

MISSOURI HOUSE OF REPRESENTATIVES

WITNESS APPEARANCE FORM

BILL NUMBER: HB 644				DATE: 2/10/2021
COMMITTEE: Ways and Means				·
TESTIFYING:	☑ IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFO	RMATIONAL PURPOSES
		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: AMY BLOUIN				NUMBER: 8-8867
BUSINESS/ORGANIZATION NAME: MISSOURI BUDGET PROJECT TITLE: PRESIDENT & CEO				DENT & CEO
ADDRESS: 1 CAMPBELL PLAZA, SUITE 101-BUILDING A				
CITY: ST. LOUIS			STATE: MO	ZIP: 63139
EMAIL: ablouin@mobudge	et.org	ATTENDANCE: Written		MIT DATE:

THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.

TESTIMONY IN SUPPORT OF HOUSE BILL 644Amy Blouin, President & CEOMissouri Budget Project 314-518-8867ablouin@mobudget.org The Missouri Budget Project supports House Bill 644. By implementing the "Wayfair Fix," allowing the state to capture sales tax for online retail purchases, lawmakers can level the playing field for Missouri's bricks-and-mortar retailers and their online competitors and provide much-needed resources our local communities need to prosper. The Supreme Court ruling in "South Dakota vs. Wayfair" in 2018 allowed the states to compel online retailers to capture and remit sales taxes due for online retail purchases. Nearly every state has taken advantage of the opportunity provided by the Supreme Court ruling, with the exception only of Missouri and Florida. Over time, consumer habits have been shifting toward online retail. The pandemic accelerated this shift, making it more important than ever to close this outdated loophole in Missouri's tax structure. House Bill 644 prudently does not spend the state funds resulting from its implementation. This provides confidence that lawmakers will know the exact amount of funding derived from the Wayfair Fix before it is allocated through the annual budget process. Many Wayfair proposals presented to the Legislature over the past five years have attempted to divert potential revenue gains to new tax reductions. The failing of those proposals is that they often overestimate the amount of state revenue that Missouri will gain from Wayfair and would result in significant revenue reductions. The uncertainty in estimating Wayfair gains, as demonstrated in the broad range provided in the fiscal note, is understandable. As more states have implemented policies to collect sales tax from remote sellers, many of the online retail giants have already begun to voluntarily capture and remit Missouri's state sales tax. Amazon, for instance, comprises about 50% of the online retail market and began remitting state sales tax to Missouri in 2017. Because of this, even the most reliable estimates often overstate the impact of the Wayfair Fix on state revenue. The most recent estimate provided by the U.S. Government Accountability Office (GAO), was produced in 2017, at the same time Amazon was just beginning to implement collections in Missouri. As a result, the GAO estimates of revenue gains, shown below, are likely high compared to what Missouri might expect to collect. State General Revenue (3% rate): \$67.32 millionState Earmarked Revenue (1.225% rate): \$27.45 millionLocal Revenue (3.805% average rate): \$85.23 millionTOTAL State and Local (8.03% combined average rate): \$180 millionThe uncertainty of the state tax collections that would result from the Wayfair Fix, demonstrates the importance of not tying the potential for revenue gains with a certain and ongoing expenditure. It's important to recognize that while the state is likely already capturing a significant portion of the state sales taxes due for online retail purchases, localities may be missing out on local tax revenue. Many online retailers, particularly smaller venders, aren't yet able to easily calculate and remit sales tax. Implementing the collections mechanisms described in House Bill 644 will make it easier for those retailers - small independent sellers and large retail giants alike- to calculate and remit sales taxes that

are due to the state and localities. With House Bill 644, lawmakers can level the playing field for Missouri businesses, support our local communities, and provide a fiscally responsible path to utilizing any state revenue gains. We encourage your support.



