# SELECTED U.S. TAX COMPLIANCE ISSUES FOR FOREIGN INVESTORS AND BUSINESSES

ESTATE PLANNING COUNCIL OF GREATER MIAMI WORKSHOP MARCH 16, 2017

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#### CURRENT COMMON U.S. TAX COMPLIANCE ISSUES

- Rent-free personal use of a U.S. house or condominium unit by foreign members of the UBO's family
- "Borderline" U.S. resident/domiciled individuals, including persons from countries with which the U.S. has an income tax treaty
- Possible U.S. trade or business activities, either through employees or certain agents, without any related filing
- Inbound use of tax treaties to avoid USTB/ECI
- Real estate rental income paid to a foreign lessor
- Partnership business income paid to a foreign partner
- Unreported distributions/loans from foreign trusts
- Unreported or improperly reported/made gifts from foreign persons

## RENTING U.S. REAL ESTATE ISN'T NECESSARILY A U.S. BUSINESS ACTIVITY

- In general, if a foreign lessor rents a U.S. house or condominium unit, the rent is subject to a gross 30% "FDAPI" withholding tax, which is due from the "withholding agent"
- The "withholding agent" is the tenant or the broker handling the lease—usually the person who pays the proceeds to the lessor
- If the withholding agent fails to collect the tax and pay it to the IRS, he/she is liable for the tax and potential related interest and penalties—see IRC § 1461—an especially big problem for brokers or agents handling multiple properties
- If you represent the withholding agent—your advice should be, "when in doubt, WITHHOLD."

## RENTING U.S. REAL ESTATE ISN'T NECESSARILY A U.S. BUSINESS ACTIVITY (CONTINUED)

- If the foreign lessor later files Form 1040NR or 1120F and pays the 30% tax (as required), the withholding agent is off the hook, but this doesn't happen very often in practice
- Until the first taxable year that U.S. real estate with a foreign owner produces income (or is sold), related expenses can neither be deducted nor capitalized
- However, once the property produces income, the 30% gross tax on rent can be avoided and expenses claimed through making the "net basis election" under IRC §§ 871(d)/882(d), which can be made in all years thereafter regardless of whether there is additional income
- The lessor must provide the withholding agent with Form W-8 ECI

### Form W-8ECI (Rev. February 2014)

#### Certificate of Foreign Person's Claim That Income Is Effectively Connected With the Conduct of a Trade or Business in the United States

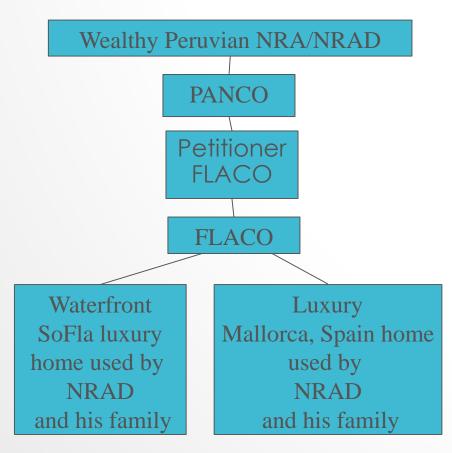
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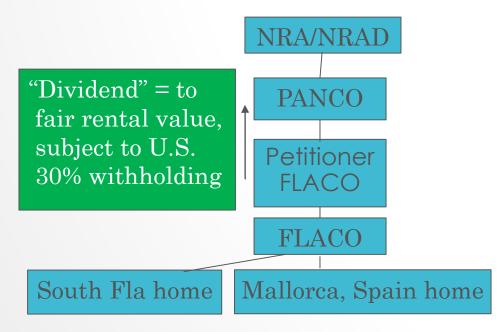
## PERSONAL USE OF FOREIGN OWNED U.S. REAL ESTATE

- Tax practitioners have debated for many years whether family members using U.S. residential real estate should pay rent of be allowed to use the property rent-free
- Note that the property will require funding for related expenses—HOA fees, property taxes, landscaping, utilities, etc.—why not provide this with rent?
- Other practitioners and clients for various reasons don't want to file U.S. tax returns under any circumstances until mandated for the taxable year of the property's sale or other disposition
- Bottom-line—very few clients actually had a written lease and paid rent until the <u>G.D. Parker</u> 2012 U.S. Tax Court decision the rules have now been set

