



Carolynn S. Iafrate, CPA, JD

Industry Sales Tax Solutions

Responsibilities

Carolynn is the founder of Industry Sales Tax Solutions, LLC (“ISTS”), a company specializing in providing customized state and local tax training and publications to a variety of industries, and in particular, the software and computer services industry. Carolynn specializes in state and local tax matters in the fifty states and the District of Columbia, particularly in the area of sales and use taxes. In addition to Carolynn’s sales and use tax expertise, she has significant experience in state and local income / franchise tax, as well as federal tax matters.

Professional Experience

Carolynn has over fourteen years of experience in state and local taxation coupled with over seven years of experience in federal taxation. Prior to founding ISTS, Carolynn spent most of her career working in the state and local tax practice of Big Four public accounting firms. In addition, Carolynn has held a management position in the Tax Department of an international pharmaceutical company with responsibilities involving federal and international tax matters, coupled with a primary focus in state and local taxation.

Education and Professional Activities

Carolynn holds a law degree from Widener University School of Law and a Bachelor’s Degree in Management with a major in Accounting and a minor in Spanish from Widener University. Carolynn is a Certified Public Accountant, a member of the Pennsylvania Bar, and also a member of various professional organizations, including the American Bar Association, the American Institute of Certified Public Accountants, the Institute for Professionals in Taxation, the Pennsylvania Bar Association and the Pennsylvania Institute of Certified Public Accountants. Carolynn is also a member of the advisory committee to Widener University’s Department of Taxation and Accounting, has served as a visiting professor at Widener University, and is an adjunct professor in the University’s Master of Taxation Program.

Carolynn is a frequent speaker on multi-state sales and use tax matters for clients, businesses, and a number of professional organizations, including the American Bar Association, the Council on State Taxation, the Institute for Professionals in Taxation, the Pennsylvania Institute of Certified Public Accountants, and the Tax Executives Institute. Carolynn has also authored a chapter of IPT’s book on Sales and Use Taxation, 1st Edition; and has been published in State Tax Notes and the Pennsylvania CPA Journal.