

## Small Business Workshops

**Rachel:** I'm here with Carl York who is a Tax Specialist with the Kansas Department of Revenue who educates small business owners on sales tax and the laws surrounding it and how to make sure you're on the right side of the law.

So, Carl, what are some of the common pitfalls that small business owners fall into when they're starting a business?

**Carl:** It's very interesting. A lot of businesses do not realize that they actually need to collect sales tax on a lot of things they sell. But even more interesting is they don't know that they can actually buy the things they are selling without sales tax and sometimes other things.

So what I do is I let them know of these things.

**Rachel:** So how do you teach people about the sales tax laws and how to make sure that they stay on the right side of the law and all the benefits that the law may bring to their business?

**Carl:** Well, the Kansas Department of Revenue, we partner with the Small Business Development Center and they host two sales tax classes that I go out and teach all over Kansas.

I have two classes because I have a class for retail businesses and for construction contractors.

A lot of people don't realize that the sales tax laws for construction contractors are different and in a lot of ways more difficult to understand. So we separate those to make them easier to understand.

**Rachel:** So how can I, as a small business owner, maybe out in rural western Kansas find out about the nearest sales tax class near me?

**Carl:** The easiest way to find out is to go to the [ksrevenue.org](https://www.ksrevenue.org) website and look for my brochure (<https://www.ksrevenue.org/pdf/edu70.pdf>).

It's the EDU 70 but that is our number for the sales tax classes that we go out and teach with the Small Business Development Center.

I put those out every six months, January to June and December to July.

Once again, that website is: [ksrevenue.org](https://www.ksrevenue.org)