



Plumbing-Heating-Cooling Contractors–National Association

Pride In Our Past–Faith In Our Future

TESTIMONY OF
KEVIN TINDALL, OWNER
TINDALL & RANSON PLUMBING AND HEATING
PRINCETON, NEW JERSEY

ON BEHALF OF THE
PLUMBING-HEATING-COOLING CONTRACTORS—
NATIONAL ASSOCIATION

BEFORE THE UNITED STATES HOUSE OF
REPRESENTATIVES

COMMITTEE ON SMALL BUSINESS

“Health Care Law Implementation”

April 17, 2013



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Chairman Graves and members of the committee, my name is Kevin Tindall. My wife and I own Tindall and Ranson Plumbing and Heating located in Princeton, New Jersey. I also serve as an officer and member of the Board of Directors of the Plumbing-Heating-Cooling Contractors—National Association located in Falls Church, Virginia. As the owner of a small business and on behalf of the leadership and members of the Plumbing-Heating-Cooling Contractors—National Association, thank you for the opportunity to appear before the Committee to discuss health care reform. I realize the statutory title of the act is known as “The Patient Protection and Affordable Care Act” however, in the small business world, we merely refer to it as health care reform. I am also aware of the many challenging issues you face as national leaders, and I applaud your efforts today to hold this hearing on one of the most important issues facing the citizens of our nation.

Tindall & Ranson provides plumbing, heating, and cooling services. We were established 20 years ago with only two stockholders and four employees. We now have 20 full-time employees ranging from highly qualified technicians to administrative and management professionals. I am proud to say that we also provide quality health care insurance to all of those working at Tindall and Ranson. We measure success by providing quality service to our clients and quality careers for our employees so that they can provide for their families. We don’t measure success by evaluating our profit margin.

For the purposes of my appearance here today, I would like to ask that you not look at me as the owner of a plumbing and heating company. I would ask that you instead look at me as a small business job creator-not unlike millions of other small business job creators. As such, I would further ask that you receive my testimony as someone who has worked to help create, build and improve the quality of life for those living in my community as well as providing the foundation of a quality career for those who work in my company-my partners.

I am not an expert in health care or health care reform. I am however, the person who must live with the very business decisions and policies Congress establishes which in many cases, either increases or inhibits my ability to create jobs. For that, I am an expert. I have yet to understand how we as a nation can continue to state that we need to create more jobs, yet challenge, threaten, or even ignore the very mechanisms for job creation.

I would like to touch on a few very important small business dynamics that are the result of what we are experiencing in the small business world as they relate to health care. I would also like to briefly discuss what we see as the future. I want to again emphasize that my views are that of someone who is responsible for 20 individuals and their families.

- **Tax Credits for Small Business**

When Congress debated, considered, then passed the health care reform package, I heard and read much about tax credit incentives for small business. On the surface, this was a positive. Something that the business community viewed as a way to partner with the reform. I have spent countless hours viewing health care reform webinars, reviewing materials and speaking with other small business owners with the intent of calculating any benefits of the reform in terms of tax credits. I am often asked why I don’t take advantage of the small business tax credit incentives. I am proud to say that I don’t qualify-the average

salary for those who work at my company exceeds the \$50,000 threshold, thereby disqualifying me. Tax credits as an incentive are meaningless unless you happen to fall within a very limited universe as defined by the reform. This is also the reason why many small businesses have not taken advantage of the credits—they can't.

- **Rising Insurance Premium Costs**

One of the most talked about issues I heard during the health care reform debate was that rising insurance premiums need to be brought under control. I couldn't agree more. But in my experience, that's the difference between policy and the real world. For my company, the insurance renewal cost for 2011 experienced an increase of 9.7%, followed by an increase of 9.3% for 2012. Let me repeat, an increase of 9.7% in 2011 and an increase of 9.3% in 2012! I would challenge anyone who has experienced a 9.3% to 9.7% increase in anything in their professional or personal life who can simply absorb the excess cost and not have to take action. Because I will always view those who work at my company as partners, and because I will always provide my partners and their families with quality health care insurance, this increase simply means that the cost of doing business has increased. Eliminating health care insurance or perhaps turning to lower quality health care insurance in order to save money, is not an option. The continued rise in the cost of providing health care insurance absolutely stifles my ability to create, provide and sustain jobs. Again Mr. Chairman and members of the Committee, I have yet to understand how we as a nation can continue to state that we need to create more jobs, yet challenge, threaten, or even ignore the very mechanisms for job creation.

- **Educational Materials**

As I mentioned, I serve as an officer of the Plumbing-Heating-Cooling Contractors—National Association. I have access to health care reform information webinars, materials, and analysis, and I take advantage of all of these tools. I raise this point for two reasons.

1. With my years as a member of the association and in my position as an officer with the association, combined with my efforts and time to understand the complexities of the reform, I still have many questions and concerns.
2. I raise the question - what about the other small businesses across the country who don't belong to an association—state or national. We assume these small businesses know about the reform and understand its timetable. But I would submit, they may not have the resources, time, ability, or know-how to reach out to find out more.

As I watch and listen to the news each evening, I often hear the term "job creation." I very much agree that one of the nation's top priorities should be job creation. But job creation is not a concept, it begins in communities like mine and with people like me.

In closing Mr. Chairman, I want to again thank you and the members of the Committee for this opportunity. The Plumbing-Heating-Cooling Contractors—National Association appreciates the thoughtful approach of this Committee and looks forward to working with you. I am more than happy to answer any questions or provide any information today or in the future you or the committee may request.