



Streamlined Sales Tax Executive Committee Meeting Minutes
Friday, January 30, 2026, 10:00 am central
Teleconference

Call to Order and Roll Call

President Wilkinson called the meeting to order at approximately 10:00 am central. The roll of the Committee was called. Present were President Lance Wilkinson (MI), Representative Adam Smith (KS), Senator Tim Reed (SD), Representative Brian Kennedy (RI), Larry Molnar (IN), Andrew Furuseth (NC), Senator Brad Bekkedahl (ND), Shelly Paulk (OK) and Nate Weber (WI). Absent was Senator Ann Rest (MN). With nine out of ten members present, the quorum was established.

Comments by Incoming President Lance Wilkinson (MI) – 2026 SSTGB President

President Wilkinson provided a welcome and discussed hot issues for 2026 such as elimination of the penny information, digital goods, finishing up the schema changes, maintaining uniformity and transparency, assisting new Governing Board and committee members to make their transition into Streamlined easier and helping ensure that SST is recognized as one of the key experts when it comes to sales tax. He welcomed new Executive Committee members elected at the October Governing Board Meeting, Larry Molnar and Shelly Paulk and thanked Representative Kennedy for his leadership over the past year.

Comments by Immediate Past SSTGB President Representative Brian Kennedy (RI)

Representative Kennedy (RI) stated the organization has seen a tremendous amount of growth in the past year. Working with the other organizations is so important such as the work with NCSL on the penny paper they published. So many online sellers have reached out to Streamlined Sales Tax for guidance on these issues which is a testament that this organization is the voice of sales tax issues. As we grow, we are in great hands. The planning meeting was a good start, and he looks forward to seeing what is accomplished in 2026.

Review and approve minutes from December 12, 2025 Executive Committee Meeting (EM26001)

President Wilkinson stated the minutes were posted to the website. No comments were received. Representative Kennedy motioned to approve the minutes. A voice vote was taken and was unanimous. Motion carried.

Committee Appointments

President Wilkinson walked through each of his recommendations of the folks to chair or be members of the various Committees. He indicated that Craig had reached out to all of his recommendations prior to the meeting to ensure they would be willing to serve if recommended and approved by the Executive Committee.



State and Local Advisory Council - Chair and Vice Chair appointments. President Wilkinson recommended Merry Hopkins (MN) as chair and Alex Fant (OH) as vice-chair. Senator Reed (SD) motioned to approve. A voice vote was unanimous. Motion carried.

Compliance Review and Interpretation Committee (CRIC) - Chair and Vice Chair appointments. President Wilkinson recommended Dave Matelski (MI) as chair and Richard Dobson (KY) as vice chair. Representative Kennedy motioned to approve. A voice vote was unanimous. Motion carried.

CRIC Committee – President Wilkinson recommended Senator Wayne Harper (UT), Senator Tim Reed (SD), Mike Ralston (IN), Tim Jennrich (WA) and Lisa Haws (OK) as the Committee members. Nate Weber (WI) motioned to approve. A voice vote was unanimous. Motion carried.

Issue Resolution Committee - Chair appointment. President Wilkinson recommended Larry Molnar (IN) as chair. Representative Smith (KS) motioned to approve. A voice vote was unanimous with Larry Molnar abstaining from the vote. Motion carried.

Issue Resolution Committee members – President Wilkinson recommended Laura Stanley (OH), Michael Hale (KS), Commissioner Rebecca Rockwell (UT), Andrew Furuseh (NC) as IRC Committee members. Senator Reed (SD) motioned to approve. A voice vote was unanimous. Motion carried.

Audit Committee - Chair appointment. President Wilkinson recommended Megan Martin (ND) as Audit Committee Chair. Senator Bekkedahl (ND) motioned to approve. A voice vote was unanimous. Motion carried.

Certification Committee - Chair appointment. President Wilkinson recommended David Kolb (IN) as Certification Committee Chair. Representative Kennedy (RI) motioned to approve. A voice vote was unanimous. Motion carried.

