

**SENATE . . . . . No. 1951**

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The Commonwealth of Massachusetts

PRESENTED BY:

*Bruce E. Tarr*

*To the Honorable Senate and House of Representatives of the Commonwealth of Massachusetts in General Court assembled:*

The undersigned legislators and/or citizens respectfully petition for the adoption of the accompanying bill:

An Act relative to single sales factor.

PETITION OF:

NAME:

*Bruce E. Tarr*

DISTRICT/ADDRESS:

*First Essex and Middlesex*

**SENATE . . . . . No. 1951**

By Mr. Tarr, a petition (accompanied by bill, Senate, No. 1951) of Bruce E. Tarr for legislation relative to single sales factor. Revenue.

The Commonwealth of Massachusetts

In the One Hundred and Ninety-Third General Court  
(2023-2024)

An Act relative to single sales factor.

*Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:*

1 SECTION 1. Said section 2A of said chapter 63, as so appearing, is hereby amended by  
2 striking out subsections (b) and (c) and inserting in place thereof the following 2 subsections:-

3 (b) If the financial institution has income from business activity which is taxable both  
4 within and without this commonwealth, its net income shall be apportioned to this  
5 commonwealth by multiplying its net income by its receipts factor. If the receipts factor is  
6 missing, the whole of the financial institution’s net income shall be taxable under section 2. The  
7 receipts factor is missing if both its numerator and denominator are 0, but it is not missing  
8 merely because its numerator is 0.

9 (c) The receipts shall be computed according to the method of accounting, cash or accrual  
10 basis, used by the taxpayer for federal income tax purposes for the taxable year.

11 SECTION 2. Said section 2A of said chapter 63, as so appearing, is hereby amended by  
12 striking out subsections (d)(xii)(A) through (E) inserting in place thereof the following  
13 subsection:-

14 (xii)(A) The amount of Interest, dividends, net gains, but not less than zero, and other  
15 income from investment assets and activities and from trading assets and activities to be  
16 attributed the commonwealth and included in the numerator is determined by multiplying all  
17 such income from such assets and activities by a fraction, the numerator of which is the total  
18 receipts included in the numerator pursuant to subsections (i) through (x) and (xii) and the  
19 denominator of which is all total receipts of the taxpayer included in the denominator other than  
20 interest, dividends, net gains, but not less than zero, and other income from investment assets and  
21 activities and from trading assets and activities.”

22 SECTION 3. Said section 2A of said chapter 63, as so appearing, is hereby further  
23 amended by striking out subsections (e), (f) and (g) and inserting in place thereof the following  
24 subsection:-

25 (e) If the provisions of subsections (a) to (d), inclusive, are not reasonably adapted to  
26 approximate the net income derived from business carried on within the commonwealth, a  
27 financial institution may apply to the commissioner, or the commissioner may require the  
28 financial institution, to have its income derived from business carried on within this  
29 commonwealth determined by a method other than that set forth in subsections (a) to (d),  
30 inclusive. Such application shall be made by attaching to its duly-filed return a statement of the  
31 reasons why the financial institution believes that the provisions of this section are not  
32 reasonably adapted to approximate its net income derived from business carried on within this

33 commonwealth and a description of the method sought by it. A financial institution which so  
34 applies shall, upon receipt of a request therefor from the commissioner, file with the  
35 commissioner, under oath of its treasurer, a statement of such additional information as the  
36 commissioner may require.

37           If, after such application by the financial institution, or after the commissioner's own  
38 review, the commissioner determines that the provisions of subsections (a) to (d), inclusive, are  
39 not reasonably adapted to approximate the financial institution's net income derived from  
40 business carried on within the commonwealth, the commissioner shall by reasonable methods  
41 determine the amount of net income derived from business activity carried on within the  
42 commonwealth. The amount thus determined shall be the net income taxable under section two  
43 and the foregoing determination shall be in lieu of the determination required by subsections (a)  
44 to (d), inclusive. If an alternative method is used by the commissioner hereunder, the  
45 commissioner, in his discretion, with respect to the two next succeeding taxable years, may  
46 require similar information from such financial institution if it shall appear that the provisions of  
47 subsections (a) to (d), inclusive, are not reasonably adapted to approximate for the applicable  
48 year the financial institution's net income derived from business carried on within this  
49 commonwealth and may again by reasonable methods determine such income.

