

SANEHOLTZ-MCKARNS INC.



February 21, 2017

The Honorable John Eklund, Chairman
Ohio Senate Ways & Means Committee
Statehouse
Columbus, OH 43215

Dear Chairman Eklund,

My name is Jeffrey Erb and I am the General Manager for Saneholtz-Mckarns, Inc. headquartered in Montpelier, Ohio. We are a family-owned fuel distributor operating almost 60 years in northwest Ohio. We also own and manage 15 Main Stop convenience stores. I am the current President of the Ohio Association of Convenience Stores and I also serve on the Board of the Ohio Council of Retail Merchants. By my affiliation with the Council, I started hearing about the benefits of an Ohio sales tax holiday.

At first blush, it didn't sound like a sales tax holiday on clothing and school supplies would have a favorable impact on our business. It sounded like something that would benefit large, national retailers. The more I heard about the purported residual impact on other types of retail businesses, particularly in border counties, the more interested I became.

After Ohio's first sales tax holiday in 2015, I decided to run our sales receipts for the three-day tax holiday period and compare them to the same period going back several years. I was very pleasantly surprised to find that the sales tax holiday did indeed have a significant positive impact on our Main Stop sales during those three days compared to years prior, and even compared to the the month prior. I ran the sales numbers after the 2016 holiday and again found a generous spike in sales for those three days. I must conclude based the data that the sales tax holiday did indeed benefit our business, which in turn benefitted the state in increased sales, excise and motor fuel tax receipts.

I urge you and your colleagues to not only pass Senate Bill 9 but to amend it to make the sales tax holiday a permanent annual event. The increased sales of taxable items during a sales tax holiday is a real occurrence and our business activity is proof of that. Thank you for your thoughtful consideration and for your support for Senate Bill 9.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Erb".

Jeffrey Erb