Public Notice Related to Consideration of Sanctions in Accordance with SSTGB Rule 809

President Wilkinson indicated that SST had two member states that were voted not in compliance with the Agreement at the fall 2025 meeting. In accordance with past practices, the next step is to issue a public notice to allow for input on what sanctions should be considered with respect to the noncompliance by these states.

President Wilkinson asked Georgia and Ohio if they had any comments. Alex Fant referred back to their original letter to the Governing Board. There has not been a change in legislation or code which put them out of compliance and he does not see that changing in the near future. Georgia was not on the call.



Craig indicated that he will be sending letters to Georgia and Ohio formally notifying them that that the Governing Board found them to not be in compliance with the Streamlined Sales and Use Tax Agreement.

Craig will also be sending out the notice to start the 30-day public comment period regarding sanction recommendations related to these states. Any public comments will need to be to Craig by March 2, 2026. The Executive Committee will then meet at least 10 days after the public comment period closes to develop and discuss its sanctions recommendations. A special meeting will not be called to discuss this, but instead will be an issue on the agenda for the planned March meeting. The Executive Committee will bring their recommendations to the Governing Board at the May meeting for vote.

Report On Planning Meeting

President Wilkinson stated the annual planning meeting took place January 4 - 5th in Atlanta to discuss the initiatives for 2026, as well as long term initiatives.

He thanked State representatives – Mike Walsh (NE), Lance Wilkinson (MI), Tim Jennrich (WA), Senator Wayne Harper (UT), Representative Adam Smith (KS), Senator Ann Rest (MN), Nate Weber (WI), Merry Hopkins (MN) and Dave Matelski (MI). Local Government Reps – Mike Bailey (GFOA) and Business Representatives – Brandi Drake (BAC President and Charter Communications), Diane Yetter (BAC and Sales Tax Institute) Chad Paulson (BAC and CSP – Avalara), Dave Steines (BAC and CSP – Tax Cloud), Fred Nicely (BAC – COST), and Deb Bierbaum (BAC and Multistate Associates) for their participation.

They discussed 2025 and issues that would be continued to work on in 2026. We want to continue to do the best work we can regarding Streamlined’s goals of uniformity, but recognize the challenges of requiring states to change their laws. We want to stay ahead of current issues, such as AI. An Executive Order was issued relating to AI by the President. We don’t know what the impact will be at this time, but we need to be watching the issue and try to stay ahead of it.

Digital goods is a topic that is growing and constantly changing and there is a workgroup working to address some of those issues through possible amendments to the SSUTA as well as disclosed practices. We want to continue to identify issues as soon as possible and work to address them before they become large problems.

The group spent time discussing SST’s SWOT (strengths, weaknesses, opportunities and threats).

Chad Paulson (Avalara) indicated that the CSP contract renewal is another issue that will be worked on this year, and they would like to get it buttoned up as soon as possible.



Diane Yetter (Sales Tax Institute) on behalf of the BAC thanked Streamlined for the opportunity to be involved in planning for the year.

Craig thanked everyone for participating, stating it's a great forum to share ideas and identify issues and concerns. He reminded folks that SST has a limited staff and it takes a lot of time and effort by the states and business community to work through the various issues being addressed and thanked all of the states and business community members for their participation and sharing their expertise in these workgroups.

Craig also reminded folks that when you are trying to bring forward a product with 24 states and the business community's input and trying to reach a consensus, it can be a challenge but SST has shown that through collaboration and compromise, it can be done. He stressed the importance of coordinating with other tax organizations such as FTA, MTC and NCSL.

HE also reminded everyone that while we can plan our year and identify the topics we want to work through, we also need to recognize that unexpected issues come up – with the penny elimination being a prime example. These things need to be addressed in a timely manner.

Nate Weber indicated that he appreciated the opportunity to participate and asked if there will be a written summary provided. Craig indicated he has not finished putting it together, but it will be forthcoming.