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: ANDREA SITZES			PHONE 1 41772	NUMBER: 45659
BUSINESS/ORGANIZATION SHOW ME CHRIST			TITLE: PRESI	DENT & CEO
ADDRESS: P.O. BOX 1528				
CITY: NIXA			STATE: MO	ZIP: 65714
EMAIL: andrea@showmed	ccmo.com	ATTENDANCE: Written		MIT DATE: 0/2021 9:46 AM

THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.

Rep. Wallingford and the Ways and Means Committee - Thank you for reviewing my testimony in support of HB 644. Raised the 7th generation to grow up on my family's Century Farm in Maries County, I now have the honor of leading the economic development organization for Christian County. Show Me Christian County represents the communities of Billings, Clever, Nixa, Fremont Hills, Ozark, Sparta, and Highlandville. With a stark difference between where I started and where I now reside, I bring a unique lens to this issue. The Office of Administration projected Christian County to be the single fastest-growing county in Missouri between the years of 2000 - 2030 with an estimated 142% growth rate. We are now 2/3 into that critical mass and react to the growth to the best of our abilities. Sales tax typically sees a growth of 1-8% per year, historically speaking. Revenues have not kept pace with the rate of growth. As a holistic economic development organization, we are advocating for this issue on behalf of the businesses in Christian County and also our municipal partners. A healthy economy cannot thrive without the citizens, businesses, and public entities working in sync. The existing business sector in Christian County is largely service-based. We are a county of small businesses with 75% employing less than 15 people. In contrast, 75-80% of our 86,000 residents are employed outside our county's boundaries. According to the "Best in Midwest" survey information, Christian County falls in the bottom six counties in the state for the loss of our daytime population. Pair that factor with the accelerating e-commerce trend and the forecast looks dim for the ability to react to the impending growth. While I realize this bill does not directly impact the local economy, I believe the research we've conducted also applies to the necessity for our state to remain competitive with our peers. Wayfair is undoubtedly an equalizer for small businesses with brick & mortar stores. Many of our owners have launched themselves into e-commerce during the pandemic, however they have expressed the desire for customers to still purchase from their physical stores. This allows them the opportunity to build customer loyalty and retention through a personalized approach. Leveling the in-store and online sales tax rates removes one barrier from the in-person experience. Christian County is also home to Creative Audio, an e-commerce distributor in the mobile electronics industry. With a completely different view Owner, Don Fleury is a proponent of implementing Wayfair in Missouri. Fleury has communicated that it is more tedious for their business and third-party compliance firms to exclude Missouri from the online sales tax than it would be for them to include it with their formulas. He has further stated in the Show Me Christian County Government Relations committee that he strongly supports the measure to account for state transportation improvements appropriated through general revenue. He sees first hand the amount of increased traffic, both Over-The-Road, and Less-Than-Load (LTL) carriers, place on our roadway systems. Without a mechanism to replenish the maintenance funds through sales tax collection, the system is unsustainable. In addition to the business voice, SMCC represents the municipalities in Christian County. Some of our

communities have been successful in passing a similar measure locally, others have not. However, the need for such a measure continues to magnify. "Online shopping's share of total retail sales has been increasing approximately one percentage point per year, but a recent UBS analysis predicted that COVID-19 will immediately increase that share from 15 percent to 25 percent – a decade of change concentrated in several months." (Article: The Pandemic Will Change American Retail Forever.) Furthermore, "According to e-commerce statistics for 2020, 95 percent of retail sales are expected to be made via the internet by 2040." (International Economic Development Council: Restore Your Economy.)I reject any sentiment that this is a new tax placed on the citizens. Our sales tax rates were voted upon and established based on needs that were valued by voters across the state of Missouri. I don't recall ever casting a ballot on whether those dollars should start leaving our communities with the innovation of e-commerce. As I've gained experience in the industry of economic development and reflected on my rural beginnings I've realized that if your community cannot re-invest in itself and if the businesses do not maintain relevancy your community is at risk. That same logic can be applied to our state. I love Missouri enough to see it recapture the funds that are being lost to this new innovation. I believe in the power of our businesses, citizens, and leaders to make sound decisions with those revenues.I thank you for your consideration of my thoughts and am happy to answer any questions you may have. Respectfully Submitted - Andrea Sitzes, President & CEO Show Me Christian County.



