

May 18, 2021

Chairman Dolan, Vice-Chair Gavarone, Ranking Member Sykes, and members of the Senate Finance Committee,

My name is Lisa Miholer. My husband, David, and I own The Executive Coin Company in Stow, a northern suburb of Akron. We have been in business since 1990 and currently have eighteen employees.

I am writing to ask for your support of HB 110, the elimination of the sales tax on investment coins and bullion. This exemption will have positive impact for our business.

It is important to remember that this exact issue was enacted on its own accord in 2016 as HB26. It was passed by the House and Senate with more than 90% support from both bodies. Since the sales tax exemption went into effect in January 2017 our company has grown; and, Ohioans have been able to shop locally and confidently invest in coins and bullion.

In 2017, our company had 14 employees. Today, we employ 18 people. As a result of the sales tax exemption on investment coins and bullion our business has been able to grow. As a result of this growth, we not only have hired 4 more employees...which results in more payroll taxes, but we personally pay higher income taxes, and our company pays higher CAT tax. All positive things for the state of Ohio. I am gravely concerned about what will happen now that this tax is again going to be assessed. I take very seriously the commitment that I have made to my employees and their families (your constituents) to provide a well-paying job with health insurance and matching IRA benefits. If this sales tax exemption is not reinstated, there is a real possibility that I may not be able to keep everyone or keep the benefits that we are able to offer our employees.

If the exemption is not reinstated, Ohio investors will once again be forced to buy their coins and bullion...which are qualified IRA investments...out of state. Ohio is currently bordered by three states with exemptions on investment coins and bullion. Michigan, Indiana, and Pennsylvania all have such exemptions. No responsible investor would pay an "up-front fee" of up to 8% on an investment. They could just simply drive across state lines to make a purchase. Before the exemption (from 2005-2017) Ohio investors would often fall prey to online fraud. (Larger sums of money attract predators.) Although consumers have become much more comfortable with online purchases, the possibility for fraud still exists. Ohio consumers (your constituents) want to shop locally and conduct business face-to-face. It is comforting to talk to the owner of the company and build a rapport.

I hope that I have convinced you that the positives of reinstating the sales tax exemption on investment coins and bullion far outweigh the negatives. This reinstatement will not only help the small businesses that make-up our industry, but also Ohioans and the economy of our state.

Thank you very much for your time and consideration.

Sincerely,

Lisa M. Miholer

Owner

The Executive Coin Company

Stow, OH