

BILL NUMBER: HB 554				DATE: 2/10/2021
COMMITTEE: Ways and Means				
TESTIFYING:	✓ IN SUPPORT OF	IN OPPOSITION TO		ATIONAL PURPOSES
		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: BRIAN GRACE			PHONE NUME 573-230-9	
REPRESENTING: MISSOURI ECONO		COUNCIL	TITLE:	
ADDRESS: 117 MADISON STR	REET			
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
EMAIL:		ATTENDANCE:	SUBMIT E 2/10/20	DATE: 12:00 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.



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TESTIFYING:	✓ IN SUPPORT OF		OR INFORM	ATIONAL PURPOSES
		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: CHRIS MOODY			PHONE NUME 573680341	
REPRESENTING: TITLE: TITLE: LOBBYIST			г	
ADDRESS: 217 EAST CAPITO	L AVE.			
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
EMAIL: CMoody@hbstrate	egies.us	ATTENDANCE: Written	SUBMIT E 2/10/20	DATE: 121 9:51 AM
THE INFORMA	TION ON THIS FORM	I IS PUBLIC RECORD UN	IDER CHA	PTER 610, RSMo.
Association.During	g the last week of the 20 gislation (Wayfair) legis	tered lobbyist for MCTA - The 020 legislative session, while lation on the floor, a bipartisa o franchise foo by helf over a	the Senate v in comprom	was debating ise was worked out

that would have reduced the video service franchise fee by half over a period of five years, while also authorizing the collection of internet use tax. These reforms would modernize Missouri's tax policy to ensure a level playing field and put and end to Missouri's tax policies having an impact on the choices consumers make. MCTA is committed to reforming Missouri's tax structure both with respect to video service franchise fees and internet use taxes.



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		WITNESS NAME		
REGISTERED LO	DBBYIST:			
WITNESS NAME: CHUCK PIERCE			PHONE NUME 573-635-2	
REPRESENTING: ASSOCIATED INDU CERTIFIED PUBLIC		RI, MISSOURI SOCIETY O	F	
ADDRESS: PO BOX 1073			·	
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65102
EMAIL:		ATTENDANCE:	SUBMIT [2/10/20	DATE: D21 12:00 AM
THE INFORMAT	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.



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		WITNESS NAME		
REGISTERED LO	BBYIST:			
WITNESS NAME: DAVID OVERFELT			PHONE NUME 573636252	
	ERS ASSOCIATION; M) TIRE INDUSTRY ASS		PRESIDEN	NT
ADDRESS: PO 1336				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65102
EMAIL: dave@moretailers.	com	ATTENDANCE: Written	SUBMIT D 2/9/202	DATE: 11 11:11 AM
THE INFORMAT	TION ON THIS FOR	M IS PUBLIC RECORD	UNDER CHA	PTER 610, RSMo.
All state-based sectors of retail implore you to please work through your differences and give us equity with remote Internet retailers that do not employ Missourians or fund our infrastructure, first responders and schools. We have been waiting for decades to be fairly treated. If you have an Internet retail business based in Missouri, you have to collect taxes throughout the nation as well as Missouri while your remote competitors do not have to collect Missouri's use tax and help keep our economy				

growing. Tire dealers have tremendous costs to maintain a shop while their remote Internet competitor has little cost and does not have to collect the use tax, the tire tax or environmental fees to deal with waste tires. Even grocers are losing business to remote food sellers today. Covid-19 has only made it harder on Missouri based businesses. Please help us compete fairly.



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: DOUGLAS J HARN	IS		PHONE NUM 314-835-6	
BUSINESS/ORGANIZATIO				INISTRATOR
ADDRESS: 12325 MANCHEST	ER			
CITY: DES PERES			STATE: MO	ZIP: 63131
EMAIL: dharms@desperes	smo.org	ATTENDANCE: Written	SUBMIT 2/5/202	DATE: 21 2:15 PM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	RD UNDER CHA	PTER 610, RSMo.
Support extension of local use tax to out of state vendors in accordance with Wayfair. Sales tax is a primary revenue source for local government that is declining in recent years due in large part to the continuing growth of on-line sales. While consumer spending has been trending toward on-line sales, the pandemic has accelerated that spiral with Des Peres experiencing a nearly 30% decline in sales tax revenues in 2020. At the same time, service demand for police, fire, ems, streets, sanitation services continues unabated. On-line sales are delivered using public streets and the police are involved for on-				

line fraud and theft. Long term fiscal sustainability requires that we expand our tax structure to capture on-line sales to support local services. In addition, an on-line tax levies the playing field for our local merchants -especially small business who are most impacted by high volume on-line retailers.