- A client's common planning question—do I have to pay rent for the use of a residential property owned by my offshore/U.S. holding structure—and if so, how much?
- M. Vanini Investments, Inc. (Vanini), a Florida corporation, owned waterfront luxury homes in both Key Biscayne, Florida and Mallorca, Spain—arguably a strange holding structure
- Vanini's stock was owned by G.D. Parker, Inc. a Florida corporation in turn owned by Vilanova, S.A. (Vilanova), a Panama corporation
- Vilanova was owned by Parker, a Peruvian citizen and resident and an NRA for all relevant U.S. tax purposes
- Parker and his family used both properties rent-free and almost exclusively for their personal use
- Petitioner's return was likely examined because an aggressive CPA suggested sheltering a \$7 million capital gain using a technique that was later foreclosed under U.S. Tax law (contributing a built-in loss asset)



- The taxpayer's Federal income tax returns reported "rental income" from the Key Biscayne and Mallorca homes through the "reduction of a loan" from the beneficial owner to the taxpayer, but there was no written evidence of the alleged loan
- The Tax Court held that as the "withholding agent," G.D. Parker, Inc. was liable for the 30% U.S. withholding tax for the rental value of the U.S. and Mallorca properties based upon the "constructive dividends" paid from Vanini "up the corporate chain" to the foreign shareholder
- The court noted that any such "rent" should have been paid to Vanini, the actual owner of the homes, not petitioner—in other words, follow corporate formalities when making payments of income or expenses
- "On the evidence in the record, we do not believe Mr. Parker ever intended to pay rent for his use of the two homes. Rental income was included in petitioner's Federal income tax returns only at the behest of Mr. Parker's accountants. We find that Mr. Parker's rent-free use of the home was a distribution from Vanini to petitioner, followed by a distribution from petitioner to Vilanova, and so on up the chain of corporations to Mr. Parker."



<u>Note</u>— the rental value/dividend amount was determined based upon the testimony of the IRS' expert (a licensed appraiser) and <u>not</u> the taxpayer's expert (a real estate broker/sales associate)—<u>use a qualified expert in a tax</u> matter!

## THRESHOLD QUESTIONS FOR FOREIGN INVESTORS AND BUSINESSES

- Are they non-US or US persons? Does U.S. tax apply to worldwide income, estate and gift tax or only on U.S. source/situs items?
- If they're "foreign" now, will they be "U.S. shortly?
- Engaged in a U.S. trade or business that generates "effectively-connected income?" If so, does the U.S. branch profits tax apply?
- Does a potentially beneficial bilateral U.S. income tax treaty apply to the income, gift or estate in question?
- Is the foreign investor concerned about disclose of U.S. activities to the home country tax authorities?
- Should you be personally concerned about assisting a foreign investor who wants "privacy?"

## FOREIGN PERSONS WHO ARE OR WHO MAY BECOME U.S. PERSONS

- This has become our most common everyday international tax practice issue—individuals who have moved here or are considering moving here, along with "accidental" U.S. citizens
- Primary difference—taxed on worldwide income, gifts and estate, rather than only U.S. source income, income that effectivelyconnected with the conduct of a USTB, and gratuitous transfers of U.S. situs assets
- Advance planning techniques may differ depending upon the country of origin and how long they plan to stay in the U.S., although it isn't always easy to be certain
- Will it just be "mom and the kids" or the whole family?
- It's NEVER too late to do U.S. tax and estate planning.

## HOW DO FOREIGN INDIVIDUALS BECOME U.S. PERSONS?

- For income tax purposes—becoming a U.S. citizen, obtaining a U.S. green card, or meeting the "Substantial Presence Test"—
   183 days in a particular calendar year or based upon a three-year test (# days in current year + 1/3 days in prior year + 1/6 days in second prior year)
- "Days" don't count for certain teachers, students, or diplomats or medical conditions first arising in the United States—see
   Form 8843
- "Closer connection"/"Tax home" test can override three-year Substantial Presence Test—see Form 8840 (unless the person applied for a U.S. green card
- Treaty residence "tiebreaker" provisions can also override U.S. green cards and the Substantial Presence Test—see Form 8833

		► Info	► Attach to Form 1040NR or Form 1040NR-EZ.  ► Information about Form 8840 and its instructions is at www.irs.gov/form8840.					
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Form **8833** 

