer our expertise in international taxes and accounting around the world and provide top quality service to our clients with foreign and domestic financial needs.

News from the inside...

We are pleased to announce that Roger A. Jones, CPA, is now a partner. Roger joined Shannon & Associates in 2009 starting the firm's financial institution niche. Roger has spent over 20 years in public accounting and private industry as a financial institution expert. Roger focuses his work with modern-day financial services companies that include credit unions, mortgage lenders, community banks, international money transmitters and other non-traditional lenders. While not working, Roger enjoys spending time with his wife, Ellen, their 6 kids and the family dog, Sunny. Not one to age gracefully, Roger continues to enjoy certain "board sports" that include snowboarding, windsurfing, wakeboarding and long-boarding. In addition, you will occasionally find Roger participating in weekend motorcross events with his family throughout Washington and Oregon. A resident of Woodinville, he has also been known to enjoy a special glass of vintage Washington wine while attending outdoor concerts at Chateau St. Michelle or following a round of golf at Bear Creek Country Club.

We are pleased to welcome Laura Koenig, CPA, to our firm. Laura is a senior manager, and the first tax return she prepared was for the year 1987. She has more than 23 years experience in public accounting. Laura is married to a University Place firefighter and they have an 11-year-old daughter. When not working, she enjoys gardening and cooking. Some other facts about Laura is that she avidly plays World of Warcraft with people across the country where she is known as Sonyachrushr, a short red-headed dwarf.

We are pleased to welcome Ferdinand Aonan, CPA, to our firm. Ferdi is a senior accountant with nearly 6 years experience in public accounting. His experience includes audits, reviews and compilations of financial statements for profits and NPO's and special projects relating to internal controls. He also specializes in audits of employee benefit plans. When not working, Ferdi enjoys spending time and taking care of his little sister, 2 nephews and 1 niece who range from ages 4-13. He loves watching UFC with friends and supporting the Phillipine boxing hero, Manny Pacquiao. Some other facts about Ferdi, he is an Ophiuchus who is left handed and he loves sushi.

Jeans for Charity

If you come into our office on a Friday, you may notice a lot of denim! This is because each Friday each of our staff who wears jeans donates \$2 to our "wear jeans for charity" fund. The firm will match the staff donations collected between now and December. The funds will be shared between two charities chosen by our staff, Pediatric Interim Care Center (www.PICC.NET) in Kent and Children's Therapy Center (www.CTC.ORG).

DOES YOUR BUSINESS HAVE “NEXUS” ISSUES?

A business that sells to customers in many states may be exposed to a variety of multistate tax issues. "Nexus" is a concept that is increasingly becoming a hot-button issue for companies with a multistate presence.

As many states grapple with budget deficits, nexus is gaining momentum as a means by which a state or other jurisdiction may claim that a particular activity of a company is subject to tax. Activities of a company in a given state where the business has a presence may be considered sufficient - from the taxing state's perspective - to cause a strong enough connection to impose any one or more of a number of taxes.

Businesses operating in a variety of states should consult with their tax professional as to whether taxes or other levies may be triggered in each state in which it operates. Not every state has each of the following taxes. For instance, many states do not impose an income tax and a franchise tax.

Sales and Use Tax. Generally, under federal law, a state must have "substantial nexus" to a seller in order to require the collection of sales and use taxes imposed on buyers upon the sale of goods or merchandise in its state. Over the years, "substantial nexus" has been defined generally as a company having a physical presence in the state, as determined by one

or more of a number of factors, including the presence of a salesperson or a contractor or a location within the state.

You should determine whether any of your business activities creates substantial nexus with each state in which it does business. In your analysis: Consider the activities that you are engaged in that may rise to the level of nexus; Determine which states consider the activities a sufficient connection; and prepare for the possible exposure to uncollected tax by conducting an analysis regarding those states where substantial nexus exists.

