

Steal This: A Proven Framework for Sharing Data and Getting Results

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The Structure (Quickly, I Promise)

- Operates under the SEATA Constitution and Bylaws
- Functions within FTA following the 2025 merger
- Information sharing continues to be authorized under both SEATA and FTA agreements
- Maintains regional collaboration with national scale and support
- Each state may appoint up to two members

SEATA & FTA:

What Changed (and What Didn't)

- In 2025, SEATA formally merged with the Federation of Tax Administrators (FTA).
- IEC continues its mission within the expanded FTA organizational framework.
- Preserves regional collaboration while leveraging national FTA resources.
- Committee operations and reporting remain consistent with prior SEATA practices.

Why This Is Worth Your Time

- Trusted forum for sharing audit, compliance, and fraud intelligence across states
- Early visibility into emerging risks, schemes, and trends
- Secure exchange of data, referrals, and nexus information
- Peer-to-peer sharing that improves outcomes before issues escalate

Where the Relationships Get Built

- Spring meeting (1.5–2.5 days)
- Fall meeting (1.5–2.5 days)
- Annual conference meeting following SEATA conference
- Written minutes distributed after each meeting
- Quarterly reporting by each state and Annual Summary provided to Executive Board

The Unavoidable, but Important, Part

- Quarterly reports due by the 10th following quarter-end
- Audits assessed over \$100,000 (sales/use and corporate)
- Completed nexus questionnaires
- Consumer use referrals and voluntary compliance agreements

Let's Be Honest — What's the Payoff?

- Audit leads and shared compliance strategies
- Process improvements and technology recommendations
- Staff recruitment and salary benchmarking
- Legislative and taxpayer outreach ideas

35 Years of Measurable Impact

- **Thousands** of audit and compliance leads exchanged across member states
- **Hundreds of millions of dollars** in assessments identified through shared information
- **Thousands** of nexus questionnaires and compliance referrals supported
- **35+** years of sustained, multi-state collaboration.

Why This Keeps Working Year After Year

- Strong executive and leadership support
- Consistent participation and quarterly compliance
- Regular face-to-face collaboration
- Ongoing communication beyond meetings

Why Face-to-Face Still Matters

- Encourages open discussion and idea sharing
- Supports collaboration on emerging compliance risks
- Improves clarity through visual and non-verbal communication
- Helps states close tax gaps more efficiently

How the Magic Happens

- Trusted relationships are the foundation of effective data sharing
- Regional cooperation strengthens excise tax compliance outcomes
- FTA provides scale — SEATA built the trust
- The real value is the **people and the relationships** behind the data

What Shared Data Looks Like in Real Life

- **NACHA changes** and refund fraud mitigation
- **ADA website compliance** approaches and lessons learned
- **ITS report guidelines** and shared reporting standards
- **Multi-state fraud rings** identified through shared indicators
- **Cross-state tax compliance** insights and coordination

How to Get Started — Just Start

- Build relationships **before** you need something
- Share early indicators, not just final outcomes
- Use the group to sanity-check patterns and concerns
- Bring newer staff into the conversations
- Treat state contacts as working partners, not just names on a list

Steal This. Seriously.

- Keep the conversations going, not just at meetings
- Share what works (and what doesn't)
- Normalize quick check-ins across states
- Let relationships do the heavy lifting
- Long-term participation is where the real payoff shows up

Questions & Discussion

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