



FINANCE COMMITTEE

WITNESS FORM

COMMITTEE DATE: 5/23/19

NAME: Chris Reese

ADDRESS: 4920-C Reed Rd, Columbus OH 43220

TELEPHONE: 614-484-0202

ORGANIZATION REPRESENTING: Ohio REALTORS

TESTIFYING ON BILL NUMBER: Am. Sub. H. B. No. 166

TESTIMONY TYPE: VERBAL + written

TESTIFYING AS: OPPONENT

FOR BUDGET TESTIMONY ONLY:

TESTIMONY TOPIC: GENERAL GOVERNMENT

TESTIFYING ON BUDGET ITEM(S): Business Income Deduction

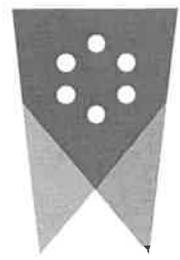
DID YOU TESTIFY IN A SENATE SUBCOMMITTEE? NO

ARE YOU A REGISTERED LOBBYIST? NO

SPECIAL REQUESTS:

- SUBMIT -

Written testimony is a public record and may be posted on the Ohio Senate's website.



May 22, 2019

The Honorable Matt Dolan
Ohio Statehouse
1 Capitol Square
Columbus, OH 43215
RE: Am. Sub. H. B. No. 166 – Opposition to BID Changes

Chairman Dolan and Members of the Senate Finance Committee:

On behalf of 33,000 Ohio REALTORS® I thank you for this opportunity to speak in opposition to the recent changes to the Business Income Deduction (BID) approved in Amended Substitute House Bill 166. I am a broker and owner of a small independent real estate company in Columbus, Ohio. I have been a full time REALTOR® for the past 40 years. I am also the president-elect of the Ohio REALTORS®.

I write this to you wearing both hats. I can personally relate to how further reducing the BID from \$250,000 to \$100,000 and removing the 3% tax cap would not only hurt me and my business, but also hurt thousands of business owners across our state, including the small businesses of our 33,000 members. The legislature has, through the years, helped to create a pro-business environment in Ohio. This proposal threatens to undo all of the progress that has been made.

For me personally, if the current BID was reduced from \$250,000 to \$100,000, based on my 2018 income, I would have had to pay an additional \$5,700 in state income tax. Instead, I was able to use this money to invest right back into my business. Make no mistake, business income is certainly not what we put in our pockets as salary. The income we produce is turned right back around and invested in our businesses and communities in the form of tax revenue and job creation. As small business owners and REALTORS®, we must invest in our businesses through signage, marketing and advertising materials, gas and car maintenance and so many other expenses that are critical to keeping our businesses alive – and others employed.

I personally spent my business income to remodel my outdated office and provide additional services to my sellers. I hired painters, added carpet, and new furniture to my office. I used this business income to pay professional stagers, photographers and cleaners to help my sellers receive top dollar for their homes. These services proved to help them sell their homes for more money, which they in turn invested back into the home they were moving to. I also used this tax savings and business income to pay for a lead generation service to help my agents improve their business.

My reinvestment from the tax savings has helped my business over the last year, and improved outcomes of my clients and fellow agents. Mine is just one example of how this savings is spread around and filtered right back into the economy. I know thousands of other REALTORS® and business owners have similar examples.

I urge you to review the negative impacts the Business Income Deduction change would have on so many hardworking entrepreneurs and small business owners in Ohio. I also urge you to consider that by reinvesting the savings and business income back in our businesses, we further increase the related businesses that we touch, which is good for all of Ohio. Thank you Chairman Dolan and members of the committee for your time.

Chris Reese, Broker
Metro II Realty
614-989-5947

Anjanette Frye, President • Scott R. Williams, CEO

200 E. Town St. • Columbus OH, 43215-4648

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FINANCE COMMITTEE

WITNESS FORM

COMMITTEE DATE: 5/23/19

NAME: Anjanette Frye

ADDRESS: P.O. Box 41038, Dayton, OH 45441

TELEPHONE: 937-434-7676

ORGANIZATION REPRESENTING: Ohio REALTORS

TESTIFYING ON BILL NUMBER: Am. Sub. H. B. No. 166

TESTIMONY TYPE: WRITTEN

TESTIFYING AS: OPPONENT

FOR BUDGET TESTIMONY ONLY:

TESTIMONY TOPIC: GENERAL GOVERNMENT

TESTIFYING ON BUDGET ITEM(S): Business Income Deduction

DID YOU TESTIFY IN A SENATE SUBCOMMITTEE? NO

ARE YOU A REGISTERED LOBBYIST? NO

SPECIAL REQUESTS:

- SUBMIT -

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RCF Properties Inc.

