

**House Bill 1554****Date:** March 10, 2025**Committee:** House Ways and Means Committee**Position:** Opposed

Dear Chairwoman Atterbeary and Members of the Committee,

As the owners of Blue Vista Real Estate, LLC and Tan & Associates, Inc., both professional service companies, we write to express strong opposition to House Bill 1554, 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.

Blue Vista Real Estate provides commercial property management services to over 11 properties in Maryland, and Tan & Associates provides tax, accounting and financial services to over 300 small businesses in Maryland.

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, including ours. 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.

**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 my properties 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 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.

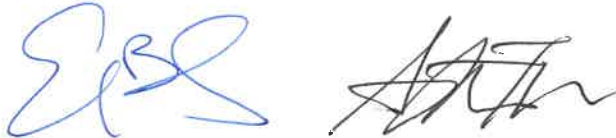
### **Cascading Tax Effect**

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 to and the members of the General Assembly to carefully evaluate the implications of this legislation, reject HB 1554, and advocate for policies that support a thriving business environment in our state.

Sincerely,

Two handwritten signatures in blue ink. The first signature on the left is for Emily Brophy, and the second signature on the right is for Stephen Tan.

Emily Brophy and Stephen Tan  
Owners  
Blue Vista Real Estate, LLC  
Tan & Associates, Inc