#### Treaty-Based Return Position Disclosure Under Section 6114 or 7701(b)

OMB No. 1545-1354

	ecember 2013) ent of the Treasury		your tax return.				
internal F	Revenue Service	Information about Form 8833 and its					
		rm 8833 for each treaty-based return pos 1,000 (\$10,000 in the case of a C corporation	n) (see section 6712).				
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for pu	rposes of claimir	s a dual-resident taxpayer and a long-term ng benefits under an applicable income tax e information, see the instructions.					
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5	Is the taxpayer disclosing a treaty-based return position for which reporting is specifically required pursuant to Regulations section 301.6114-1(b)?						
	If "Yes," enter the specific subsection(s) of Regulations section 301.6114-1(b) requiring reporting						
6			rief summary of the facts or	which it is hose	Also list the natu		
-	Explain the treaty-based return position taken. Include a brief summary of the facts on which it is based. Also, list the natural and amount (or a reasonable estimate) of gross receipts, each separate gross payment, each separate gross income item, or						
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## HOW DO FOREIGN INDIVIDUALS BECOME U.S. PERSONS? (CONTINUED)

- For estate and gift tax purposes—a U.S. citizen, or U.S. domicile may be obtained through either becoming or the individual's intent, as shown by the related facts and circumstances, is to make the U.S. his or her permanent home
- This determination is often a classic "scales of justice" analysis
- Obtaining a U.S. green card or meeting the "Substantial Presence Test" are important facts for this purpose—but aren't controlling, unlike for income tax purposes—see <u>Estate of Barkat A. Khan, 75 TCM 1597 (1998)</u> where the IRS argued that possession of a U.S. green card did <u>not</u> automatically make the decedent a U.S. domiciliary
- If your client's U.S.—situs assets exceed US\$60,000, but his/her total assets are less than the lifetime/death applicable exclusion amount (US\$5,490,000 in 2017), you may **WANT** to claim U.S. domicile in borderline cases
- Treaty residence "tiebreaker" provisions can also override general U.S. domicile law, and other treaty provisions may proved significant benefits (see, e.g., Canada, France, Germany and the U.K.)—see Form 8833

## HOW DO FOREIGN INDIVIDUALS AND ENTITIES BECOME U.S. TAXPAYERS?

- "FDAPI" gross 30% U.S. withholding tax on passive U.S. source income—interest (with exceptions), dividends, royalties, rents, etc.
- Most common USTB issues—sale of U.S. real property interest, U.S. sales of tangible personal property, performance of services in the United States
- In general, the seller's residence is the source of income from the sale of personal property—§ 865(a)
- Major exception—<u>title passage test</u> applies to sales of <u>inventory</u> <u>property</u>—§ 865(b)
- Sales of certain inventory and other tangible property by foreign persons which are attributable to a U.S. office/fixed place of business are U.S. source income, unless sold for foreign use, consumption or disposition, with the material participation of the seller's foreign office—§865(e)

## HOW DO FOREIGN INDIVIDUALS AND ENTITIES BECOME U.S. TAXPAYERS? (CONTINUED)

- This is the most common inbound U.S. business tax planning issue at PNR
- Typical situation—large non-U.S. company wants to set up a U.S. "representative office" to sell goods or services to foreign (or new U.S.) customers to allow family member to run it from South Florida
- Even if no actual U.S. office or employees, an NRA or FC still may be deemed to have a USTB through the U.S. office of a "dependent" or exclusive U.S. agent, but <u>not</u> through an "independent agent"

## HOW DO FOREIGN INDIVIDUALS AND ENTITIES BECOME U.S. TAXPAYERS?

(CONTINUED)

- InverWorld, Inc. U.S. Tax Court case is a great "how not to" primer on this issue, botched planning at it most expensive with huge penalties
- Somewhat different "permanent establishment" rule applies under U.S. tax treaties
- Be careful of this rule for "offshore" sales or services businesses
- File a "protective return" to preserve the right to claim deductions—otherwise, tax of USTB income will generally be on a gross basis

### A USTB "SURPRISE" FOR FOREIGN LENDERS WITH U.S. AGENTS

Memorandum AM 2009-010 dated September 22, 2009 from the Associate Chief Counsel (International) to LMSB/Financial Services concludes that a foreign lender received taxable effectively connected U.S. source interest income on loans generated in the U.S. by an independent contractor that did not have power to bind the nonresident lender, simply by virtue of the domestic activities being regular and continuous and carried out on behalf of the nonresident lender, without evidence of either: (a) control of the agent by the lender, or (b) the agent having power to bind the lender

