
*Tariffs to tax
compliance: How
to remain ready
in a shifting U.S.
policy landscape*

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Wolters Kluwer

Welcome & introductions



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Key tax provisions relevant to manufacturers

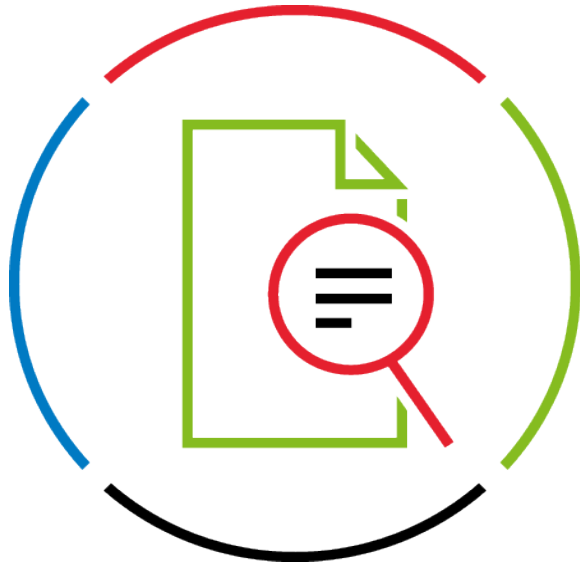


Seismic shifts in trade and tax policy

- Tariffs
- Effects on manufacturers
- Effects on consumers
- Aunified comprehensive bill
- Recent significant changes shaping the environment



The One Big Beautiful Bill (OBBB)



- Reinstatement of 100% bonus depreciation
- Restoration of EBITDA-based limitation for business interest deduction
- Expansion of Section 179 expensing
- Changes to clean energy tax credits
- Timing of capital investments critical for tax efficiency