An added complication to the nexus concept is that, even if your out-of-state business activities do not result in exposure to one type of tax, it does not necessarily mean that those activities aren't sufficient for the state to impose other taxes.

Income Tax. Generally, a higher level of business activity than what constitutes nexus for sales tax must be present in a given state for it to also impose an income tax. As a general rule, if an out-of-state business engages in any of the following activities, it is generally considered to have sufficient state income-tax nexus: Derives income from sources within the state; Owns or leases property in the state; or Employs personnel who engage in activities that go beyond those protected under federal interstate commerce laws.

Merely selling into a state

should not be enough to cause nexus for income-tax purposes. Under federal law, a state may not impose a tax on out-of-state taxpayers based on or measured by net income where the only activity connecting it to the state is the solicitation of orders for sales of tangible personal property - as long as such orders are approved and shipped from outside the state trying to impose the tax. Generally, tangible personal property is an asset that can be touched or moved. Examples include furniture, jewelry, clothing, artwork, or household goods.

As a result, businesses must be vigilant against the potential exposure to income tax as it relates to a business's solicitation for the sale of intangible property (such as goodwill, trade secrets, patents, trademarks, or copyrights), real estate, or services.

Franchise Tax. A business's protection under federal law against the imposition of a given state's income tax does not necessarily insulate it from franchise tax. Franchise tax is typically imposed based on non-income factors, such as net worth or apportioned capital. Generally, franchise tax is exacted on a business entity for the privilege of doing business in the state. If a business has substantial nexus for sales and use-tax purposes, it may well have exposure to a state's franchise tax.

Gross Receipts or Other Business Taxes. The concept of basing tax on non-income factors is a growing trend. Many

states have passed laws that base the imposition of such a tax on measuring gross receipts generated from the seller from: The sale of products or services within the state; The value of a business transactions within the state; or some other modified base.

Such so-called gross-receipts taxes imposed on sellers are separate from sales and use tax imposed on buyers - even though the same sales receipts give rise to both tax liabilities.

A Review Is Needed

Many states have expanded their tax reach by imposing a variety of taxes based both on income and non-income factors. Business taxpayers should carefully consider their potential exposure to any one or more of the taxes discussed in this article in each state in which it does business. Need assistance determining your multistate tax obligations? Let us help.

**Thank you
for your
referrals!**

We appreciate the confidence you have in our services to refer to us other individuals and businesses!

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Business Depreciation and Depletion Changes

First-year Bonus Depreciation Allowed for Assets Placed in Service through 2012. The Act generally allows 100% first-year bonus depreciation for qualifying new (not used) assets that are acquired and placed in service between 9/9/10 and 12/31/11. It also allows 50% first-year bonus depreciation for qualifying new (not used) assets that are placed in service in calendar year 2012. For a new passenger auto or light truck that's used for business and is subject to the luxury auto depreciation limitation, the 100% and 50% bonus depreciation breaks increase the maximum first-year depreciation deduction by \$8,000 for vehicles acquired and placed in service by 12/31/12.

15-year Depreciation for Leasehold Improvements, Restaurant Property, and Retail Space Improvements Extended through 2011. The 15-year straight-line depreciation privilege for qualified leasehold improvements, qualified restaurant buildings and improvements, and qualified retail space improvements is retroactively restored for property placed in service in 2010 and extended to cover property placed in service in 2011. (Without the favorable 15-year depreciation rule, leasehold improvements, restaurant building improve-

ments, restaurant buildings, and retail space improvements generally would have to be depreciated straight-line over 39 years.)

Suspension of Percentage Depletion Net Income Limitation for Marginal Properties Extended through 2011. The suspension of the 100%-of-net-income limitation on percentage depletion deductions for marginal oil and gas properties is retroactively reinstated for tax years beginning in 2010 and extended through tax years beginning in 2011.