50           SECTION 4. Said chapter 63, as so appearing, is hereby further amended by striking out  
51 section 38 and inserting in place thereof the following section:-

52           Section 38. The commissioner shall determine the part of the net income of a business  
53 corporation derived from business carried on within the commonwealth as follows:

54 (a) Net income as defined in section 30 adjusted as follows shall constitute taxable net  
55 income:

56 (1) 95 percent of dividends, exclusive of distributions in liquidation, included therein  
57 shall be deducted other than dividends from or on account of the ownership of:

58 (i) shares in a corporate trust, as defined in section 1 of chapter 62, to the extent such  
59 dividends represent tax-free earnings and profits, as defined in section 8 of chapter 62, as in  
60 effect on December 31, 2008,

61 (ii) deemed distributions and actual distributions, except actual distributions out of  
62 previously taxed income, from a DISC which is not a wholly owned DISC, or

63 (iii) any class of stock, if the corporation owns less than 15 per cent of the voting stock of  
64 the corporation paying such dividend.

65 (2) Long-term capital gains realized and long-term capital losses sustained from the sale  
66 or exchange of intangible property affected under the provisions of the Federal Internal Revenue  
67 Code, as amended, and in effect for taxable years ended on or before December 31, 1962, shall  
68 not be included in any part therein.

69 (b) If the corporation does not have income from business activity which is taxable in  
70 another state, the whole of its taxable net income, determined under the provisions of subsection  
71 (a), shall be allocated to this commonwealth. For purposes of this section, a corporation is  
72 taxable in another state if (1) in that state such corporation is subject to a net income tax, a  
73 franchise tax measured by net income, a franchise tax for the privilege of doing business, or a  
74 corporate stock tax, or (2) that state has jurisdiction to subject such corporation to a net income

75 tax regardless of whether, in fact, the state does or does not. Notwithstanding any other provision  
76 of this section, the portion of the taxable net income of a corporation that a non-domiciliary state  
77 is prohibited from taxing under the Constitution of the United States shall be allocated in full to  
78 the commonwealth if the commercial domicile of the corporation is in the commonwealth.

79 (c) If a corporation has income from business activity which is taxable both within and  
80 without this commonwealth, its taxable net income, as determined under the provisions of  
81 subsection (a), shall be apportioned to this commonwealth by multiplying such taxable net  
82 income by the sales factor.

83 (d) The sales factor is a fraction, the numerator of which is the total sales of the  
84 corporation in the commonwealth during the taxable year, and the denominator of which is the  
85 total sales of the corporation everywhere during the taxable year.

86 As used in this subsection, unless specifically stated otherwise, “sales” shall mean all  
87 gross receipts of the corporation, including deemed receipts from transactions treated as sales or  
88 exchanges under the Code, except interest, dividends and gross receipts from the maturity,  
89 redemption, sale, exchange or other disposition of securities; provided, however, that “sales”  
90 shall not include gross receipts from transactions or activities to the extent that a non-domiciliary  
91 state would be prohibited from taxing the income from such transactions or activities under the  
92 Constitution of the United States.

93 (e) Sales of tangible personal property are in the commonwealth for purposes of this  
94 section if:

95 (1) the property is delivered or shipped to a purchaser within the commonwealth  
96 regardless of the f.o.b. point or other conditions of the sale; or (2) the corporation is not taxable

97 in the state of the purchaser and the property was not sold by an agent or agencies chiefly  
98 situated at, connected with or sent out from premises for the transaction of business owned or  
99 rented by the corporation outside the commonwealth. “Purchaser”, as used in clauses (1) and (2)  
100 shall include the United States government.

101 (f) Sales, other than sales of tangible personal property, are in the commonwealth for  
102 purposes of this section if the corporation’s market for the sale is in the commonwealth. The  
103 corporation’s market for a sale is in the commonwealth and the sale is thus assigned to the  
104 commonwealth for the purpose of this section:

105 (1) in the case of sale, rental, lease or license of real property, if and to the extent the  
106 property is located in the commonwealth;

107 (2) in the case of rental, lease or license of tangible personal property, if and to the extent  
108 the property is located in the commonwealth;

109 (3) in the case of sale of a service, if and to the extent the service is delivered to a  
110 location in the commonwealth;

111 (4) in the case of lease or license of intangible property, including a sale or exchange of  
112 such property where the receipts from the sale or exchange derive from payments that are  
113 contingent on the productivity, use or disposition of the property, if and to the extent the  
114 intangible property is used in the commonwealth; and

115 (5) in the case of the sale of intangible property, other than as provided in clause (4),  
116 where the property sold is a contract right, government license or similar intangible property that  
117 authorizes the holder to conduct a business activity in a specific geographic area, if and to the

118 extent that the intangible property is used in or otherwise associated with the commonwealth;  
119 provided, however, that any sale of intangible property, not otherwise described in this clause or  
120 clause (4), shall be excluded from the numerator and the denominator of the sales factor.

