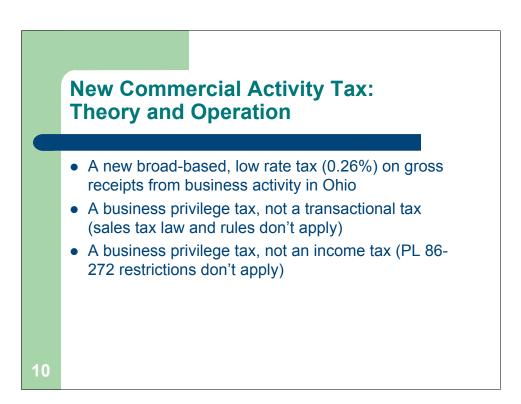




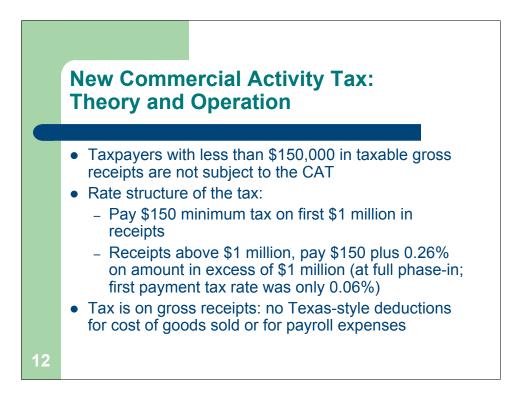
- Savings to taxpayers from repeal of TPP tax and elimination of most of CFT reaches \$2.8 billion by tax year 2011 (relief to pass-through entities due to 21% income tax rate cuts not included)
- Savings from TPP tax elimination alone amount to \$1.7-\$1.8 billion, requiring reimbursement to schools and local governments
- New CAT projected to bring in about \$1.3 billion by FY 2010, not enough to make TPP reimbursement payments during their peak years





- Tax applies to Ohio-generated gross receipts
 - Tax applies to imports of goods and services modest "use tax" or "anti-sham tax" on some business purchases brought into Ohio
 - Tax does not apply to exports of goods and services
- Theory is that tax should be commensurate with "economic presence," or degree to which a business utilizes the Ohio market as measured by in-state sales
- Tax is designed to benefit manufacturing, creating a favorable "platform for production" in Ohio







- Legislature added exemptions for motor fuel and certain wholesaling operations – "qualified distribution centers"
- Legislature added credit for unused NOL deductions in excess of \$50 million, to the extent they could actually be booked for accounting purposes
- Legislature added various and sundry other exemptions, e.g. state and federal excise taxes on motor fuel, cigarettes, and alcoholic beverages