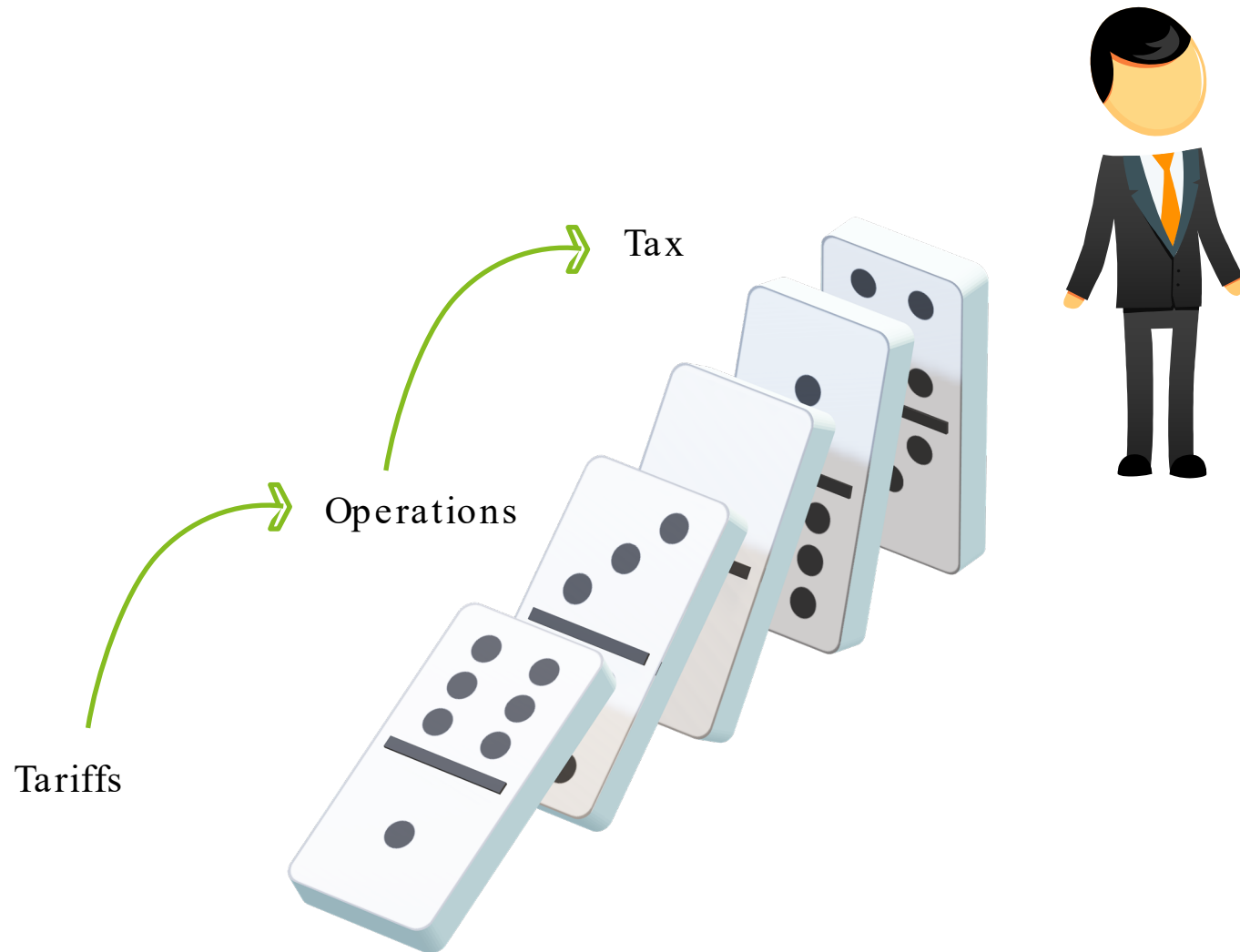
Polling question 1

Which of the following was a major change introduced by the One Big Beautiful Bill (OBBB)?

- A. Elimination of state sales tax on manufacturing inputs
- B. Expansion of tariffs on certain imports
- C. Restored 100% bonus depreciation prospectively
- D. Automatic exemption for domestic vendors



