



February 6, 2013

The Honorable Les Donovan
State Senator – District 27
300 SW 10th St. - Room: 123-E
Topeka, KS 66612

Dear Senator Donovan:

I am writing in support of Senate Bill 84, which would take an important step toward leveling the playing field for all retailers. It does so by establishing physical nexus based on affiliate relationships and thus requires online-only retailers to collect and remit sales tax just like brick-and-mortar retailers are required to do. Affiliates are valuable partners in growing our online business and we utilize them across the country. Target and other companies share affiliates, who typically represent many retailers from brick and mortar to online only.

As we expand in new areas of business, from Target.com to Target mobile apps, we look to compete fairly with all of our retail counterparts, but that can only happen when all competitors play by the same rules. Current, antiquated tax law has the government picking winners and losers, giving online-only retailers an unfair advantage. Target does not want to be a showroom for online-only retailers; we want to compete fairly in the marketplace.

This is not a new tax; it is a tax currently owed to the state by the consumer. Target collects sales taxes at the point of purchase every day from our customers both online and in our stores. Target is proud of our presence in Kansas and our support for the local economy and communities where we are located. Our commitment to Kansas includes 19 stores, one distribution center and over 3,400 team members. In 2011, we donated over \$1.7 million to local communities and our team members contributed hundreds of volunteer hours.

We respectfully request your support on this important issue to ensure a level playing field for all retailers. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Matt Zabel".

Matt Zabel
Vice President
Target Government Affairs