

Ladies and Gentlemen,

My name is Daniel T Wolfe. I am President of Wolfe's Auto Auctions – Terre Haute and South Bend operations, and Vice President – Evansville operations. Our family has been in business for 55 consecutive years, and in the wholesale auto auction business for 40 years.

We employ 232 people, 64 full time and 168 part time. Those numbers are down from 2008 (due to the recession) but are and will rise again. We offer health insurance to our full time employees, although not affordable by government standards. The current plan is a \$1500.00 deductible with a total out of pocket expense of \$5000.00. This cost to our business is roughly in the area of \$2.42 to \$3.23 per hour per employee, depending on hours worked. To meet the proposed guidance, of not to exceed 9.5% of income, that cost would move into the \$2.87 to \$5.15 range PER HOUR PER EMPLOYEE! Representing an 18 to 59% raise in cost per hour per employee. Where is the AFFORDABLE in this Act?

To lessen this cost there are alternatives. We can move to a plan that offers the government minimums with a \$5000.00 deductible and \$10,000.00 out of pocket expense which would lower that cost to the \$2.42 to \$3.46 range. Still, this represents a raise in cost from 0% to as high as 42% per employee per hour. For that coverage, many will not be able to afford the \$5000.00 deductible or the \$10,000.00 out of pocket. Their next step would be bankruptcy!

All the while raises will not be forthcoming due to the rising cost of employment, causing employees to constantly be looking for greener pastures. We hire full time employees, with the hope of longevity, so we may focus our energy on training customer service and quality work in a relaxed environment. Currently over 17% of our full time

employees have been employed over 10 years and many of those over 20 years. These employees enjoy annual raises and bonuses. Not to mention the 15 family members who dedicate their lives to this business, a family business.

Other options would be to drop current health insurance and offer nothing, therefore sending current employees to the pool and causing our businesses to pay penaltys upwards of \$140,000.00 NON-DEDUCTABLE through the business! This option calls for other business cuts to offset the tax paid on money truly not made. These are not options they are additional taxes to business and the American public.

Now, keep in mind these numbers are ever changing. When in fact this Act becomes active, we have yet to figure that out (2014-2016), every business will spend countless hours figuring out the best case scenarios for their businesses. This entails money and time spent to protect our livelihood and wasted hours that could well be used to build our businesses so we may employ more people.

Is our Healthcare system in need of repair? In my opinion, yes. Is this the answer? In my opinion, no. How do you cut medical and insurance cost without damaging the free enterprise system of which America was founded? Both costs are high but, to some degree warranted. If we are to spend money from an already over-blown budget, why not spend it on the economy and job creation.

In closing, I would urge Congress and the President to look closely at the burdens already imposed upon Americans today with rising utility cost, fuel cost and general goods and services. Why not have incentives for businesses to employ more, and pay higher wages so Americans can afford insurance? The threat of small businesses lost, and more importantly, jobs and the quality of life lost looms large. **PUT AMERICA BACK TO WORK!**

I sincerely Thank You for your time