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TESTIFYING:	☑ IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES
		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: BRIAN GRACE			PHONE NUMB 573-230-9	
REPRESENTING: MISSOURI ECONO	MIC DEVELOPMENT	COUNCIL	TITLE:	
ADDRESS: 117 MADISON STREET				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	ATE: 21 12:00 AM
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TESTIFYING:	☑IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES
		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: CHARLES CAVER	LY		PHONE NUME 314-566-0 4	
BUSINESS/ORGANIZATIO MISSOURI MUNICI			TITLE: PRESIDEN	NT
ADDRESS: 117 MIDLAND AVENUE				
CITY: MARYLAND HEIGH	нтѕ		STATE: MO	ZIP: 63043
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	DATE: 121 12:00 AM
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COMMITTEE: Ways and Means				
TESTIFYING:	✓ IN SUPPORT OF	☐ IN OPPOSITION TO		ATIONAL PURPOSES
		WITNESS NAME		
INDIVIDUAL:				
WITNESS NAME: CHARLIE HERBST			PHONE NUME	BER:
BUSINESS/ORGANIZATIO	N NAME:		TITLE:	
ADDRESS:				
CITY:			STATE:	ZIP:
EMAIL: cherbst@capecou	nty.us	ATTENDANCE: Written	SUBMIT 0 2/10/20	DATE: 121 9:57 AM
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I support "Wayfair" legislation that would provide for all entities to collect the appropriate amount of sales tax on items purchased online outside of the State of Missouri.



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		WITNESS NAME			
REGISTERED LO	OBBYIST:				
WITNESS NAME: CHRIS MOODY			PHONE NUMBE 573680341		
REPRESENTING: MCTA - THE MISSO	OURI INTERNET AND T	ELEVISION ASSOCIATION	TITLE: LOBBYIST		
ADDRESS: 217 EAST CAPITOL AVE.					
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101	
EMAIL: CMoody@hbstrate	egies.us	ATTENDANCE: Written	SUBMIT DA 2/10/202	ATE: 21 9:51 AM	

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My name is Chris Moody and I am a registered lobbyist for MCTA - The Missouri Internet and Television Association. During the last week of the 2020 legislative session, while the Senate was debating internet use tax legislation (Wayfair) legislation on the floor, a bipartisan compromise 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 LOBBYIST:			
WITNESS NAME: CHUCK PIERCE		PHONE NUMBE 573-635-27	
REPRESENTING: ASSOCIATED INDUSTRIES OF MISSOUF CERTIFIED PUBLIC ACCOUNTANTS	RI, MISSOURI SOCIETY OF	TITLE:	
ADDRESS: PO BOX 1073			
CITY: JEFFERSON CITY		STATE: MO	ZIP: 65102
EMAIL:	ATTENDANCE:	SUBMIT DA 2/10/202	ATE: 21 12:00 AM
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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: DARRELL SKILES			PHONE N 573308	
BUSINESS/ORGANIZATION NAME: COUNTY COMMISSIONERS ASSOCIATION OF MISSOURI TITLE: CCAM PRESIDENT				PRESIDENT
ADDRESS: 1541 CO. RD. 2540				
CITY: SALEM			STATE: MO	ZIP: 65560
EMAIL: darrellskiles@hotr	nail.com	ATTENDANCE: Written		MIT DATE: 0/2021 10:44 AM

THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo. Our brick and mortar businesses are vital to the economic viability of our communities and should not

be at a competitive disadvantage to out of state internet sellers who don't have to collect the same sales and use taxes as they do. Theses are taxes approved by local citizens to provide funding for roads, bridges, jails, law enforcement, etc. that should be collected and properly remitted by ALL sellers in our counties. Thank you.



