

HB0161\_RichardKaplowitz\_FAV

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Richard Keith Kaplowitz

Frederick, MD 21703

**TESTIMONY ON HB#/0161- POSITION: FAVORABLE**  
**Property Tax Credit - Retail Service Station Conversions**

**TO:** Chair Wilkins, Vice Chair Feldmark, and members of the Ways and Means Committee

**FROM:** Richard Keith Kaplowitz

My name is Richard Keith Kaplowitz. I am a resident of District 3, Frederick County. I am submitting this testimony in support of HB#/0161, **Property Tax Credit - Retail Service Station Conversions**

This bill encourages conversion of service stations to maximize their usage and provide multiple favorable conditions in the community in which they are located.

In the end, taking on the conversion of traditional gas stations into vibrant, modern retail spaces represents a truly unique and, frankly, an increasingly attractive opportunity within today's commercial real estate market. Yes, there are definite challenges involved – navigating environmental remediation and complying with all those regulations requires careful attention and expertise. **But the potential upside? The chance to genuinely revitalize a community, transform a neglected property, and generate strong returns on your investment?** That potential is absolutely undeniable. <sup>1</sup>

This bill will facilitate entrepreneurs in undertaking this conversion by giving them a property tax credit when they work to make that station into a vibrant part of the community. Environmental remediation can have positive effects on the local environment. A larger facility can become a source of local jobs to effect that conversion and then staff an expanded facility.

While the following is in promotion of a business that assists in those conversions their conclusions are valid considerations.

Investing in gas station renovations isn't just about updating the physical space; it's about investing in the customer experience. By prioritizing convenience, safety, and overall satisfaction, businesses ... can boost customer loyalty, increase foot traffic, and ultimately drive business success. Strategic renovations demonstrate a commitment to meeting customer needs and staying competitive in a rapidly evolving market. <sup>2</sup>

**I respectfully urge this committee to return a favorable report on HB#/0161.**

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<sup>1</sup> <https://www.lansingcitypulse.com/stories/gas-station-conversion-playbook-turn-underused-properties-into-retail-gold-with-these-proven,143926>

<sup>2</sup> <https://www.rossfogg.com/blog/boosting-business-the-impact-of-gas-station-renovation-on-customer-experience/>