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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: JEFF BROOKS			PHONE NUM 314-941-9	
	REATER ST. LOUIS INC TY OF ST. CHARLES	C, CITY OF CHESTERFIEL	.D,	
ADDRESS:				
CITY:			STATE: MO	ZIP:
EMAIL:		ATTENDANCE:	SUBMIT 2/10/20	DATE: D21 12:00 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECORI	D UNDER CHA	PTER 610, RSMo.



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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: ROSS LIEN			PHONE NUME 201-202-8	
REPRESENTING: MISSOURI CHAME	BER OF COMMERCE		TITLE:	
ADDRESS: 428 EAST CAPITO	LAVENUE			
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
EMAIL:		ATTENDANCE:	SUBMIT [2/10/20	DATE: 12:00 AM
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TESTIFYING: VIN SUPPORT OF		OR INFORMA	TIONAL PURPOSES
	WITNESS NAME		
REGISTERED LOBBYIST:			
WITNESS NAME: WILLIAM SHOEHIGH		PHONE NUMBE 5732302940	
REPRESENTING: EXPEDIA GROUP		TITLE: REGISTER	ED LOBBYIST
ADDRESS: 5860 HAMSTEAD HEATH COURT			
CITY: ASHLAND		STATE: MO	ZIP: 65010
EMAIL: bill@shoehigh.com	ATTENDANCE: Written	SUBMIT DA 2/9/2021	TE: 1:38 PM
THE INFORMATION ON THIS FOR	RM IS PUBLIC RECORD UN	IDER CHAP	PTER 610, RSMo.
Memo to: Representative Wayne Ways and MeansFrom: Bill S	Wallingford, chairman hoehigh, registered lobbyist	Ηοι	ise Committee on Expedia
	and 555Dear Chairman Walling	ford and mem	
committee:On behalf of Expedia Group			
House Bills 554 and 555, specific to the contains the definition of "marketplace"			
consistent with the definition used in th			
SB97, SB153, SB248. The definition is a			
crafted by multiple stakeholders over se and travel agency services when the pla			
making it impossible to comply with the			
willingness over the past several years			



		5.4	
BILL NUMBER: HB 554			TE: 10/2021
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	WITNESS NAME		
REGISTERED LOBBYIST:			
WITNESS NAME: WILLIAM SHOEHIGH		PHONE NUMBER: 5732302940	
REPRESENTING: MICROSOFT CORPORATION		TITLE: REGISTERED	LOBBYIST
ADDRESS: 5860 HAMSTEAD HEATH COURT			
CITY: ASHLAND		STATE: MO	ZIP: 65010
EMAIL: bill@shoehigh.com	ATTENDANCE: Written	SUBMIT DATE: 2/9/2021 1:	52 PM
THE INFORMATION ON THIS FORM	IS PUBLIC RECORD UN	DER CHAPTE	ER 610, RSMo.
	ehigh, registered lobbyist Mi bear Chairman Wallingford an bmit for the record this testim s us, which is section 144.752 n is substantially similar to an rd in the Senate on Thursday model language and has been ns important exclusions for a marketplace seller, thus maki sponsor for his willingness of	crosoft Corpora d members of t nony in favor of which contain nd consistent w : SB97, SB153, en crafted by m dvertising servi ng it impossible	he committee:On House Bills 554 s the definition ith the definition SB248. The ultiple ces when the e to comply with



