



March 10, 2025

RE: HB 1554 / SB 1045 - Sales and Use Tax - Taxable Business Services - Alterations

Dear House Ways and Means Committee Members,

My name is Julian (Blackie) Wills and I am the President and CEO for Dash In Convenience Stores, a Maryland-based company with 43 outlets in the state employing about 800 between these outlets. We are owned by The Wills Group, Inc., a Maryland-based company founded 99 years ago and I am part of the fourth generation of family leadership for the organization. We have community-based values and donate over \$1 million annually to our charitable partners including various food banks.

I am writing in opposition to HB 1554 for the following reasons:

- Direct Cost Increase: A company spending \$200,000 annually on these services would pay \$5,000 more in new taxes.
- Competitive Disadvantage: Competitors in Virginia, Delaware, and Pennsylvania won't face these same costs
- Future Expansion Risk: Once established, these taxes historically expand to more services and higher rates

Maryland is already uncompetitive to neighboring states with its high taxes and burdensome regulatory environment. I hope common sense will prevail as we do not need to make matters worse with this proposed legislation.

Sincerely,

Julian (Blackie) Wills III
President & CEO
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