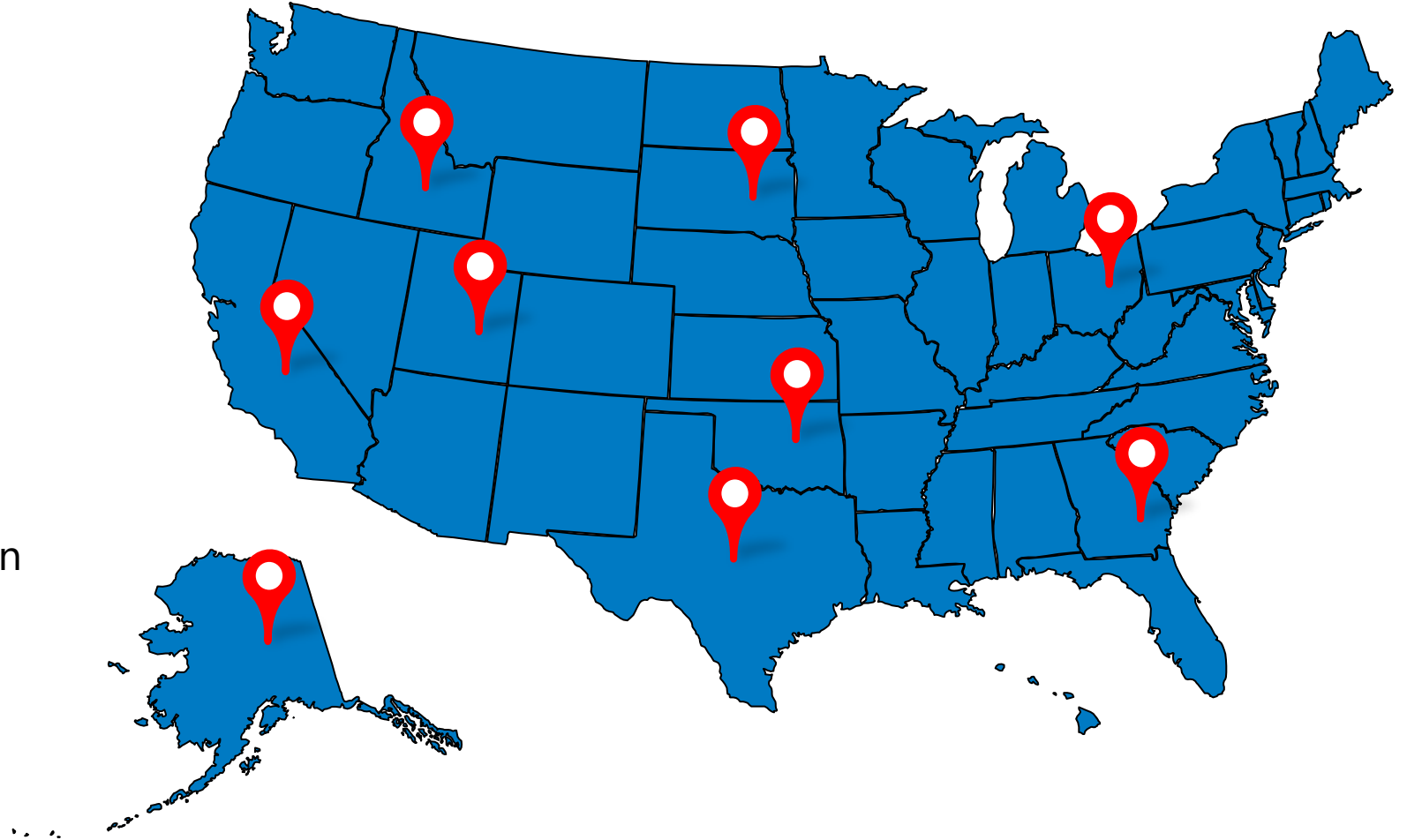
Tariffs raise costs & compliance complexity comes next



- Tariffs lead to higher costs for goods sold
- OBBB expensing rules help mitigate some of the cost pressures caused by tariffs
- Reshoring and changes in supply chains result in new state tax responsibilities

Interstate complexity

- Manufacturers depend on exemptions for resale, production materials, and R&D costs
- State definitions and machinery exemption rules vary widely
- Local and state tax treatments can conflict
- Businesses must update exemption certificates with new vendors and customers
- Operational changes may trigger new tax obligations in different states



Polling question 2

How do tariffs typically affect sales tax obligations for manufacturers?

- A. Tariffs generally reduce the sales tax due
- B. Tariffs increase the price of goods, which can increase the sales tax collected
- C. Tariffs are not considered when calculating sales tax under any circumstances
- D. Tariffs eliminate the need to collect sales tax on imported goods



How the R&D credit just got more strategic



- Domestic R&D expenses are fully deductible after December 31, 2024
- Foreign R&D costs are amortized over 15 years
- Domestic R&D can also be amortized over 60 months
- Retroactive R&D deduction available back to 2022 for small businesses
- State R&D incentives may differ from federal rules