121 (g) If the numerator and denominator of the sales factor are zero or if the sales factor is  
122 otherwise determined to be insignificant in producing income, the taxpayer shall determine its  
123 sales factor by:

124 (1) adding to its sales any interest, dividends and gross receipts from the maturity,  
125 redemption, sale, exchange or other disposition of securities, and applying the sourcing  
126 provisions for receipts under section 2A to the total adjusted sales amount, as if the taxpayer  
127 were a financial institution for purposes of that section; or

128 (2) if, notwithstanding the adjustments in subsection (g)(1), the numerator and  
129 denominator of the sales factor remains zero or if the factor is otherwise determined to be  
130 insignificant in producing income, the whole of the taxpayer's net income shall be taxable net  
131 income allocated to the commonwealth, provided that the alternative apportionment provisions  
132 of subsection (e) of section 2A shall be applicable, as if the taxpayer were a financial institution  
133 for purposes of that section.

134 (h) For the purposes of this section:

135 (1) in the case of sales, other than sales of tangible personal property, if the state or states  
136 to which sales should be assigned cannot be determined, it shall be reasonably approximated;

137 (2) in the case of sales other than sales of tangible personal property if the taxpayer is not  
138 taxable in a state to which a sale is assigned, or if the state or states to which such sales should be

139 assigned cannot be determined or reasonably approximated, such sale shall be excluded from the  
140 numerator and denominator of the sales factor;

141 (3) the corporation shall be considered to be taxable in the state of the purchaser if  
142 tangible personal property is delivered or shipped to a purchaser in a foreign country;

143 (4) sales of tangible personal property to the United States government or any agency or  
144 instrumentality thereof for purposes of resale to a foreign government or any agency or  
145 instrumentality thereof are not sales made in the commonwealth;

146 (5) in the case of sale, exchange or other disposition of a capital asset, as defined in  
147 paragraph (m) of section 1 of chapter 62, used in a taxpayer's trade or business, including a  
148 deemed sale or exchange of such asset, "sales" shall be measured by the gain from the  
149 transaction;

150 (6) "security" shall mean any interest or instrument commonly treated as a security as  
151 well as other instruments which are customarily sold in the open market or on a recognized  
152 exchange, including, but not limited to, transferable shares of a beneficial interest in any  
153 corporation or other entity, bonds, debentures, notes and other evidences of indebtedness,  
154 accounts receivable and notes receivable, cash and cash equivalents including foreign currencies  
155 and repurchase and futures contracts;

156 (7) in the case of a sale or deemed sale of a business, the term "sales" shall not include  
157 receipts from the sale of the business "goodwill" or similar intangible value, including, without  
158 limitation, "going concern value" and "workforce in place"; and

159 (8) in the case of a business deriving receipts from operating a gaming establishment or  
160 otherwise deriving receipts from conducting a wagering business or activity, income-producing  
161 activity shall be considered to be performed in the commonwealth to the extent that the location  
162 of wagering transactions or activities that generated the receipts is in the commonwealth.

163 (i) (1) As used in this subsection, the following words shall, unless the context requires  
164 otherwise, have the following meaning:

165 “Administration services”, include, but are not limited to, clerical, fund or shareholder  
166 accounting, participant record keeping, transfer agency, bookkeeping, data processing, custodial,  
167 internal auditing, legal and tax services performed for a regulated investment company, but only  
168 if the provider of such service or services during the taxable year in which such service or  
169 services are provided also provides or is affiliated with a person that provides management or  
170 distribution services to any regulated investment company.

171 “Affiliate”, the meaning as set forth in 15 USC section a-2(a)(3)(C), as may be amended  
172 from time to time.