Business Tax Credit Changes

Research Credit Extended through 2011. The Act retroactively restores the research credit for 2010 and extends it through 2011 to cover qualifying expenses paid or incurred in those years.

Work Opportunity Credit Hiring Deadline Extended by Four Months. The Act extends the general deadline for employing eligible individuals for purposes of claiming the Work Opportunity Tax Credit by four months, from 8/31/11 to 12/31/11.

Differential Pay Credit for Small Employers Extended through 2011. Legislation enacted in 2008 created a tax credit for eligible small employers that provide differential pay to employees while they serve in the military. The credit equals 20% of differential pay of up to \$20,000 paid to each qualifying employee during the tax year. The

credit expired at the end of 2009. The Act retroactively restores it to cover payments made in 2010 and extends it to cover payments made in 2011.

Contractor Credit for Building Energy-efficient Homes Extended through 2011. The Act retroactively reinstates the \$2,000 per-home contractor tax credit for building new energy-efficient homes in the U.S. (including manufactured homes) for 2010 and extends it through 2011. The credit can also be claimed for substantially reconstructing and rehabilitating an existing home and making it more energy-efficient. Homes that don't fully meet the energy-efficiency standards may qualify for a reduced \$1,000 credit. To qualify for this credit, a home must be sold by 12/31/11 for use as a residence.

Business Charitable Contribution Changes

Enhanced Deduction for Food Donations Extended through 2011. The new law retroactively restores for 2010 and extends through 2011 the enhanced charitable contribution deduction for non-C corporation businesses that donate food (it must be apparently wholesome when donated). This provision is intended for non-C corporation businesses that have food inventories, such as restaurants.

Enhanced C Corporation Deduction for Book Donations Extended through 2011. The Act retroactively restores for 2010 and extends through 2011 the enhanced deduction for C corporations that donate books to schools. This provision is intended for C corporations that have book inventories, such as publishers and retailers.

Enhanced C Corporation Deduction for Computer Donations Extended through 2011.

The new law retroactively restores for tax years beginning in 2010 and extends through tax years beginning in 2011 the enhanced deduction for C corporations that donate computer equipment and technology to qualifying educational organizations and libraries.

Favorable Rule for S Corporation Donations of Appreciated Assets Extended through 2011. The new law retroactively restores for tax years beginning in 2010 and extends through tax years beginning in 2011 the favorable shareholder basis rule for stock in S corporations that make charitable donations of appreciated assets.

Conclusion

As you can see, the new law includes lots of changes, and we did not cover them all here due to space constraints. If you have questions or want more complete information about the new law, please contact us.

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small business corporation (QSBC) stock issued between 9/28/10 and 12/31/10. The Act extends the window for taking advantage of this change by one year to cover QSBC shares issued between 9/28/10 and 12/31/11.

Note: QSBC shares must be held for more than five years to be eligible for the gain exclusion break. Thus, we are only talking about sales that will occur well down the road.

IRA Qualified Charitable Contributions Extended through 2011. For 2006-2009, IRA owners who had reached age 70½ were allowed to make annual tax-free distributions of up to \$100,000 paid directly out of their IRAs to charitable organizations. These donations are called qualified charitable distributions (QCDs). They generally do not directly affect your federal income tax bill because no deductions are allowed. However, you do not have to itemize deductions to benefit and QCDs count as IRA required minimum distributions (RMDs). Therefore, charitably inclined seniors can get a break by arranging for tax-free QCDs to take the place of taxable RMDs and those who do not itemize can effectively get the benefit of the deduction by arranging for tax-free QCDs. The QCD break expired at the end of 2009. The Act retroactively restores it for 2010 and extends it through 2011.

Bigger Child Credit Extended through 2012. For 2011 and beyond, the maximum credit was scheduled to drop from \$1,000 to only \$500. The Act extends the \$1,000 credit through 2012.

