



February 6, 2020

The Honorable Stephen S. Hershey, Jr.
420 James Senate Office Building
11 Bladen Street
Annapolis, MD 21401-1991

Re: SUPPORT SB397- Sales and Use Tax and Personal Property Tax Exemption – Data Centers

Dear Senator Hershey,

ThinkBig Networks, LLC supports the Senate Bill 397 that provides for a sales and use tax exemption for certain technology equipment for use at a qualified data center.

The proposed bill supports economic growth in Maryland and will provide opportunities for job growth throughout the State, especially in rural and economically depressed areas. Maryland has never been able to compete in the attraction of Data Centers because so many other states offer huge incentives.

Virginia enacted such laws over ten years ago and they are now the Data Center Hub of the Country. Bills like this not only provide jobs in technology but they also create many other jobs from supporting trades (ie electricians, plumbers, etc.) and all the hospitality industries that support them.

ThinkBig Networks is an internet service provider that is currently providing services in rural areas and opportunities zones in Baltimore City. These areas are in a unique position to attract Data Centers if the sales tax laws were competitive with other states. The passing of this bill could help bring economic and job growth to areas that are currently economically depressed.

ThinkBig Networks, LLC requests a favorable consideration for this bill.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Wagner", is written over a teal-colored curved graphic element that spans the width of the page.

Mark Wagner
CEO
ThinkBig Networks, LLC