



Senate Bill 1045

Date: March 10, 2025

Committee: House Ways and Means Committee

Position: Opposed

Dear Chair Guzzone and Members of the Committee,

As a group of over a dozen black owned landscaping companies, we are writing to express our strong opposition to Senate Bill 1045, which would expand Maryland's sales and use tax to essential business-to-business (B2B) services. This proposal would create a new 2.5% tax on a wide range of services that our businesses rely on daily to operate, including accounting, IT support, consulting, and many others.

In addition, our own companies will now be forced to levy a 2.5% sales tax on our corporate landscaping clients that represent a large portion of our revenues leading to a cash crunch from on both sides of our operations. **This legislation would have a direct impact in our ability to hire more employees and be able to compete for existing and new business. Our industry has slim margins, and this legislation would be disastrous to many of our members.**

While we understand Maryland faces budget challenges, implementing a B2B service tax represents a short-term fix that would create significant long-term problems for Maryland's economy and competitiveness. There are several specific reasons why this legislation would harm our membership.

Disproportionate Impact on Small & Minority Owned Businesses

Our businesses operate on thin margins and lack the resources to absorb new taxes or bring services in-house. Unlike large corporations, our businesses rely heavily on outsourced professional services for accounting, technology support, and other essential functions. This tax would add thousands in new annual costs for our businesses already struggling with economic pressures, potentially forcing difficult choices between raising prices, reducing staff, or cutting investments in growth.

This legislation Will Result in Pyramiding Taxes

Taxing services increases the potential for services and goods to be taxed more than once, which leads to higher consumer costs.

Competitive Disadvantage in the Region

This tax would make Maryland an outlier among our neighboring states. Virginia and Delaware do not impose similar taxes on business services, creating an immediate competitive disadvantage for Maryland businesses. For our member business, with fierce competition located near state borders, this tax creates a strong incentive to seek service providers across state lines, while also encouraging Maryland-based service businesses to relocate to neighboring states.

Administrative Burden and Compliance Costs

Beyond the direct tax cost, this legislation would create significant administrative burdens for my business that must track, collect, and remit this new tax. For many small businesses like mine, this means additional accounting costs and time spent on compliance rather than growing their business.

Dangerous Precedent for Future Taxation

Once established, this tax structure could easily expand to additional service categories or increase in rate. While today's proposal targets specific services at 2.5%, there is legitimate concern that future budget shortfalls could lead to rate increases or expansion to other essential business services like legal services, real estate services, or healthcare.

Cascading Tax Effect

Unlike a traditional sales tax on final consumption, this B2B tax creates a "tax on tax" scenario where services taxed at various stages of production ultimately result in higher costs passed on to Maryland consumers. This cascading effect makes the true impact much greater than the nominal 2.5% rate suggests.

While we support efforts to ensure Maryland's fiscal stability, the most effective approach to address budget challenges is to focus on policies that encourage business growth and economic expansion. A thriving business community naturally generates increased tax revenue through job creation and economic activity.

We urge you and the members of the General Assembly to carefully evaluate the implications of this legislation, reject SB 1045, and advocate for policies that support a thriving business environment in our state.

Sincerely,

Alex Smith
Founder & Executive Director
Black Landscapers Alliance