

TESTIMONY

Tiberiu Czentye
CEO
All Pro Solutions
Rock Hill, South Carolina

Before the
Committee on Small Business
U.S. House of Representatives

Hearing on
Tax Cuts and Jobs Act: How it impacts Small Businesses

July 25, 2018

Mr. Chairman, ranking member Velazquez, and members of the committee, I'm honored for the opportunity to testify before the committee today on how the Tax Cuts and Job Acts help Small Businesses.

My name is Tiberiu Czentye, CEO of All Pro Solutions located in Rock Hill South Carolina. I'm a legal immigrant and a proud US Citizen. I escaped from communist Romania in 1989 and after 2 years of the vetting process, I received political asylum for U.S.

After 5 years of working 3 jobs, I opened my own company, bought my own house and sent my kids to good colleges in California.

After 18 years there, we left California and found our dream State, South Carolina, where we enjoy family values, good business opportunities and a lower cost of leaving.

All Pro Solutions was created in 1996; we are a manufacturer of Disc Publisher Archiving Systems and Digital Services. We sell our equipment all over the world, including the Government. When we started the company we were just 2 people and now we are 10 with plans to hire more.

Because of the Tax Cut and Jobs Act, the optimism in the Small Business Community is very high. I'm a member of York County Chamber of Commerce and, after each meeting I noticed the optimism of our community entrepreneurs grows higher and higher.

The tax reduction is huge and the extra in the company's pocket is a big amount of money a small company can do a lot with.

Until last year, many companies, including us, didn't want to spend their money, but now, because of this big tax cut, any entrepreneur can see the opportunity to invest in its company with the goal to make more money for the company and its employees. Good feeling...

All Pro Solutions forecast for the end of this year and beginning of next, increased 4 times comparing to last period. Because of that, we already started to buy new inventory to build our equipment. Last year we built 50 units and this year we plan to build 150-185 units. Because of this extra number of products, we already began to expand the company and, in the end, when everything is done, we will hire between 2 and 4 more people.

One of the other good signs on how the Tax Cut and Jobs Act works and the economy is booming, can be seen through jobs advertising on Craigslist: last year we used to receive 200-300 resumes for a job listing comparing to 20-30 this year. It's clear why – the economy is booming, people have jobs and the

competition is higher. I have to increase my employees' wages and when we hire, offer more than we did a year ago.

Another big opportunity for us, arisen because of the tax cut, is to try to bring in U.S. Chinese manufacturers that already sell their products here. To manufacture their products here could be a big advantage for them comparing to making them in China and add the expense of transporting them here. We already have a company interested – they visited us and we're in the 3rd phase of dealing with them. Company name is OULUPA FILTRATION, a manufacturer of high precision filters and oil quality monitoring instruments. I hope we will close the deal and soon we'll have a Chinese company partner in U.S.

Reduction in the Individual income tax is another positive result of the Tax Cut and Jobs Act. A lower tax by an average of \$1,334 per family per year, which translates to a reduction by 2.2%, puts more money in our employees' pockets

Expanding the Child Tax Credit from \$1,000 to \$2,000 and preserving the mortgage interest deduction, are another good sources of more money for working families.

Because of all these wonderful results of the Tax Cut and Jobs Act, you can see many happy faces in the streets, more people shopping our malls and eating out in restaurants. Whatever people say, what I know is that money brings happiness.

Thank you for listening to me and I would be pleased to answer any questions you might have