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	WITNESS	NAME		
REGISTERED LOBBYIS	Т:			
WITNESS NAME: DAVID OVERFELT			ONE NUMBER: 5736362524	
REPRESENTING: MISSOURI RETAILERS ASS ASSOCIATION; MO TIRE IN	•		TLE: RESIDENT	
ADDRESS: P0 1336				
CITY: JEFFERSON CITY		ST.	ATE:	ZIP: 65102
EMAIL: dave@moretailers.com	ATTENDANCE Written	:	SUBMIT DATE: 2/9/2021 11:0)1 AM

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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.



dharms@desperesmo.org

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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: DOUGLAS J HARN	I S		PHONE NUM 314-835-6	
BUSINESS/ORGANIZATIO			TITLE: CITY ADN	MINISTRATOR
ADDRESS: 12325 MANCHEST	ER			
CITY: DES PERES			STATE: MO	ZIP: 63131
EMAIL: dharms@desperes	smo.ora	ATTENDANCE: Written	SUBMIT 2/5/20	DATE: 21 2:15 PM

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Written

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 online 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. Generally oppose tying the local use tax to a reduction in gross receipts revenues for video services.



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: EILEEN WEIR			PHONE NUMB 816-325-70	
BUSINESS/ORGANIZATIO CITY OF INDEPEN			TITLE: MAYOR	
ADDRESS: 111 EAST MAPLE				
CITY: INDEPENDENCE			STATE: MO	ZIP: 64050
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	OATE: 021 12:00 AM
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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: FRED DREILING			PHONE NUMB 181680663	
REPRESENTING: MISSOURI ASSOC	IATION OF MUNICIPAL	UTILITIES	TITLE:	
ADDRESS: 7325 SUMMIT				
CITY: KANSAS CITY			STATE: MO	ZIP: 64114
EMAIL: freddreilingllc@gm	nail.com	ATTENDANCE: Written	SUBMIT D 2/10/20	ATE: 21 7:05 PM
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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: GARY JUNGERMA	ANN		PHONE NUM 573-826-0	
BUSINESS/ORGANIZATIO COUNTY COMMIS	ON NAME: SIONERS ASSOCIATIO	ON	TITLE: PRESIDIN	IG COMMISSIONER
ADDRESS: 1648 EAST ELM				
CITY: JEFFERSON CITY			STATE: MO	ZIP:
EMAIL:		ATTENDANCE:	SUBMIT 2/10/2 (DATE: 021 12:00 AM
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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: GINGER STEINME	TZ		PHONE NUME 57329195	
REPRESENTING: COUNTY COMMIS	SIONERS OF MISSOURI		TITLE: PRINCIPA	.L
ADDRESS: PO BIX 1108				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65102
EMAIL: gsteinmetz@hbstr	ategies.us	ATTENDANCE: Written	SUBMIT I 2/10/20	DATE: 021 10:44 AM
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		WITNESS NAME		
REGISTERED LO	BBYIST:			
WITNESS NAME: HENRIO THELEMA	QUE		PHONE NUME 678-799-48	
REPRESENTING: MISSOURI RETAIL	ERS ASSOCIATION		TITLE:	
ADDRESS: PO BOX 2303				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65102
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	DATE: 21 12:00 AM
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		WITNESS NAME			
REGISTERED L	OBBYIST:				
WITNESS NAME: JEFF BROOKS			PHONE NUM 314-941-9		
	REATER ST. LOUIS INC ITY OF ST. CHARLES	C, CITY OF CHESTERFIEL	_D,		
ADDRESS:					
CITY:			STATE: MO	ZIP:	
EMAIL:		ATTENDANCE:	SUBMIT 2/10/2 (DATE: 021 12:00 AM	
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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: JEREMY LAFAVER	₹		PHONE NUME	BER:
REPRESENTING: MISSOURI BUDGE	T PROJECT		TITLE:	
ADDRESS: 7200 MADISON AV	/ENUE			
CITY: KANSAS CITY			STATE: MO	ZIP: 64114
EMAIL:		ATTENDANCE:	SUBMIT 0 2/10/20	DATE: 121 12:00 AM
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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: JOHN MEHNER			PHONE NUM 573.335.3	
BUSINESS/ORGANIZATION NAME: CAPE GIRARDEAU AREA CHAMBER OF COMMERCE			R PUBLIC PRESIDENT & CEO	
ADDRESS: 220 NORTH FOUNTAIN STREET				
CITY: CAPE GIRARDEAU	J		STATE: MO	ZIP: 63701
EMAIL: jmehner@capecha	ımber.com	ATTENDANCE: Written	SUBMIT 2/10/2	DATE: 021 7:44 AM
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On behalf of the Missouri Economic Development Council and the Cape Girardeau Area Chamber of Commerce, I am in support of HB 644. It is a clean bill moving toward adopting the benefits of the Wayfair decision for the state of Missouri.