CSP Contract Discussions

President Wilkinson reminded everyone that we are working on revising the current CSP contract which runs through the end of 2026. Craig is working on language for some of the revisions and has also provided the list of issues to the CSPs which they indicated they would draft initial suggested language on.

Craig indicated that we need to recognize that there are numerous provisions in the CSP contract that have existed since the first contract was signed and they have stood the test of time, which is good. However, there are also provisions in the contract that have been there since the beginning for which there will likely be suggested changes, such as some of the thresholds for determining who qualifies as a CSP compensated seller.

Although Craig has not yet received the suggested language back from the CSPs on their issues, we are going to get a meeting scheduled for the negotiating team in February to discuss the proposed changes that Craig has drafted thus far. The goal is to try to have most if not all the proposed changes agreed to within the negotiating team by the May Governing Board meeting so it can be considered at that time. Craig added each state will receive a copy of the changes to the contract as well as an explanation as to why we have made the changes to review. He stated the May timeframe is very do-able so that is the current goal. Chad Paulson stated he will reach out with the proposed language drafted by the CSPs on some of the issues.



Updates and Reminders

Craig stated he has been working on the penny article for a while. Some folks weren't comfortable with the article from a state perspective. They weren't sure what authority they had with rounding and telling businesses what to do. There have been a couple drafts of the article circulated to the states. Nineteen states have approved the latest article as is, and he is having conversations with some of the others. He reminded the Executive Committee that the business community is really looking for some guidance regarding this issue as it relates to sales tax calculations. Craig indicated he is looking for some guidance from the Executive Committee on how to proceed. He believes we should post the article to the website along with links to any specific information each state has put out to provide guidance to the business community. Lance asked if we should post the article and specifically identify which states don't support it so people can seek out information directly from these states. Larry Molnar appreciates adding which states are in support. That may alleviate their hesitation to approve the letter until their legislation is approved.

Craig indicated the article is very generic and basically just says there is no change in how you calculate the sales tax and that the rounding to the nearest nickel is done at the very end of the transaction with no impact on the sales tax calculation. He would really like to get every state to support it.

Lance Wilkinson suggested we amend the article to include a statement to identify the states that have affirmatively approved the letter and asking readers to refer to the state's websites that haven't.

Craig indicated he will continue to try to get all SST member states on board and will get a webpage put together that contains the article and links to information posted by the states.

Craig reminded everyone that the agendas for the upcoming in-person meetings of the SLAC, Audit and Certification Committees (February 23 – 26) have been posted. Please make sure you are registering if attending in-person and the hotel block closes February 1.

Craig reminded states to reach out to Streamlined to review any legislation that may affect their compliance with the agreement to provide feedback. Oftentimes the language can be adjusted to accomplish the goal, while remaining in compliance.

He also asked states to review their list of delegates to make sure it is correct and reminded all the states that if you aren't able to attend a Governing Board meeting, you can appoint a designee to vote on your behalf. The delegate just needs to let Craig and Bobbie know who is being appointed as their designee.

Craig reminded the state and CSPs that the contract compliance audit questionnaires were sent to states and CSPs and to please reply by the February 6 due date.



The following list of meeting dates and times were reviewed. If conflicts exist, please let us know ASAP. Bobbie will be sending calendar invites to the Executive Committee members.

Executive Committee Meetings

- o March 27, 2026 – Teleconference (10 am central)
- o May 12 - 14, 2026 – Grand Rapids, MI (as part of Spring meetings)
- o August 14, 2026 – Teleconference (10 am central)
- o October 13 – 15, 2026 – Jackson Hole, WY (as part of Annual meeting)
- o December 11, 2026 – Teleconference (10 am central)
- o January 15, 2027 – Teleconference (10 am central)

Governing Board Meetings

- o Spring meeting, May 12 - 14, 2026 – Grand Rapids, MI
- o Annual meeting, October 13 – 15, 2026 – Jackson Hole, WY (Annual Meeting)
- o December 18, 2026 – Teleconference (10 am central)

Old Business

Nate Weber asked for an update on the Digital products workgroup and what has been discussed as the plan moving forward, as well as what the goal for the group is.