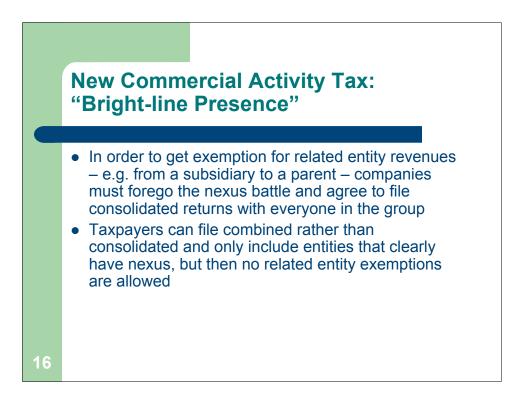


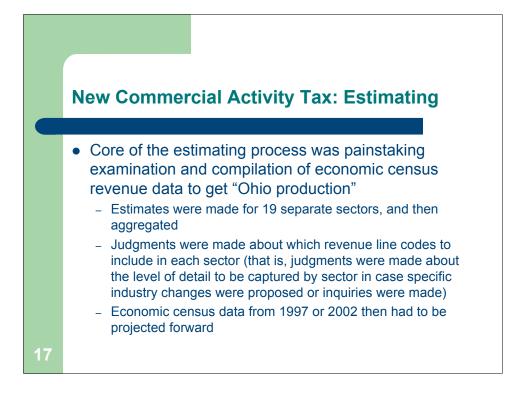


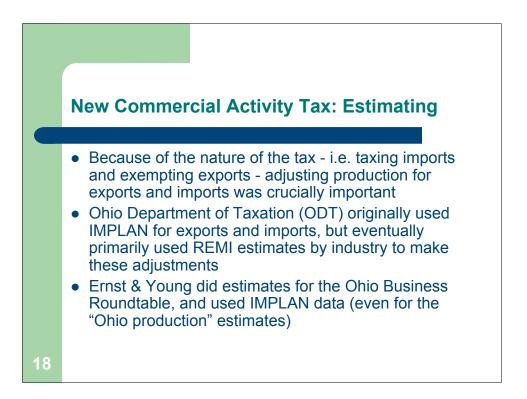


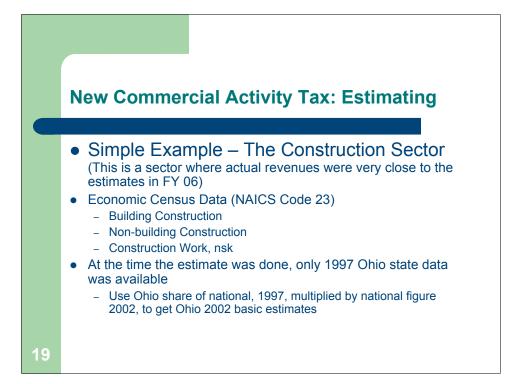
- Bright-line nexus is a non-sales tax nexus standard
- Person has "bright-line presence" for quarter and remainder of year if any of the following applies:
 - Property of at least \$50,000 within state
 - Payroll of at least \$50,000 within state
 - Annual taxable receipts of at least \$500,000
 - Has at least 25% of total property, payroll, or receipts in this state
 - Is domiciled in this state (commercially or legally)

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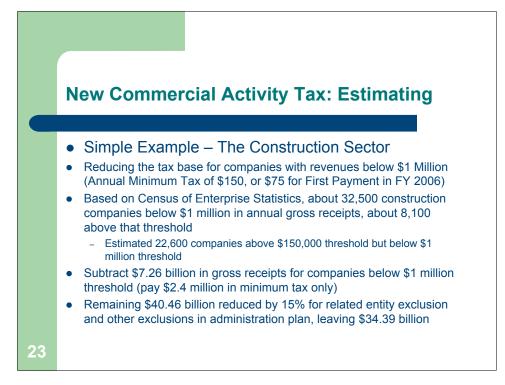


