



March 10, 2025

To: Senator Shelly Hettleman

RE: Bill SB1045

Hi Senator,

I am writing this letter to ask you to reconsider the Services Tax Bill (SB1045).

Running a small business is tough. It's already tougher in Maryland than many other states. My wife and I own a small video advertising agency in Baltimore. We have eight employees and the majority of our business comes from the DC and Northern Virginia area. Most of our competitors are also from those areas.

The advertising industry has been hit hard in the last few years and every dollar counts. Budgets are shrinking and we are having to fight hard for every account and project. Small as it may sound, an added tax would put us at a disadvantage. We now must bid against competitors just across the border who do not have the same tax burdens as us.

Our business has been in Maryland for 15 years because we love Maryland. But Maryland doesn't make it easy to run a business—especially a small one. Our lease is up in October and we are waiting to renew our lease based on this legislation.

Like many Baltimore businesses, we already have difficulty getting qualified employees to move here. **And with each new piece of legislation working against us, we are seriously considering leaving the state we love so much.**

We love it here but it's hard watching the Maryland advertising industry in survival mode while other states don't have the same challenges as us.

Please reconsider this legislation and help Maryland small businesses regain our footing.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Hack". The signature is stylized with a large "D" and a long, sweeping horizontal line.

Daniel Hack