173 “Distribution services”, include, but are not limited to, the services of advertising,  
174 servicing, marketing or selling shares of a regulated investment company, but, in the case of  
175 advertising, servicing or marketing shares, only where such service is performed by a person  
176 who is, or in the case of a close end company, was, either engaged in the services of selling  
177 regulated investment company shares or affiliated with a person that is engaged in the service of  
178 selling regulated investment company shares. In the case of an open end company, such service  
179 of selling shares must be performed pursuant to a contract entered into pursuant to 15 USC  
180 section a-15(b), as from time to time amended.

181 “Domicile”, presumptively the shareholder’s mailing address on the records of the  
182 regulated investment company. If, however, the regulated investment company or the mutual  
183 fund service corporation has actual knowledge that the shareholder’s primary residence or  
184 principal place of business is different than the shareholder’s mailing address said presumption  
185 shall not control. If the shareholder of record is a company which holds the shares of the  
186 regulated investment company as depositor for the benefit of a separate account, then the  
187 shareholder shall be the contract owners or policyholders of the contracts or policies supported  
188 by the separate account, and it shall be presumed that the domicile of said shareholder is the  
189 contract owner’s or policyholder’s mailing address to the extent that the company maintains such  
190 mailing addresses in the regular course of business. If the regulated investment company or the  
191 mutual fund service corporation has actual knowledge that the shareholder’s principal place of  
192 business is different than the shareholder’s mailing address said presumption shall not control.

193 “Management services”, include, but are not necessarily limited to, the rendering of  
194 investment advice directly or indirectly to a regulated investment company, making  
195 determinations as to when sales and purchases of securities are to be made on behalf of the  
196 regulated investment company, or the selling or purchasing of securities constituting assets of a  
197 regulated investment company, and related activities, but only where such activity or activities  
198 are performed: (i) pursuant to a contract with the regulated investment company entered into  
199 pursuant to 15 USC section a-15(a), as from time to time amended; (ii) for a person that has  
200 entered into such contract with the regulated investment company; or (iii) for a person that is  
201 affiliated with a person that has entered into such contract with a regulated investment company.

202 “Mutual fund sales”, taxable net income derived within the taxable year directly or  
203 indirectly from the rendering of management, distribution or administration services to a

204 regulated investment company, including net income received directly or indirectly from  
205 trustees, sponsors and participants of employee benefit plans which have accounts in a regulated  
206 investment company.

207 “Regulated investment company”, the meaning as set forth in section 851 of the Internal  
208 Revenue Code as amended and in effect for the taxable year.

209 (2) Notwithstanding the foregoing, mutual fund sales, other than the sale of tangible  
210 personal property, shall be assigned to the commonwealth to the extent that shareholders of the  
211 regulated investment company are domiciled in the commonwealth as follows:

212 (a) by multiplying the taxpayer’s total dollar amount of sales of such services on behalf  
213 of each regulated investment company by a fraction, the numerator of which shall be the average  
214 of the number of shares owned by the regulated investment company’s shareholders domiciled in  
215 the commonwealth at the beginning of and at the end of the regulated investment company’s  
216 taxable year that ends with or within the taxpayer’s taxable year and the denominator of which  
217 shall be the average of the number of shares owned by the regulated investment company  
218 shareholders everywhere at the beginning of and at the end of the regulated investment  
219 company’s taxable year that ends with or within the taxpayer’s taxable year.

220 (b) A separate computation shall be made to determine the sale for each regulated  
221 investment company, the sum of which shall equal the total sales assigned to the commonwealth.

222 The commissioner shall adopt regulations to implement subsections (d) to (i), inclusive.  
223 Nothing in this subsection shall limit the commissioner’s authority under subsection (k).

224 (j) If a corporation maintains an office, warehouse or other place of business in a state  
225 other than this commonwealth for the purpose of reducing its tax under this chapter, the  
226 commissioner shall, in determining the amount of taxable net income apportionable to this  
227 commonwealth, adjust any factor to properly reflect the amount which the factor ought  
228 reasonably to assign to this commonwealth.

229 (k) If the apportionment provisions of this section are not reasonably adapted to  
230 approximate the net income derived from business carried on within this commonwealth by any  
231 type of industry group, the commissioner may, by regulation, adopt alternative apportionment  
232 provisions to be applied to such an industry group in lieu of the foregoing provisions.

233 (l) In any case in which a purchasing corporation makes an election under section 338 of  
234 the Code, the target corporation shall be treated as having sold its assets for purposes of this  
235 section.