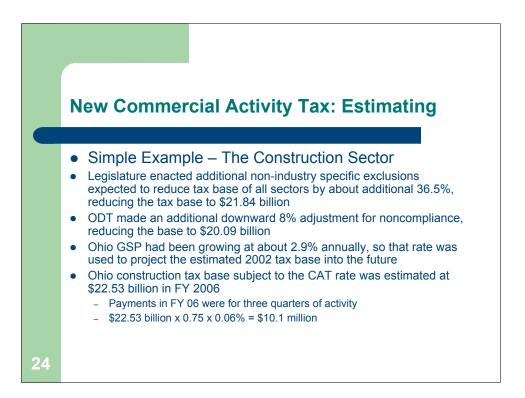


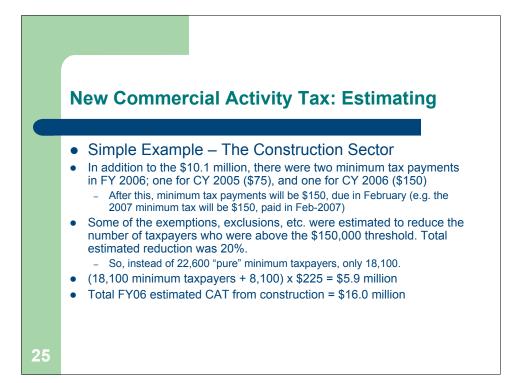




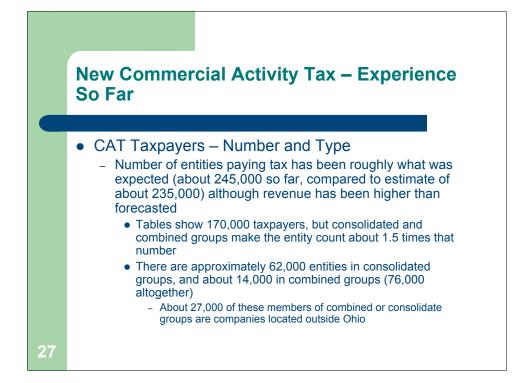


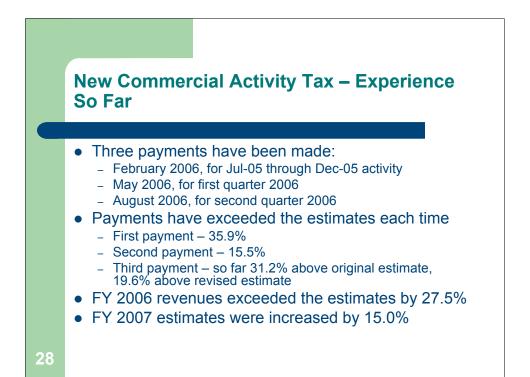








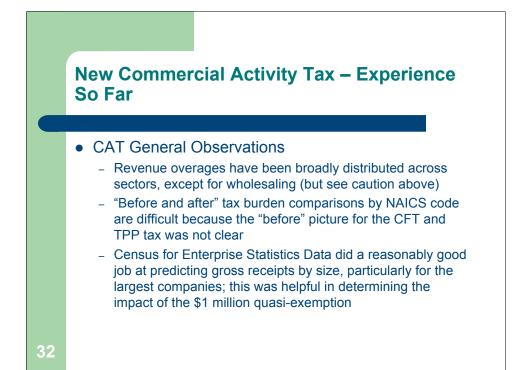




New Commercial Activity T	ax – Data d	on Coll	ections	by Sect	tor	
FY 2006 CAT Data by 19 Sectors						
Two Payments - One for Half-Year and One for Calenda						
Dollar amounts in millions - note that liability of \$260.2 mi	llion is less than \$273.4 r	nillion in collect				
			Net Taxable	Total Tax		
			Gross Receipts	Due: 0.06% Tax and	HB 66	Actua
	NAICS Code	Number of	(After	Minimum		minu
Industrial Classification	Ranges	Taxpayers	Exclusion)	Tax	Tax Due	Estimate
Agriculture, Forestry, and Fishing	111100-115310	5.711	\$2.317.4	\$2.5	\$1.9	\$0.
Mining	211110-213110	758	\$2,727.2	\$1.8	\$2.0	-\$0.3
Utilities (excluding telecommunications)	221100-221300	126	\$13,762.5	\$8.3	\$4.7	\$3.
Construction	236110-238900	18,192	\$20,452.5	\$15.8	\$16.0	-\$0.
Manufacturing	311110-339900	14,651	\$114,466.9	\$71.5	\$58.3	\$13.
Wholesale Trade	423100-425120	8,853	\$44,104.0	\$28.2	\$45.4	-\$17.2