American Opportunity Education Credit Extended through 2012. The American Opportunity credit can be worth up to \$2,500, can be claimed for up to four years of undergraduate education, and is 40% refundable. It was scheduled to expire at the end of 2010 and be replaced by the Hope Scholarship credit which is smaller, can only be claimed for the first two years of college, is subject to phase-out at lower income levels, and is nonrefundable. The Act extends the more generous American Opportunity credit through 2012.

College Tuition Deduction Extended through 2011. This write-off, which can be as much as \$4,000, or \$2,000 at higher income levels, expired at the end of 2009. The Act retroactively restores the deduction for 2010 and extends it through 2011.

More Generous Student Loan Interest Deduction Rules Extended through 2012. This write-off, which can be as much as \$2,500 (whether you itemize or not), was scheduled to fall under less favorable rules in 2011 and beyond. The Act extends through 2012 the more favorable rules established by the 2001 Bush tax cut legislation.

More Generous Coverdell Education Savings Account Rules Extended through 2012. For 2011, the maximum contribution to federal-income-tax-free Coverdell college savings accounts was scheduled to drop from \$2,000 to only \$500, and a stricter phase-out rule would have limited contributions by

many married joint-filing couples. The Act extends through 2012 the more generous contribution rules established by the 2001 Bush tax cut legislation.

Employer Educational Assistance Plans Extended through 2012. Through 2010, an employer can provide up to \$5,250 in annual federal-income-tax-free educational assistance to each eligible employee. Both undergraduate and graduate school costs can be covered by the plan, and the education need not be job-related. This taxpayer-friendly deal was scheduled to expire at the end of 2010. The Act extends it through 2012.

Option to Deduct State and Local Sales Taxes Extended through 2011.

For the last few years, individuals who paid little or no state income taxes had the option of claiming an alternative itemized deduction for state and local general sales taxes. The sales tax deduction option expired at the end of 2009. The Act retroactively restores it for 2010 and extends it through 2011.

More Generous Earned Income Tax Credit Rules Extended through 2012. The 2009 Stimulus Act increased the refundable earned income credit (EIC) percentage for families with three or more qualifying children from 40% to 45%. This change was effective for 2009 and 2010, and it resulted in larger EICs for affected families. The Stimulus Act also increased the income threshold for the phase-out rule that can reduce or eliminate EICs for

married joint-filing couples. Both changes were scheduled to expire at the end of 2010. The Act extends them through 2012.

More Generous Dependent Care Tax Credit Rules Extended through 2012. For the last few years, parents could claim a credit of up to \$600 for costs to care for one under-age-13-year-old child or up to \$1,200 for costs to care for two or more under-age-13-year-old kids, so the parents can go to work. Lower-income parents can claim larger credits of up to \$1,050 and \$2,100, respectively. For 2011 and beyond, the maximum credits were scheduled to drop. The Act extends the more generous maximum credit amounts through 2012. Note that in some cases, the credit can also be claimed for dependents other than under-age-13-year-old children.

Smaller Tax Credit for 2011 Energy-efficient Home Improvements.

The 2009 Stimulus Act provided that 30% of 2009 and 2010 expenditures for energy-efficient insulation, windows, doors, roofs, and heating and cooling equipment in U.S. residences could qualify for a credit, up to a maximum credit amount of \$1,500 over the two years combined. The new law extends the credit through 2011, but the credit percentage is scaled back to only 10% and the lifetime credit limit is only \$500. The \$500 credit cap is reduced by any credits claimed in 2006-2010.

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New Estate and Gift Tax Rules for 2010-2012

The new law includes favorable estate tax provisions for individuals who died in 2010, as well as those who die in 2011 and 2012. Here is a brief summary.

\$5 Million Estate Tax Exemption and 35% Rate. For estates of individuals who die in 2010-2012, the Act establishes a \$5 million federal estate tax exemption with the 2012 amount indexed for inflation. Big estates are taxed at 35% above the \$5 million threshold. (We'll have more on special rules for estates of individuals who died in 2010 later.)