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: JULIAN JACQUIN			PHONE NUME 636-399-0	
BUSINESS/ORGANIZATION NAME: MISSOURI ECONOMIC DEVELOPMENT COUNCIL		TITLE: ECONOM MANAGE	IC DEVELOPMENT R	
ADDRESS: 16860 MAIN STREI	ĒΤ			
CITY: WILDWOOD			STATE: MO	ZIP: 63040
EMAIL:		ATTENDANCE:	SUBMIT I 2/10/20	DATE: 121 12:00 AM
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		WITNESS NAME		
BUSINESS/ORGANIZA	TION:			
WITNESS NAME: LEE SAWYER			PHONE NUME (816) 271-	
BUSINESS/ORGANIZATION NAME: BUCHANAN COUNTY			TITLE: PRESIDIN	G COMMISSIONER
ADDRESS: 411 JULES, ROOM 101				
CITY: ST. JOSEPH			STATE: MO	ZIP: 64501
EMAIL: Isawyer@co.buchanan.mo	.us	ATTENDANCE: Written	SUBMIT D 2/10/20	OATE: 21 8:20 AM
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In support of closing the online sales tax loophole and helping our small businesses.



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		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: MATT MORROW			PHONE NUM 417-862-5	
BUSINESS/ORGANIZATION NAME: SPRINGFIELD AREA CHAMBER OF COMMERCE		PRESIDENT AND CEO		
ADDRESS: 202 S. JOHN Q. HAMMONS PARKWAY				
CITY: SPRINGFIELD			STATE: MO	ZIP: 65806
EMAIL: Imustoe@springfi	eldchamber.com	ATTENDANCE: Written	SUBMIT 2/10/2	DATE: 021 9:33 AM

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Chairman Wallingford and members of the House Committee on Ways and Means:On behalf of the Springfield Area Chamber of Commerce and our over 1500-member businesses, please accept this letter of support for House Bill 644. Missouri is one of only two states that lacks laws that require online sellers to charge sales tax. Enacting a mechanism to collect these dollars would not be a new tax - this is simply money that the state is already owed. We have heard from members of our business community that have been impacted negatively by the loss of business to online competitors, especially during the ongoing pandemic where many increased their online purchasing. This is about fairness and opportunity for our state's small businesses; passing HB 644 would provide a significant opportunity to create fairness between online sellers and Missouri's brick and mortar businesses. Additionally, given the wide range of projections that an online sales tax is anticipated to generate, we encourage the legislature to enact a mechanism for online sales tax without a simultaneous tax cut. This revenue could be used for strategic investments our state desperately needs to remain competitive in areas like workforce development, transportation and more. Delaying a corresponding tax cut would give the state time to see the amount of funds that would actually be generated and make a better-informed decision about a corresponding cut at a later date. Thank you for your consideration and commitment to the state. Sincerely, Matt Morrow President and CEO Springfield Area Chamber of Commerce 202 S John Q Hammons Parkway Springfield, MO 65806



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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: OTTO FAJEN			PHONE NUME 573-634-3	
REPRESENTING: MISSOURI NATION	NAL EDUCATION ASS	OCIATION	TITLE:	
ADDRESS: 1810 EAST ELM STREET				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
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		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: PAT KELLY			PHONE NUMB 314-726-4 7	
REPRESENTING: MUNICIPAL LEAG	UE OF METRO ST. LO	UIS	TITLE:	
ADDRESS: 11911 DORSETT ROAD				
CITY: MARYLAND HEIGI	нтѕ		STATE: MO	ZIP: 63043
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	ATE: 21 12:00 AM
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610, RSMo.