Retail Trade	441110-454390	23,691	\$73,675.8	\$48.8	\$38.9	\$9.
Transportation and Warehousing	481000-493100	4,867	\$8,264.7	\$5.9	\$3.6	\$2.
Information (including telecommunications)	511110-519100	1,708	\$18,607.0	\$11.5	\$8.2	\$3.
Finance and Insurance	522110-525990	5,478	\$5,955.8	\$4.6	\$2.0	\$2.
Real Estate, and Rental & Leasing of Property	531110-533110	14,377	\$8,310.7	\$7.8	\$3.0	\$4.
Professional, Scientific and Technical Services	541110-541990	15,145	\$17,052.7	\$13.2	\$9.7	\$3.
Management of Companies (Holding Companies)	551111-551112	917	\$15,283.8	\$9.3	\$0.8	\$8.
Administrative & Support Services, and Waste						
Management & Remediation Services	561110-562000	4,382	\$4,822.8	\$3.7	\$5.0	-\$1.
Education, Health Care and Social Assistance	611000-624410	12,790	\$9,235.9	\$8.1	\$6.2	\$1.
Arts, Entertainment, and Recreation	711100-713900	1,692	\$1,148.9	\$1.0	\$0.9	\$0.
Accomodation and Food Services	721110-722410	8,903	\$5,542.3	\$5.0	\$5.2	-\$0.
Other Services	811110-812990	8,759	\$2,952.1	\$3.5	\$2.8	\$0.
Unclassified	n/a	19,660	\$9,991.5	\$9.7	\$0.0	\$9.
TOTAL		170,660	\$378,674.6	\$260.2	\$214.5	\$45.7

