

To: Kansas House Tax Committee
From: John Ryan, owner, American Rare Coin, Kansas City, MO
Date: January 29, 2018
Re: Support of HB 2421

Mr. Chairman and Members of the Tax Committee:

I am a Kansas resident and own a retail coin shop. I actually own commercial retail property in Kansas, yet I lease space in Missouri for the coin shop. Only because Missouri exempts the collection of sales tax on numismatics and bullion, while Kansas requires it. Customers frequently mention they come to Missouri or shop online, rather than pay sales tax on thousands of dollars of purchases at Kansas brick-and-mortars. I can say without reservation, that if Kansas did not require sales tax on numismatics and bullion, my store would be in Kansas.

When Missouri exempted sales tax on numismatics and metals, I saw an immediate jump in sales, not only in coins and bullion, but in books, albums, folders, and holders that are still taxable. Also taxable is the increase in income dealers will gain from doing significantly more business.

I also own a small monthly coin show. When looking for a new venue a few years ago, I restricted my search to Missouri. This in itself is not even a small impact on Kansas, but you can be assured, bigger players notice too. Last year, the National Paper Money Show moved to Kansas City, Missouri. Taxes WERE collected, just not on numismatics and metals. Dealers and collectors, literally from around the world, rented hotel rooms and cars, bought dinners and gasoline and a litany of other items and gladly paid the taxes on all of it. Why eliminate Kansas from that income potential?

As a Kansas resident, I share everyone's enthusiasm to do what is best for Kansas. My professional experience indicates that passage of HB 2421 is best for Kansas and the bottom line. Expectation---the net monetary gain or loss given a certain set of circumstances---is certainly much more positive with the passage of HB 2421.

Best regards, John Ryan