## A USTB "SURPRISE" FOR FOREIGN LENDERS WITH U.S. AGENTS (CONTINUED)

- For purposes of this rule, an agent shall be considered regularly to exercise authority to negotiate and conclude contracts or regularly to fill orders on behalf of his foreign principal only if the authority is exercised, or the orders are filled, with some frequency over a continuous period of time, based upon the facts and circumstances in each case, taking into account the nature of the business of the principal
- This Memorandum evidences the aggressive approach that the IRS often takes when attempting to treat a foreign person or company as being engaged in a USTB generating ECI

# POTENTIAL CONSEQUENCES FOR A FOREIGN CORPORATION ENGAGED IN A U.S. TRADE OR BUSINESS

- Watch out for using an FC to engage in a U.S. trade or business, especially if owned by a U.S. Person.
  - Potential for three levels of U.S. income tax!
  - Federal and Florida Corporate tax.
  - Branch Profits Tax.
  - Tax on Dividend to U.S. Person shareholders (possibly at capital gains rates if a Qualified Foreign Corporation).

### **BRANCH PROFITS TAX—IRC §884**

- A 30% annual tax imposed upon the "dividend equivalent amount" of an foreign corporation in addition to U.S. income tax—§884(a)
- "DEA" = the FC's effectively-connected earnings and profits for the taxable year, adjusted by increases and decreases in U.S. net equity—§884(b)
- "ECEP" = (in general) earnings and profits which are ECI/USTB or treated as ECI/USTB—§884(d)
- "U.S. Net Equity" = "U.S. Assets" less "U.S. Liabilities"— §884(c)

### CONTINUING EXPANSION OF NONRESIDENT ALIEN DEPOSIT INTEREST REPORTING

- The countries with which the IRS will automatically exchange information are presently: Australia, Azerbaijan, Brazil, Canada, Czech Republic, Denmark Estonia, Finland, France, Germany, Gibraltar, Guernsey, Hungary, Iceland, India, Ireland, Isle of Man, Italy, Jamaica, Jersey, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Mauritius, Mexico, Netherlands, New Zealand, Norway, Poland, Slovak Republic, Slovenia, South Africa, Spain, Sweden, and the United Kingdom
- Fla. Bankers Ass'n v. Dep't of Treasury, a SCOTUS petition for certiorari was denied on June 6, 2016, finally ending the court battle to avoid the application of these reporting rules

## REPORTING FOREIGN GIFTS AND FOREIGN TRUST DISTRIBUTIONS

- Gifts from foreign donors in excess of \$100,000 in a particular calendar year must be reported on Form 3520
- Cash gifts from <u>foreign</u> personal accounts should be tax-free—but it's not as certain where the gift is made from a foreign individual's <u>U.S.</u> bank account
- Distributions from a foreign trust are separately reported on Form 3520—U.S. beneficiaries will need access to information as to whether they are <u>tax-free</u> (e.g., from a grantor trust or from trust principal) or <u>taxable</u> (and if so, as trust DNI or UNI—if the latter, note the related complex <u>throwback/interest charge</u> rules of §§665-668)

#### • Beware of:

- (1) "Purported gifts" from foreign corporations and partnerships—the IRS treats them as **potentially taxable distributions**, **NOT** as "gifts" —§ 672(f)(4)
- (2) Loans from foreign trusts that are not "qualified obligations"—§ 643(i)
- (3) Uncompensated use of trust property by a U.S. beneficiary—§ 679(c)(6)

#### PENALTIES FOR FAILURE TO FILE FORM 3520

- A penalty of 5% of the amount of the unreported gift applies for each month for which the failure to report exists (not to exceed 25%).
- If a U.S. person beneficiary fails to make the return or reports inadequate information, the U.S. person beneficiary would be subject to a civil penalty equivalent to thirty-five percent (35%) of the amount of the distribution, and if such failure continues for more than 90 days after the day on which the Service mails notice of such failure, such U.S. person would be subject to an additional penalty of \$10,000 for each 30-day period (or fraction thereof) thereafter.

