



Kirkwood Ace Hardware

Chairman Kannianen and Members of the Senate Finance and Tax Committee:

My name is Jeff Hinz. I own and operate the Kirkwood Ace Hardware Stores in Bismarck, ND. I apologize for not being able to provide in-person testimony. Thank you for allowing me to submit written testimony on this very important retail issue. I Urge a **"DO PASS"** recommendation on SB 2217.

I will be brief and to the point on why SB 2217 is needed in the retail community.

Here are specifics on numbers relating to our operations and taxable sales collections.

My numbers are for a rolling 12 months, November 2021 to November 2022. The results would be even more dramatic if we had the tabulation including December 2022 because of the blizzards and all the snow equipment I sold.

Sales tax collected and paid to the state: Over \$617,000.

Percentage of my business done on credit cards: 79%

Cost of processing credit cards: 2.9%

Approximate credit card fees paid by Kirkwood Ace for the money given to the state: \$14,600

I know there will be some question about the percentage we pay in processing fees. As a small, independent business with small dollar average purchases, this is what it is. There are the games with percentages, but adding all costs and swipe fees and charges, 2.9% is it. I can verify these numbers.

Please give a **"DO PASS"** recommendation to SB 2217.