



Testimony in Support of HB2747 by Mr. Daniel Murray
Kansas State Director, National Federation of Independent Business
House Taxation Committee
February 15, 2012

Good afternoon Chairman Carlson and members of the Committee. My name is Dan Murray and I am the State Director of the National Federation of Independent Business/Kansas. NFIB is the state's leading small business organization representing small and independent businesses. A non-profit, nonpartisan organization founded in 1943, NFIB represents the consensus views of its over 4,100 members in Kansas.

I am pleased to be here in support of HB2747. As with other proposals, we support any effort to reform our tax policy by reducing the tax burden on small businesses—our state's largest job creator.

NFIB Membership & Small Business. I think it is important to note that NFIB's membership is comprised entirely of independent businesses. Our membership spans the spectrum of business operations, ranging from one-person cottage enterprises to firms with hundreds of employees. NFIB members are a diverse group consisting of high-tech manufacturers, retailers, farmers, professional service providers and many more. Our membership does not include schools, municipalities or not-for-profits. We are the true voice of Main Street.

Further, small business is the backbone of the Kansas economy. Collectively, small business represents nearly 97 percent of all employer firms and provides employment to over 52 percent of the non-farm private work force in Kansas. Being such a large part of the state's economy, these businesses are central to Kansas' health and well-being. Further, while the employment situation was weak in 2008-09, small businesses in Kansas represented over 75% of the net new private-sector jobs from 2005 to 2008.

Taxes Rates. NFIB fights for small business tax relief because we know that a complex tax code and burdensome taxes are among the biggest challenges facing small business owners. According to the most recent NFIB *Small Business Problems and Priorities* survey, taxes on business income rank as the third worst problem and tax complexity holds fifth place among major concerns.

High tax rates are a problem for small businesses because they siphon off the after-tax income that owners need to invest back in their business to assure its viability and growth as a creator of jobs. We support low tax rates so that small business owners keep more of their money to reinvest in and grow their business.

Kansas Tax Climate. Kansas must improve its tax climate. The Small Business & Entrepreneurship Council's "Business Tax Index 2011" ranks the states from best to worst in terms of the costs of their tax systems on entrepreneurship and small business. The Index pulls together 16 different tax measures, and combines those into one tax score that allows the 50 states and District of Columbia to be compared and ranked. **Kansas ranks 26th—that is unacceptable.** Here's how we compare to our neighboring states: SD-1st, CO-10th, OK-13th, MO-15th, NE-39th.¹ And sadly, this tax climate index is one of several that consistently rank Kansas in the lower half. Quite frankly, I'm sick and tired of Kansas being lower-half or average with regards to tax climate. This committee and the legislature have a choice. We trust you will choose to help move Kansas from 26th to 1st.

Conclusion. So, we know this: 1) Small businesses are the major source of job creation; 2) Taxes, particularly the income tax, matter to small business; and 3) Kansas' tax climate is average at best. Thus, in order to stimulate small business job

¹ *Small Business & Entrepreneurship Council's Business Tax Index 2011: Best to Worst State Tax Systems for Entrepreneurship & Small Business:*
http://www.sbecouncil.org/uploads/BTI2011_2.pdf

growth in Kansas, we must dramatically change our tax policy. NFIB believes that the best way to achieve that goal is to eliminate corporate and individual income taxes. **Kansas lost over 2,000 small businesses between 2000 and 2009.**
Now is the time to act and reverse the trend!

Again, NFIB wholeheartedly supports tax reform proposals, including HB2747 , which focus on reducing and eliminating state income taxes. Reducing taxes and eliminating the state income tax on small businesses would put Kansas in the same league as a handful of other states, including Texas and Florida, when it comes to attracting businesses. I appreciate that you are taking a serious look at the Kansas tax structure and urge you to pursue change swiftly. Now is the time to make Kansas the best state in which to grow a small business.