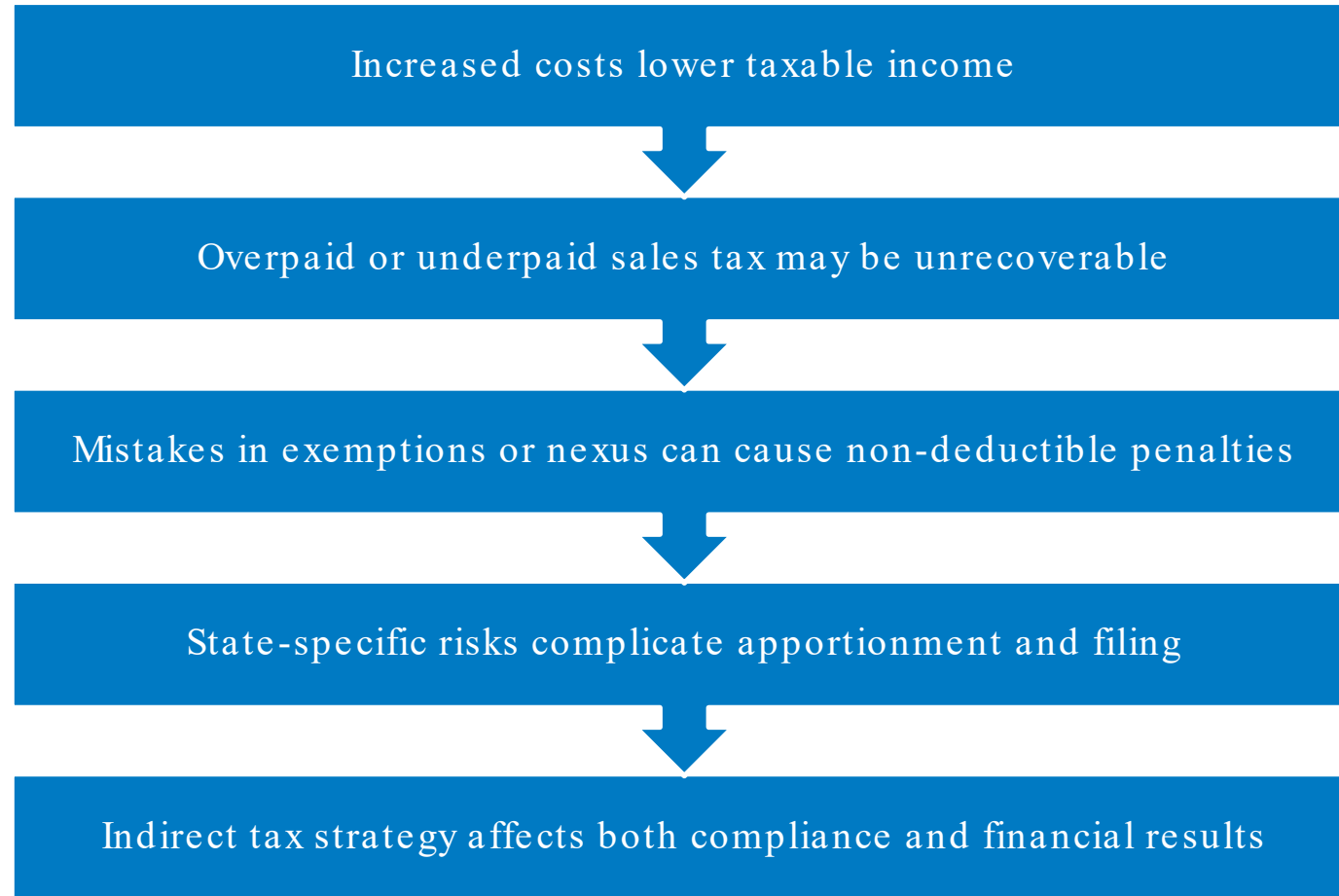
Polling question 3

What's one major change to the federal R&D tax credit under the One Big Beautiful Bill (OBBB)?

- A. It was eliminated entirely
- B. It now offers enhanced credits for U.S.-based innovation
- C. It only applies to companies with fewer than 500 employees
- D. It automatically applies to all outsourced R&D



What starts in ops ends on the tax return



How to prepare for the post-OBBB era



Identify new nexus & exposure points



Re-certify or expand exemption coverage



Re-evaluate R&D credit strategy under new rules



Tighten documentation and reporting



Assess automation readiness (ERP + tax systems)



Align tax, finance, and operations

Polling question 4

Which of the following is part of a proactive readiness checklist for tax leaders?

- A. Ignoring exemption certificates until audited
- B. Waiting for supply chains to stabilize before making changes
- C. Assuming all states treat exemptions the same way
- D. Mapping nexus exposure and updating documentation



Q+A



Thank You

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