## REDSTONE V. COMMISSIONER, T.C. MEMO 2015-237, 12/9/15—HOW FAR BACK CAN THE IRS GO TO TAX AN UNREPORTED TAXABLE GIFT?

- Many NRA taxable gifts of U.S.-situs tangible personal property and USRPIs go unreported—how long afterward can they be discovered and potentially cause an IRS exam?
- Example—NRA parent transfers a Miami condo unit to her children as joint tenants with right of survivorship, and then one of the children dies, or the unit will be sold
- If fraud or no reporting—potential exposure FOREVER
- The IRS likely became aware of the gifts as a result of family litigation that commenced in 2006
- The IRS successfully argued that 1972 transfers of stock to trusts for the benefit of the taxpayer's children were taxable gifts, but penalties were abated due to the taxpayer's reliance upon tax counsel in deciding not to file
- Because no U.S. gift tax return was filed to report the gifts, the statute of limitations remained open for the IRS to assess the gift tax deficiency in 2013—more than 40 years after the transfer

### NEW REPORTING REQUIREMENTS FOR DOMESTIC SINGLE-MEMBER LLCS—FORM 5472

- New Reg. §§1.6038A-1 and -2, issued December 13, 2016, following earlier Proposed Regulations
- Treat a domestic single-member LLC/disregarded entity ("SMLLCs") that is wholly owned by one foreign person as a <u>domestic corporation</u> separate from its owner for the limited purposes of the reporting and record maintenance requirements under § 6038A (Form 5472)
- Consequently, most likely beginning in 2018 (for the 2017 tax year), these SMLLCs will be required to:
- (1) obtain EINs from the IRS which will require identification of a natural person related to the LLC;
- (2) annually file Form 5472, Information Return of a 25% Foreign-Owned U.S. Corporation or a Foreign Corporation Engaged in a U.S. Trade or Business;
- (3) identify a more expanded version of "reportable transactions" between the LLC and any related parties, including the LLC's foreign owner; and
- (4) maintain supporting books and records.

### FATCA ENFORCEMENT HAS BEGUN

- On May 9, 2016, the Justice Department announced that Gregg R. Mulholland, a dual U.S. and Canadian citizen and owner of an offshore broker-dealer and investment management company based in Panama and Belize, pleaded guilty to money laundering conspiracy for fraudulently manipulating the stocks of more than 40 U.S. publicly-traded companies and then laundering more than \$250 million in profits through at least five offshore law firms.
- Law enforcement authorities employed undercover agents and wiretaps to record numerous conversations involving the defendants.

#### FATCA ENFORCEMENT HAS BEGUN

- In one recorded meeting, two of the defendants bragged that their strategy enabled clients to evade FATCA's requirements through the use of offshore nominee companies.
- This prosecution represents the first time the Justice Department has brought criminal charges against individuals for conspiring to violate FATCA's reporting requirements.
- With FATCA's provisions only becoming effective on July 1, 2014, and with the Justice Department's offshore crackdown showing no signs of slowing down, we expect to see more criminal prosecutions in the future alleging violations of FATCA's provisions.

### IRC §1446 PARTNERSHIP WITHHOLDING RULES

- Often overlooked tax rule that can affect general partners or LLC managers who fail to withhold (and are thus liable for the tax under §1461)—once you make distributions are made, good luck on getting them back!
- Withholding applies to a foreign partner's share of partnership effectively-connected taxable income
- Foreign partners must obtain a TIN or ITIN

## IRC §1446 PARTNERSHIP WITHHOLDING RULES (CONTINUED)

- "ECTI" is partnership taxable income which is effectively connected (or treated as effectively connected) with a USTB, with certain adjustments
- Use Forms 8804, 8805, and 8813
- Partner status is determined through W-8 or W-9 forms received by the partnership
- Highest §1 and §11 rates apply for withholding requirement

### IRC §1446 PARTNERSHIP WITHHOLDING RULES

- Highest §1 and §11 rates apply
- §1446 withholding tax is treated as a <u>credit</u> against the foreign partner's tax liability in the tax year in which the partnership's tax year ends
- To claim a credit for the Code §1446 tax, the foreign partner must attach proof of payment to its U.S. tax return for the taxable year in which it claims the credit—use a copy of Form 8805 as proof of payment

### IRC §1446 PARTNERSHIP WITHHOLDING RULES (CONTINUED)

- The amount of tax that a partnership must withhold and pay over relates to the ECTI allocable to the foreign partners for the taxable year
- Based upon a foreign partner's distributive share of effectively connected gross income of the partnership reduced by the foreign partner's distributive share of deductions for the year that are connected with such income and are properly allocable to the partner under §704

### IRC §1446 PARTNERSHIP WITHHOLDING RULES (CONTINUED)

- Rev. Proc. 92-66, 1992-2 C.B. 428, exempts from §1445(e)(1) FIRPTA withholding any domestic partnership that is subject to the withholding requirements of §1446 and compliance with the §1446 withholding requirements satisfies the §1445(e) withholding requirements
- Special rules for tiered partnership structures

# WHERE DO WE GO FROM HERE?

Check Twitter daily!