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	WITNESS NAME		
BUSINESS/ORGANIZATION:			
WITNESS NAME: AMY BLOUIN		PHONE NUMB 314-518-88	
BUSINESS/ORGANIZATION NAME: MISSOURI BUDGET PROJECT		TITLE: PRESIDEN	IT & CEO
ADDRESS: 1 CAMPBELL PLAZA, SUITE 101-BUILDIN	IG A		
CITY: SAINT LOUIS		STATE: MO	ZIP: 63139
EMAIL: ablouin@mobudget.org	ATTENDANCE: Written	SUBMIT D. 2/9/202	ATE: 1 8:33 PM
THE INFORMATION ON THIS FORM	I IS PUBLIC RECORI	D UNDER CHAI	PTER 610, RSMo.
implementing the "Wayfair Fix," allowing lawmakers can level the playing field for M competitors. However, the bill would redu state general revenue by \$136 million ann benefit of the Wayfair Fix. Estimating the i vs. Wayfair" in 2018 allowed the states to for online retail purchases. Nearly every s Supreme Court ruling, with the exception have been shifting toward online retail. Th than ever to close this outdated loophole presented to the Legislature over the past to new tax reductions. The failing of those state revenue that Missouri will gain from The uncertainty in estimating Wayfair gain note, is understandable. As more states h sellers, many of the online retail giants ha state sales tax. Amazon, for instance, con remitting state sales tax to Missouri in 200 overstate the impact of the Wayfair Fix on Government Accountability Office (GAO), beginning to implement collections in Miss shown below, are likely high compared to Revenue (3% rate): \$67.32 millionState Ea (3.805% average rate): \$85.23 millionTOTA millionThe uncertainty of the state tax col the importance of not tying the potential f Under House Bill 554, the cut to the top ra revenue gains. Instead, we encourage you responsible path that allows lawmakers to our local communities.	Missouri's bricks-and-mo ce the top rate of state in ually when fully impleme impact of Wayfair:The Su compel online retailers to tate has taken advantag only of Missouri and Flo ne pandemic accelerated in Missouri's tax structur t five years have attempt e proposals is that they of Wayfair and would resu ns, as demonstrated in the ave implemented policies was produced in 2017, a souri. As a result, the G what Missouri might exp rmarked Revenue (1.225 AL State and Local (8.03% lections that would resu for revenue gains with a te of income tax would of a to consider House Bill	ortar retailers and noome tax by 0.1 ented, and negatin preme Court rulin to capture and ren e of the opportun rida. Over time, o this shift, making re. Many Wayfair ed to divert poten often overestimate to divert poten often overestimate ti n significant re he broad range pr to collect sales untarily capture a conline retail mari- n the most reliable t recent estimate to the same time A AO estimates of a pect to collect. Sta % rate): \$27.45 m % combined avera the from the Wayfai certain and ongoi certainly exceed a 644, which would	their online points, reducing ng the potential ng in "South Dakota nit sales taxes due ity provided by the consumer habits g it more important proposals tial revenue gains tial revenue gains to the amount of venue reductions. ovided in the fiscal tax from remote nd remit Missouri's ket and began e estimates often provided by the U.S. mazon was just revenue gains, as ate General illionLocal Revenue age rate): \$180 r Fix, demonstrates ng expenditure. my potential for provide a fiscally



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		WITNESS NAME		
INDIVIDUAL:				
WITNESS NAME: ARNIE "HONEST-	ABE" DIENOFF-STATE	PUBLIC ADVOCATE	PHONE NUMB	ER:
BUSINESS/ORGANIZATIO	ON NAME:		TITLE:	
ADDRESS:				
CITY:			STATE:	ZIP:
EMAIL: ArnieDienoff@Yal	hoo.Com	ATTENDANCE: Written	SUBMIT D 2/10/20	ATE: 21 11:22 AM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.				
I am Opposed to this Bill.This Leads and Opens the door to additional Taxes and Tax Credits				



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: GARY JUNGERMA	ANN		PHONE NUME 573-826-0	
BUSINESS/ORGANIZATIO	ON NAME: SIONERS ASSOCIATIO	ON	TITLE: PRESIDIN	G COMMISSIONER
ADDRESS: 1648 EAST ELM				
CITY: JEFFERSON CITY			STATE: MO	ZIP:
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	DATE: 121 12:00 AM
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	ORT OF IN OPPOSITION		ATIONAL PURPOSES
	WITNESS NAME		
REGISTERED LOBBYIST:			
WITNESS NAME: GINGER STEINMETZ		PHONE NUME 573291951	
REPRESENTING: COUNTY COMMISSIONERS OF	MISSOURI		L
ADDRESS: PO BOX 803		·	
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65102
EMAIL: gsteinmetz@hbstrategies.us	ATTENDANCE: Written	SUBMIT D 2/10/20	DATE: 21 10:53 AM
THE INFORMATION ON T	HIS FORM IS PUBLIC REC	ORD UNDER CHA	PTER 610, RSMo.
County Commissioners Assoc	iation of Missouri are are supp	ortive of passing Way	fair but are not

County Commissioners Association of Missouri are are supportive of passing Wayfair but are not supportive of having to go back for a vote if have already passed a use tax.



