

Chairman Johnson and Members of the Committee:

My Name is Drew Quinn, I reside at 6000 W. 145th Terrace, Overland Park, KS. I grew up in Prairie Village and went to the University of Kansas, I'm a Jayhawk and passionate about our State.

I am a commercial real estate broker, our firm manages and leases Office buildings, Shopping Centers and Industrial Warehouse properties. A significant part of our business is searching for office, retail and industrial space for new business bringing their business and employees to Kansas. The majority of business of our recent increase has been due to business moving to Kansas. A primary part of these businesses decision process has been the favorable tax policy enacted in 2012, which is now proposed to be eliminated?

Personally, I focus on Real Estate Investors wanting to buy commercial real estate in our State. Investors look to Kansas as a place where there investment will grow, tenants will be in their buildings paying rent. Employers growing, needing more space, citizens shopping because they have a job, warehouses being built to store all the goods those people with jobs will buy. A sudden 180 degree change in tax policy will destroy every bit of this positive expectations investors have for Kansas. Our business has grown every year over the last four years, we have hired more people, my family and I have been able to modestly improve our standard of living. Our business and our family have made long-term financial decisions based upon the 2012 tax cut. By raising taxes all the positive steps forward taken by our State will be wiped out. HB 2023 will do worse than hurt current Kansans, we will announce to all the businesses considering moving to Kansas that our state isn't reliable and are not a tax friendly state.

I oppose House Bill 2023 for the very simple reason it increases the cost to do business in the State of Kansas. We can't pay our employees as much, we can't grow our business as much and we don't have as much money personally to spend in the state. All said, the main reason I oppose HB 2023 is it screams to the outside world, "We don't know what we are doing in the state of Kansas! We don't know how to balance our budget without, once again, going to the taxpayer". It appears to us Kansans and to anyone outside Kansas, who once considered moving their business and family to Kansas, that we are unstable, unreliable and worse untrustworthy. Those business that recently moved to

Kansas will just leave. Many business will weigh their options, make their plans and one day they'll be gone.

As a long time Kansan, I was thrilled when the 2012 small business state income tax was eliminated. I was told that this was just the beginning, Kansas is moving towards becoming a no income tax, just like Texas and eight other states. I was told that Kansas sees the light, "we're going to be Business Friendly, we're going to grow jobs, and we will grow our economy". Now only four years later because we don't have the will, fortitude and guts to cut spending to balance our budget we are weakly going to take the easy route and raise taxes.

How do we balance our budget without raising taxes? By any measure our Public sector and public school budgets are bloated. Kansas spends about ½ its budget on K-12 education, \$4BB. Additionally, K-12 gets another \$2BB from local and the federal government. We spend average of almost \$14,000 per student which makes Kansas #2 in the US. We have 298 school districts, we are inefficient! Worse we spend all this money without seeing any marked increases in our student education. Regarding Public Sector employment we rank only behind Wyoming and Alaska as to the number of public employees per 10,000 residents. 47 other states run more efficiently than Kansas. Kansas spends 34 percent more per resident than the states without an income tax. We are not thrifty we are spend-thrifts.

I ask each member of this committee to sincerely consider voting against HB 2023, do the right thing and have the resolve to see our tax cuts through, figure out how to balance our budget by cutting spending, not increasing taxes. If HB2023 becomes law we will be dooming our state to at best no job growth and at worse job loss for a generation.

Thank you for the opportunity to present my testimony.

Sincerely,

Drew M. Quinn.