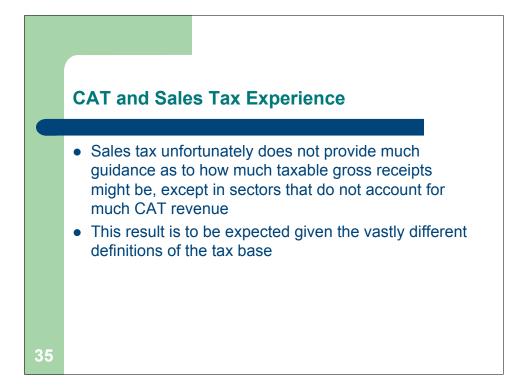


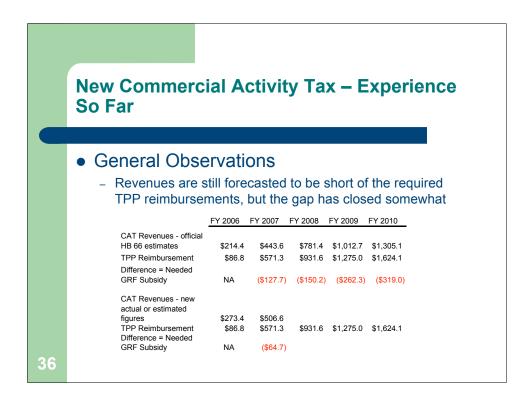
	A	Tau Dat		attaine les	0:
New Commercial	Activity	Tax – Data	a on Colle	ections by	/ Size
Fiscal Year 2006 Commercia					
February 2006 & May 2006 Tax Returns, by Size of Taxable Gross Receipts					
Dollar amounts are in millions					
Note that reported liabilities are less than total collections of \$273.4 million					
					Total Tax
					Due:
Size of Taxable Gross					0.06%
Receipts, as reported on		Net Taxable			Tax and
combined February 2006	Number of	Gross Receipts	Tax at 0.06%	Annual	Minimum
and May 2006 returns	Taxpayers	After Exclusion		Minimum Tax	Tax
Less than \$1,000,000 (f)	138,946	\$2,712,1	\$1.6	\$26.6	\$28.2
\$1,000,000 - \$1,999,999	12,576	\$9,415.3	\$5.6	\$2.5	\$8.1
	5,516	\$9,625.7	\$5.8	\$1.1	\$6.9
\$2,000,000 - \$2,999,999	5,516	\$9,0ZJ.1	φυ.υ		
\$2,000,000 - \$2,999,999 \$3,000,000 - \$3,999,999	2,843	\$7,824.6	\$4.7	\$0.6	\$5.3
					\$5.3 \$4.7
\$3,000,000 - \$3,999,999	2,843	\$7,824.6	\$4.7	\$0.6	
\$3,000,000 - \$3,999,999 \$4,000,000 - \$4,999,999	2,843 1,907	\$7,824.6 \$7,148.4	\$4.7 \$4.3	\$0.6 \$0.4	\$4.7
\$3,000,000 - \$3,999,999 \$4,000,000 - \$4,999,999 \$5,000,000 - \$9,999,999	2,843 1,907 4,043	\$7,824.6 \$7,148.4 \$25,384.6	\$4.7 \$4.3 \$15.2	\$0.6 \$0.4 \$0.8	\$4.7 \$16.1
\$3,000,000 - \$3,999,999 \$4,000,000 - \$4,999,999 \$5,000,000 - \$9,999,999 \$10,000,000 - \$24,999,999	2,843 1,907 4,043 2,787	\$7,824.6 \$7,148.4 \$25,384.6 \$40,833.0	\$4.7 \$4.3 \$15.2 \$24.5	\$0.6 \$0.4 \$0.8 \$0.6	\$4.7 \$16.1 \$25.1
\$3,000,000 - \$3,999,999 \$4,000,000 - \$4,999,999 \$5,000,000 - \$9,999,999 \$10,000,000 - \$24,999,999 \$25,000,000 - \$49,999,999	2,843 1,907 4,043 2,787 965	\$7,824.6 \$7,148.4 \$25,384.6 \$40,833.0 \$32,297.3	\$4.7 \$4.3 \$15.2 \$24.5 \$19.4	\$0.6 \$0.4 \$0.8 \$0.6 \$0.2	\$4.7 \$16.1 \$25.1 \$19.6