Unused Estate Tax Exemption Can Be Left to Surviving Spouse. For the first time, married individuals who don't use up their estate tax exemptions will be able to pass along unused amounts to surviving spouses. In other words, unused exemptions of individuals who die in 2011 or 2012 (but not 2010) will be "portable." The ability to pass along unused estate tax exemptions to surviving spouses is a very favorable development. It allows both spouses' exemptions to be utilized without having to set up a credit shelter trust or engage in other tax planning maneu-

vers-as long as they both die in 2011 or 2012. Unfortunately, this new portability rule sunsets after 2012, so it won't help decedents who die after 2012. Also, the portability rules do not apply to the generation-skipping transfer tax exemption. Thus, trusts may still be needed in certain situations.

Unlimited Basis Step-ups for Inherited Assets. For heirs of decedents who die in 2011 and beyond, the familiar rule that allows the federal income tax basis of inherited capital-gain assets (such as real estate and stock) to be stepped up to reflect fair market value on the date of death is reinstated. This favorable rule is also reinstated for decedents who died in 2010 unless the estate elects to instead use the modified carryover basis rule. (We'll have more on this election shortly.) With the restoration of the unlimited basis step-up rule, heirs won't owe any federal capital gains taxes on appreciation that occurs through the date of death-as long as that date is after 2010 or, for decedents who died in 2010, their estate doesn't elect to use the modified carryover basis rules.

Estate and Gift Tax Exemptions and Rates Are Equalized. The Act sets the lifetime federal gift tax exemption for

2011 and 2012 at \$5 million--with the 2012 amount indexed for inflation (ditto for the generation-skipping transfer tax exemption). Thus, the gift tax and estate tax exemptions are equalized for 2011 and 2012. This is a huge improvement over the previous \$1 million gift tax exemption (which continues to apply for 2010). An unmarried person can now give away up to \$5 million while alive without paying any gift tax, and a married couple can give away up to \$10 million. (To the extent you dip into your gift tax exemption, your estate tax exemption is reduced dollar-for-dollar.) The tax rate on 2011 and 2012 gifts in excess of the \$5 million exemption is 35%, same as the estate tax rate. Again, thanks to sunset provisions, the gift tax exclusion reverts to \$1 million after 2012.

Clarity for Estates of 2010 Decedents and 2010 Generation-skipping Transfers. The Act clarifies the estate tax treatment of estates of individuals who died in 2010 and the generation-skipping transfer (GST) tax treatment of generation-skipping gifts made in 2010, but it does so in a weird way. The new law reinstates both taxes for 2010 with \$5 million exemptions for each. But, executors have the option of electing out of the estate tax for 2010 in accordance with the 2010 repeal. If executors elect out of estate tax, the aforementioned modified carryover basis rules apply to heirs for income tax basis purposes. So, heirs of large es-

tates can wind up owing capital gains taxes on appreciation that occurs through the decedent's date of death, but there won't be any federal estate tax. If the election out is not made for an estate, the \$5 million exemption applies for 2010, and the income tax basis of inherited assets equals FMV on the date of death.

For 2010, the GST exemption is \$5 million. However, the 2010 GST rate is deemed to be 0%, so there's no actual GST liability for 2010. Therefore, large generation-skipping gifts can be made in 2010, and only the gift tax will be owed (2010 gifts in excess of the \$1 million gift tax exemption for that year are taxed at a flat 35% rate). The GST tax exemption is not subject to any portability, unlike the estate tax exclusion amount.

Thus, up to \$5 million of GST tax exemption may be allocated to transfers in trust in 2010 (depending on how much GST tax exemption was used by the transferor prior to 2010).

Note: The \$5 million GST tax exemption is available to an estate whether the executor of an estate for a decedent who died in 2010 chooses to be subject to estate tax or elects out of the estate tax and instead applies the modified carryover basis rules.

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