



TESTIMONY OF SHAWN BROWN IN SUPPORT OF S.B. 226

Good morning Chairman Eklund, Vice Chairman Terhar, Ranking Member Williams and members of the Senate Ways and Means Committee.

My name is Shawn Brown. I am a Store Manager for Kohl's Department Stores, Inc., a member of the Ohio Council of Retail Merchants. I currently manage the store located in Zanesville, Ohio. Kohl's proudly has 58 stores in the State of Ohio along with two distribution centers located in Findlay and Monroe, Ohio, respectively. We employ over 9,000 people in this state.

Kohl's has asked me to share our support for S.B. 226 and to provide you with some insight regarding the impact that last year's sales tax holiday had for our Ohio stores.

In each of the last three years, Kohl's has seen a 75 percent increase from 2014 sales due to the Sales Tax Holiday, which equates to approximately \$10 million in additional sales each year. These sales transcended Kohl's by supporting the infrastructure that supports our retail operations including truck transportation, local gas stations and of course, consumers who were out in the Ohio community eating at restaurants and buying gas for their cars.

By Kohl's assessment the Ohio 2015, 2016 and 2017 Sales Tax Holidays were a huge success for all collaborative entities, including consumers and businesses as well as the State of Ohio. Overall, a sales tax holiday provides a greater impact on economic growth than just increased consumer purchases.

Thank you for your consideration. Please let me know if you have any questions that I would be happy to answer.