



. . .so you don't just sit!

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## Sales Tax

DJ service(s) (as well as other mobile entertainers) in Iowa are **not** subject to State sales tax. Why is this important? The Iowa Department of Revenue doesn't require collection of taxes for non-taxable services. That's not surprising, but what is, is that they also don't *prohibit* collection of "tax" on non-taxable services. For some reason, I find that amazing. (But that is a subject for another rant.) In other words, there are no penalties for DJs who add a surcharge to their quoted price and call it "tax." The State of Iowa does not care.

If a DJ quotes \$500 for an event, but then charges \$535 ("including tax") and you're foolish enough to pay it, that money is his to keep. Poor you. Free 7% "raise" for him. People are so used to getting "stuck" by the government on everything they buy, that they often just pony up without complaining. Makes it pretty easy to get away with.

We hope you'll do the right thing, see him for the scoundrel that he is, and tell him to stick his DJ service where the sun don't shine.

It can probably go without saying at this point, but I'll say it anyway: ALsMUSIC does NOT add sales tax to our price for DJ service.