

**Senate Bill 1045**

**Date:** March 10, 2025

**Committee:** Senate Budget and Taxation Committee

**Position:** Opposed

Dear Chair Guzzone and Members of the Committee,

As a local woman-owned small business, I write to express 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 businesses rely on daily to operate, including accounting, IT support, consulting, and many others.

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 Maryland businesses:

**Disproportionate Impact on Small Businesses**

Small businesses operate on thin margins and lack the resources to absorb new taxes or bring services in-house. Unlike large corporations, small 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 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. This is a known and ongoing theme in Maryland, where the same dollar that we work very hard for is taxed multiple times.

**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. This tax will create a strong incentive to seek service providers across state lines, reducing tax dollars in Maryland and defeating the purpose of this tax in the first place.

I HAVE BEEN A MARYLANDER MY ENTIRE LIFE, BUT AM LOOKING AT HOMES IN OTHER STATES THAT ARE MUCH MORE TAX-FRIENDLY TO MOVE MY FAMILY AND SMALL BUSINESS TO BECAUSE THE TAX SITUATION IS BECOMING UNTENABLE HERE.

## **Administrative Burden and Compliance Costs**

Beyond the direct tax cost, this legislation would create significant administrative burdens for businesses that must track, collect, and remit this new tax. For many small businesses, 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.

I 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,

Mandy Sleight

Small Business Owner

1022 Shoreland Drive Glen Burnie MD 21060

mandy.w.sleight@gmail.com