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		WITNESS NAME		
	OBBYIST:			
WITNESS NAME: JEREMY LAFAVE	R		PHONE NUME	BER:
REPRESENTING: MISSOURI BUDGE	ET PROJECT		TITLE:	
ADDRESS: 7200 MADISON AV	/ENUE			
CITY: KANSAS CITY			STATE: MO	ZIP: 64114
EMAIL:		ATTENDANCE:	SUBMIT [2/10/20	DATE: D21 12:00 AM
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		WITNESS NAME		
	OBBYIST:			
WITNESS NAME: PAT KELLY			PHONE NUME 314-726-4	
REPRESENTING: MUNICIPAL LEAGUE OF METRO ST. LOUIS				
ADDRESS: 11911 DORSETT F	ROAD			
CITY: MARYLAND HEIG	HTS		STATE: MO	ZIP: 63043
EMAIL:		ATTENDANCE:	SUBMIT E 2/10/20	DATE: 121 12:00 AM
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		WITNESS NAME		
	OBBYIST:			
WITNESS NAME: RICHARD SHEETS	6		PHONE NUME 573-635-9	
REPRESENTING: MISSOURI MUNIC	IPAL LEAGUE		TITLE:	
ADDRESS: 1727 SOUTHRIDG	E DRIVE			
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65109
EMAIL:		ATTENDANCE:	SUBMIT [2/10/20	DATE: D21 12:00 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.



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	WITNESS NAME			
BUSINESS/ORGANIZATION:				
WITNESS NAME: STEVE WHITWORTH		PHONE NUMB 573-714-44		
BUSINESS/ORGANIZATION NAME: WHITWORTH'S GIFT CHEST JEWELERS			TITLE: PRESIDENT	
ADDRESS: 333 5TH WESTWOOD BOULEVARD	, SUITE 21			
CITY: POPLAR BLUFF		STATE: MO	ZIP: 63901	
EMAIL:	ATTENDANCE:	SUBMIT D 2/10/20	ATE: 21 12:00 AM	
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		WITNESS NAME				
REGISTERED LO	OBBYIST:					
WITNESS NAME: TRENT WATSON			PHONE NUME 314606014			
REPRESENTING: MISSOURI ASSOC	IATION OF COUNTIES		TITLE:			
ADDRESS: 2930 VALLEY VIEV	W TERRACE		· · · ·			
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65109		
EMAIL: trent@trentwatson	n.com	ATTENDANCE: In-Person	SUBMIT [2/9/202	DATE: 21 9:43 PM		
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.		
Opposition to havi	ing to submit to the vo	Opposition to having to submit to the voters a second use tax proposal under 144.757				



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		WITNESS NAME		
INDIVIDUAL:				
WITNESS NAME: ELIAS TSAPELAS			PHONE NUM	BER:
BUSINESS/ORGANIZATION NAME: TITLE:				
ADDRESS:				
CITY:			STATE:	ZIP:
EMAIL: Elias.Tsapelas@sl	howmeinstitute.org	ATTENDANCE: Written	SUBMIT 2/10/20	DATE: 021 10:15 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	APTER 610, RSMo.



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TESTIFYING:	IN SUPPORT OF	IN OPPOSITION TO		ATIONAL PURPOSES
		WITNESS NAME		
	OBBYIST:			
WITNESS NAME: TOM DEMPSEY			PHONE NUME 636-288-74	
REPRESENTING: AMAZON SERVICI	ES		TITLE:	
ADDRESS: 3103 BUCKSKIN P	АТН			
CITY: ST. CHARLES			STATE: MO	ZIP: 63301
EMAIL:		ATTENDANCE:	SUBMIT E 2/10/20	DATE: 12:00 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.