BILL NUMBER: HB 644				DATE: 2/10/2021	
COMMITTEE: Ways and Means			•		
TESTIFYING:	☑IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES	
		WITNESS NAME			
REGISTERED LO	OBBYIST:				
WITNESS NAME: RICHARD SHEETS	3		PHONE NUMB 573-635-9		
REPRESENTING: MISSOURI MUNICI	PAL LEAGUE		TITLE:		
ADDRESS: 1727 SOUTHRIDG	E DRIVE				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65109	
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	DATE: 21 12:00 AM	
THE INFORMA	TION ON THIS FOR	M IS PUBLIC RECOR	D UNDER CHA	PTER 610. RSMo.	I



BILL NUMBER: HB 644				DATE: 2/10/2021
COMMITTEE: Ways and Means				
TESTIFYING:	☑IN SUPPORT OF	☐ IN OPPOSITION TO		ATIONAL PURPOSES
		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: RODNEY GRAY			PHONE NUME 573-644-7 9	
REPRESENTING: CITY OF COLUMBI	IA		TITLE: SHAREHO	DLDER
ADDRESS: 221 BOLIVAR STREET SUITE 300				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65102
EMAIL: rgray@polsinelli.c	om	ATTENDANCE: Written	SUBMIT 0 2/9/202	DATE: 11 2:27 PM
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BILL NUMBER: HB 644				DATE: 2/10/2021
COMMITTEE: Ways and Means			•	
TESTIFYING:	☑IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES
		WITNESS NAME		
REGISTERED LO	OBBYIST:			
WITNESS NAME: ROSS LIEN			PHONE NUMB 701-202-8 2	
REPRESENTING: MISSOURI CHAME	BER OF COMMERCE		TITLE:	
ADDRESS: 428 EAST CAPITOL AVENUE				
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65101
EMAIL:		ATTENDANCE:	SUBMIT D 2/10/20	ATE: 21 12:00 AM
THE INFORMATION ON THIS FORM IS PUBLIC RECORD UNDER CHAPTER 610, RSMo.				



BILL NUMBER: HB 644				DATE: 2/10/2021
COMMITTEE: Ways and Means				
TESTIFYING:	☑IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES
		WITNESS NAME		
BUSINESS/ORG	ANIZATION:			
WITNESS NAME: STEVE WHITWOR	тн		PHONE NUME 573-714-4	
BUSINESS/ORGANIZATIO WHITWORTH'S GIF	ON NAME: FT CHEST JEWELERS		TITLE: PRESIDEI	NT
ADDRESS: 333 5TH WESTWOOD BOULEVARD, SUITE 21				
CITY: POPLAR BLUFF			STATE: MO	ZIP: 63901
EMAIL:		ATTENDANCE: SUBMIT DATE: 2/10/2021 12:00 AM		
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BILL NUMBER: HB 644				DATE: 2/10/2021	
COMMITTEE: Ways and Means					
TESTIFYING:	✓ IN SUPPORT OF	☐ IN OPPOSITION TO	☐FOR INFORM	ATIONAL PURPOSES	
		WITNESS NAME			
REGISTERED LO	OBBYIST:				
WITNESS NAME: TRENT WATSON			PHONE NUME 314606014		
REPRESENTING: MISSOURI ASSOC	IATION OF COUNTIES		TITLE:		
ADDRESS: 2930 VALLEY VIEW TERRACE					
CITY: JEFFERSON CITY			STATE: MO	ZIP: 65109	
EMAIL: trent@trentwatson	ı.com	ATTENDANCE: In-Person	SUBMIT DATE: 2/9/2021 9:43 PM		
THE INFORMATION ON THIS FORM IS PUBLIC RECORD LINDER CHAPTER 610, RSMo					

In support of closing the Wayfair online sales tax loophole.