Craig indicated that he had planned to talk about this under new business but since Nate raised the question now he would discuss it now.

During recent discussions during a digital goods workgroup call an issue was brought up specifically related to digital audio visual works that provide training, education or instruction. The issue was whether or not the SSUTA allows states that generally impose tax on digital audio visual works to exclude those digital audio visual works sold for training, educational or instructional purposes. The SSUTA has a definition of digital audio visual works and many of the SST states have adopted this definition and chose to impose tax on these items. At the same time, however, some of the states do not impose the tax on these items when sold for training, educational or instructional purposes. The reasons states do not impose tax on these items vary under each state's laws. For some of them, they may not be imposing the tax on these items because they don't impose tax on the equivalent in-person/live version of the event and believe the ITFA may preclude them from imposing tax on these items. These types of events when transferred to the customer electronically (i.e., streamed) meet the definition of digital audio visual work, but when the state excludes them because they don't want to violate the Internet Tax Freedom Act, it could be argued that it creates an SST compliance issue because the state is not following the uniform definition (i.e., they are carving some things out of the definition). This can put states in a bind – if they impose tax on the streamed version but not the in-person version of the event, they may face an Internet Tax Freedom Act challenge. However if they generally impose tax on digital audio visual works but exclude those digital



audio visual works because they believe it is prohibited because of the Internet Tax Freedom Act, they now have a potential compliance issue with the SSUTA.

Craig indicated that he didn't think anyone wanted to or intended to put states in this position. It is really an unintended result of how the SSUTA is drafted – but can be corrected – and should also help provide better (not perfect) guidance to the business community as to how states treat these types of events.

Craig suggested that SST consider developing a specific toggle language in the specified digital goods definitions section to allow states to allow them to exclude specific digital goods from the definition such as those sold for training, instruction and/or education. We should also look at amending Section 805 of the SSUTA to provide general language that will prevent a state from being found out of compliance if the state determines they need to take a certain position to conform to a specific provision of federal law. This should be a general provision and should not have to be drafted each time this type of issue come up.

In this particular situation, it would prevent a state from being found out of compliance for excluding digital audio visual works sold for education, training or instruction if they needed to do that to comply with the Internet Tax Freedom Act.

Craig indicated that there is some precedent for doing this in the SSUTA. For example in Section 302 of the SSUTA which generally requires a uniform state and local tax base – there is a clause added that provides “unless otherwise prohibited by federal law.” This was put in, at least in part, to address a federal law that prohibited imposition of local taxes on direct-to-home satellite services.

Similar type language is also included in Section 308 which generally prohibits multiple state sales tax rates. The clause provides that “...if federal law prohibits the imposition of local tax on a product that is subject to state tax, the state may impose an additional rate on such product, provided such rate achieves tax parity for similar products.”

Craig indicated that he is looking for any comments, questions or concerns anyone may have in this area and want to know if they are good with him working with the BAC and states to develop proposed amendment language related to Section 805.

At the same time, the digital goods definitions workgroup would be tasked with drafting the language specifically related to the digital audio visual (and digital audio) works toggle and this should be made the priority so it is ready for the May Governing Board meeting. It does not appear that any state should have to change its laws, but will result in revisions to the Certificate of Compliance and Taxability Matrices.

Nate Weber indicated that he is opposed to a toggle and doesn't think it is needed. Bruce Johnson indicated that in his personal view, there should be a provision that a state is not out



of compliance with respect to issues where compliance with the SSUTA would lead to a conflict with federal law. Bruce and others also indicated that the business community still needs and wants direction on the digital audio visual works in the education area so they know what states are or are not expecting them to tax.

Lance asked if there any objections to this approach. Nate, Andrew Furuseth and Larry all indicated support for this approach. No objections were raised.

New Business

Nothing additional raised.

Adjournment

President Wilkinson motioned to adjourn (provided by Larry Molnar) at 11:50 AM Central.