Commercial, Property Management, and Residential Real Estate

May 21, 2019

The Honorable Matt Dolan
Senate Building
1 Capitol Square
1st Floor
Columbus, OH 43215
RE: Opposition to Business Income Deduction Changes

Dear Mr. Dolan,

I am very opposed to this small business income changes.

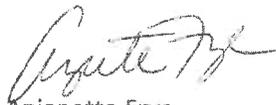
The savings my company has realized has allowed me to hire two part time assistants, remodel my office to include meeting and conference space, and upgrade to a new software system to run my day to day management activities.

The deduction has allowed my company to grow and have a larger presence in real estate as well as my local community.

Please reconsider your position.

Thank you in advance for your consideration.

Yours truly,



Anjanette Frye

President RCF Properties Inc.

2019 Ohio Realtors President

PO Box 41038
Dayton, Ohio 45441
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rcfproperties@gmail.com
rcfproperties.com



FINANCE COMMITTEE

WITNESS FORM

COMMITTEE DATE: 5/23/19

NAME: Ralph Mantica

ADDRESS: 2404 Far Hills Ave, Dayton OH 45419

TELEPHONE: ~~614-484-0202~~ 937-776-5055

ORGANIZATION REPRESENTING: Ohio REALTORS

TESTIFYING ON BILL NUMBER: Am. Sub. H. B. No. 166

TESTIMONY TYPE: WRITTEN

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Dear Honorable Dolan,

I am Ralph Mantica the Broker /Owner of Kinzeler Realty LLC located in Dayton. We are a Boutique Family Real Estate co that has been in business for over 60 years serving the Miami Valley.

As a Ohio Realtor and small business owner in the state, I am opposed to the Business Income deduction changes that were passed in the Ohio House and ask the committee for a full reinstatement of the Business Income Deduction of \$250,000.

Due to this deduction I have been able to reinvest that savings back into the company by hiring a part time bookkeeper, and updating our aging office with a new stucco exterior, new windows, signage and office furniture, spreading that savings to others in our community. The total investment was well over my savings but the tax savings made it possible to do much more then we would have been able to other wise. Senator Lehner has even commented on our improvements.

Senator Dolan, I would just like to thank you and the committee for your time and consideration on this issue.

Ralph Mantica
Broker/Owner
Kinzeler Realty, LLC
2404 Far Hills Ave
Dayton, Oh 45419



FINANCE COMMITTEE

WITNESS FORM

COMMITTEE DATE: 5/23/19

NAME: Seth Task

ADDRESS: 33760 Bainbridge Road Solon , OH 44139

TELEPHONE: 216-276-1626

ORGANIZATION REPRESENTING: Ohio REALTORS

TESTIFYING ON BILL NUMBER: Am. Sub. H. B. No. 166

TESTIMONY TYPE: WRITTEN

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**The Honorable Matt Dolan
Senate Building
1 Capitol Square
1st Floor
Columbus, OH 43215
RE: Opposition to Business Income Deduction Changes**

Senator Dolan:

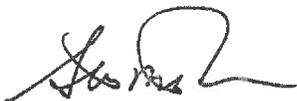
Thank you for taking the time to hear my concerns about the proposed changes to the Business Income Deduction. I am a small business owner in the Cleveland area. I am a Realtor with a small team. My business had been growing for 14 years and started to stagnate. Due to the tax savings I was experiencing from the State of Ohio, I hired a full time assistant, a bookkeeper, and a marketing specialist so that myself and other members of our staff could be more effective in their roles.

Changing this tax policy so soon after its enactment defeats its intended purpose and frankly, puts me as a business owner in a financial position for which I am not prepared. I considered the state a partner with me in growing my business and, in turn, the economy. I did my part by employing people and committed to paying wages that far exceeds the tax credit I am receiving with the understanding that this is and should be a partnership.

In conclusion, I am strongly opposed to the BID proposed changes and, if passed as written, puts me in a position of having to reduce my payroll. I hope that our state government reconsiders this change in tax policy and allows the BID to remain as is and continue to grow our state economy.

Thanks again for the opportunity to hear my concerns.

Sincerely,



Seth Task, CRS, Green
Realtor
The Task Team
Berkshire Hathaway HomeServices Professional Realty
sethtask@taskhomes.com
Cell 216-276-1626