BILL NUMBER: HB 644				DATE: 2/10/2021	
COMMITTEE: Ways and Means			•		
TESTIFYING:	☐ IN SUPPORT OF	✓ IN OPPOSITION TO	FOR INFORMA	ATIONAL PURPOSES	
		WITNESS NAME			
INDIVIDUAL:					
WITNESS NAME: ARNIE "HONEST-ABE" DIENOFF-STATE PUBLIC ADVOCATE PHONE NUMBER:					
BUSINESS/ORGANIZATION NAME:				TITLE:	
ADDRESS:					
CITY:			STATE:	ZIP:	
EMAIL: ATTENDANCE: Written				SUBMIT DATE: 2/10/2021 11:22 AM	
THE INFORMA	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



MISSOURI HOUSE OF REPRESENTATIVES

WITNESS APPEARANCE FORM

BILL NUMBER: HB 644				DATE: 2/10/2021		
COMMITTEE: Ways and Means						
TESTIFYING:	\square IN SUPPORT OF	☐ IN OPPOSITION TO	FOR INFOR	MATIONAL PURPOSES		
		WITNESS NAME				
REGISTERED LOBBYIST:						
WITNESS NAME: PHONE NUMBER: 5732302940						
REPRESENTING: EXPEDIA GROUP			TITLE: REGIST	TITLE: REGISTERED LOBBYIST		
ADDRESS: 5860 HAMSTEAD HEATH COURT						
CITY: ASHLAND			STATE: MO	ZIP: 65010		
EMAIL: bill@shoehigh.com	n	ATTENDANCE: Written	SUBMI 2/9/2	T DATE: 021 1:42 PM		

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Representative Wayne Wallingford, chairman **House Committee on** Memo to: Ways and MeansFrom: Bill Shoehigh, registered lobbyist Expedia House Bill 644Dear Chairman Wallingford and members of the committee:On **GroupSubject:** behalf of Expedia Group I would like to submit for the record this testimony for informational purposes only on House Bill 644, offered by Rep. Falkner. As you know, we will hear three "Wayfair" bills in the House on Wednesday and on Thursday the Senate will hear three Wayfair bills, as well. Five of the six bills use a definition of "marketplace facilitator" that is substantially consistent with NCSL model language. That language includes important exclusions for advertising services and travel agency services that has been crafted by multiple stakeholders over several years. House Bill 644 uses a definition of "marketplace facilitator" that is inconsistent with the other Wayfair bills being heard this week. It includes in the definition platforms that provide advertising or travel agency services but who do not collect payment for the marketplace seller, thus making it impossible to comply with the provisions of the statute.We strongly urge the sponsor to amend his definition of "marketplace facilitator" in section 144.752 with a definition that is more consistent with House Bill 554, House Bill 555, Senate Bill 97, Senate Bill 153 and Senate Bill 248. Thank you.



MISSOURI HOUSE OF REPRESENTATIVES

WITNESS APPEARANCE FORM

BILL NUMBER: HB 644				DAT 2/1	E: 0/2021
COMMITTEE: Ways and Means				·	
TESTIFYING:	☐ IN SUPPORT OF	☐ IN OPPOSITION TO	✓ FOR I	INFORMATIC	NAL PURPOSES
		WITNESS NAME			
REGISTERED LOBBYIST:					
WITNESS NAME: PHONE NUMBER: 5732302940					
REPRESENTING: MICROSOFT CORPORATION TITLE: REGISTERED LOBBYIST					LOBBYIST
ADDRESS: 5860 HAMSTEAD HEATH COURT					
CITY: ASHLAND			ST M	ATE: O	ZIP: 65010
EMAIL: bill@shoehigh.cor	n	ATTENDANCE: Written	-	SUBMIT DATE: 2/9/2021 1: 4	19 PM

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