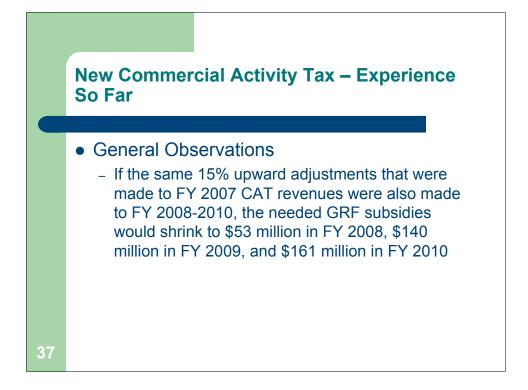


Can Sale	es Tax Data Pi	rovide So	ome Esti	imating H	elp?
through Dec	Jse Tax Collections and Tax cember 2005, by Industrial C Classification		able Gross Rece Sales Tax Base	ipts for July 2005 CAT Taxable Gross Receipts	Sales Tax Base as % of CAT Taxable GR
				•	
	Forestry, and Fishing	111100-115310	\$12,564,726	\$4,261,016,667	0.29%
2 Mining		211110-213110	\$23,863,481	\$2,211,670,000	1.08%
	cluding telecommunications)	221100-221300	\$221,260,073	\$8,736,168,333	2.53%
4 Construction	n	236110-238900	\$162,426,768	\$22,913,455,000	0.71%
5 Manufacturi		311110-339900	\$1,159,444,579	\$84,985,626,667	1.36%
6 Wholesale-	Durable Goods	423100-423990	\$965,595,991	\$16,416,416,667	5.88%
7 Wholesale-	Nondurable Goods	424100-424990	\$82,126,759	\$17,003,096,667	0.48%
	Agents and Brokers	425110-425120	\$71,960,544	\$511,623,333	14.07%
0 Motor Vohio	cle and Parts Dealers (see footnote)	441110-441300	\$2,587,970,637	not comparable basis	NA
		442110-442299	\$1,640,330,861	\$1,721,331,667	95.29%
10 Furniture an				\$1.343.451.667	187.79%
10 Furniture and 11 Electronics	and Appliance Stores	443111-443130	\$2,522,917,534	1 1: 1 1 1:	
10 Furniture an 11 Electronics 12 Building Ma	and Appliance Stores terial and Garden Stores	444110-444200	\$6,952,475,165	\$5,316,263,333	130.78%
10 Furniture an 11 Electronics 12 Building Ma 13 Food and B	and Appliance Stores terial and Garden Stores everage Stores	444110-444200 445110-445310	\$6,952,475,165 \$2,971,779,649	\$5,316,263,333 \$11,138,958,333	26.68%
10 Furniture an 11 Electronics 12 Building Ma 13 Food and B 14 Drug and Pe	and Appliance Stores terial and Garden Stores everage Stores ersonal Care Stores	444110-444200 445110-445310 446110-446190	\$6,952,475,165 \$2,971,779,649 \$1,816,853,563	\$5,316,263,333 \$11,138,958,333 \$5,090,885,000	26.68% 35.69%
10 Furniture an 11 Electronics 12 Building Ma 13 Food and B 14 Drug and Pe 15 Gasoline St	and Appliance Stores terial and Garden Stores everage Stores ersonal Care Stores tations	444110-444200 445110-445310 446110-446190 447100	\$6,952,475,165 \$2,971,779,649 \$1,816,853,563 \$1,129,383,244	\$5,316,263,333 \$11,138,958,333 \$5,090,885,000 \$1,038,473,333	26.68% 35.69% 108.75%
10 Furniture an 11 Electronics 12 Building Ma 13 Food and B 14 Drug and Pe 15 Gasoline St 16 Clothing and	and Appliance Stores Iterial and Garden Stores everage Stores ersonal Care Stores ations d Accessory Stores	444110-444200 445110-445310 446110-446190 447100 448110-448320	\$6,952,475,165 \$2,971,779,649 \$1,816,853,563 \$1,129,383,244 \$2,538,662,383	\$5,316,263,333 \$11,138,958,333 \$5,090,885,000 \$1,038,473,333 \$2,587,336,667	26.68% 35.69% 108.75% 98.12%
10 Furniture an 11 Electronics 12 Building Ma 13 Food and B 14 Drug and Pe 15 Gasoline St 16 Clothing and 17 Sporing Go	and Appliance Stores Iterial and Garden Stores everage Stores ensonal Care Stores ations d Accessory Stores ods, Hobby, Book and Music Stores	444110-444200 445110-445310 446110-446190 447100	\$6,952,475,165 \$2,971,779,649 \$1,816,853,563 \$1,129,383,244	\$5,316,263,333 \$11,138,958,333 \$5,090,885,000 \$1,038,473,333	26.68% 35.69% 108.75%
10 Furniture an 11 Electronics. 12 Building Ma 13 Food and Bu 14 Drug and Pe 15 Gasoline St 16 Clothing and 17 Sporting Go 18 General Me	and Appliance Stores Iterial and Garden Stores everage Stores ersonal Care Stores ations d Accessory Stores	444110-444200 445110-445310 446110-446190 447100 448110-448320	\$6,952,475,165 \$2,971,779,649 \$1,816,853,563 \$1,129,383,244 \$2,538,662,383	\$5,316,263,333 \$11,138,958,333 \$5,090,885,000 \$1,038,473,333 \$2,587,336,667	26.68% 35.69% 108.75% 98.12%

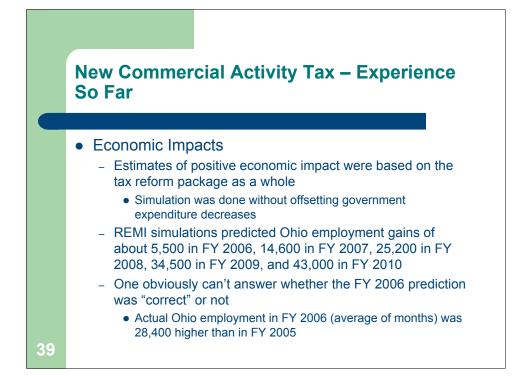
Sales and Use Tax Collections and Tax through December 2005, by Industrial C				
	lassification		2000	Sales Tax
				Base as % of
			CAT Taxable Gross	CAT Taxable
Industrial Classification	NAICS codes	Sales Tax Base	Receipts	GR
Electronic Shopping and Other Nonstore				
20 Retailers	454110-454390	\$1.067.863.380	\$1,991,060,000	53.63%
21 Transportation and Warehousing	481000-493100	\$80,465,449	\$7,470,961,667	1.08%
22 Information (including telecommunications)	511110-519100	\$4,432,505,938	\$14.115.816.667	31.40%
23 Finance and Insurance	522110-525990	\$390,454,592	\$6,288,713,333	6.21%
24 Real Estate, and Rental & Leasing of Property	531110-533110	\$1.658.849.884	\$11.967.785.000	13.86%
25 Professional, Scientific and Technical Services	541110-541990	\$393,197,736	\$18,141,910,000	2.17%
26 Management of Companies	551111-551112	\$2.082.246	\$10,032,695,000	0.02%
27 Administrative and Support Services	561110-562000	\$2,446,715,351	\$5,200,908,333	47.04%
28 Education, Health Care and Social Assistance	611000-624410	\$51,247,230	\$11,897,530,000	0.43%
Performing Arts, Spectator Sports, and				
29 Independent Artists & Performers	711100-711510	\$14,689,999	\$506,071,667	2.90%
30 Cultural Institutions (Museums, etc.)	712100	\$524,010	\$32,155,000	1.63%
31 Amusement and Recreation	713100-713900	\$255,139,395	\$1,121,351,667	22.75%
32 Hotels, Motels, Inns, and Other Accomodation	721110-721310	\$480,066,019	\$845,710,000	56.76%
33 Food Services and Drinking Places	722110-722410	\$4,774,987,925	\$6,826,403,333	69.95%
34 Repair and Maintenance Services	811110-811490	\$1,132,950,208	\$2,995,326,667	37.82%
35 Personal and Laundry Services	812111-812990	\$397,119,680	\$2,919,041,667	13.60%
Religious, Civic, Professional & Similar				
36 Organizations	813000	\$14,762,853	NA	NA
37 Unclassified	n/a	\$1,123,852,210	\$14,874,526,667	7.56%
Motor Vehicle and Parts Dealers			\$11,720,455,000	

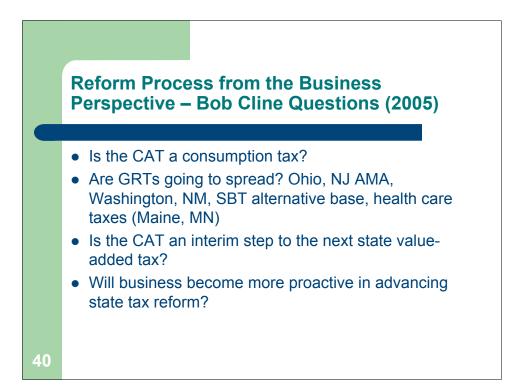








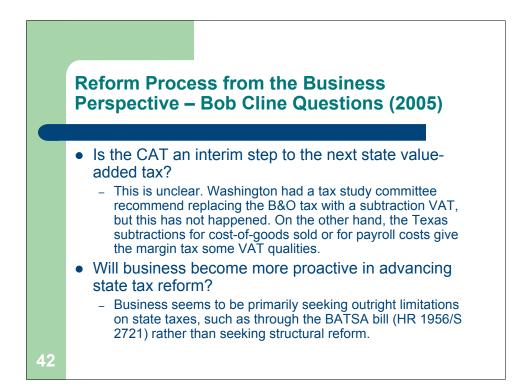






- Is the CAT a consumption tax?
 - It's at least more of a consumption tax than the taxes that it replaces
- Are GRTs going to spread?
 - The adoption of the New Jersey AMA, Ohio CAT, Kentucky AMC and Texas's "margin tax", or modified franchise tax, suggest that the answer is yes.

41



Ohio's Corporate Franchise Tax, Post-Reform

 Now that Ohio is phasing out the CFT, it is finally seeing strong growth in the tax base again

Corporate franchise tax revenues amounts in millions of \$ collections adjusted for HB 95 basebroadening and HB 66 phase-out

Year	Amounts	% chg	
FY 1999	\$1,150.3		
FY 2000	\$1,029.9	-10.5%	
FY 2001	\$973.0	-5.5%	
FY 2002	\$774.4	-20.4%	
FY 2003	\$794.7	2.6%	
FY 2004	\$839.9	5.7%	
FY 2005	\$1,060.2	26.2%	
FY 2006	\$1,242.5	17.2%	

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