



T.K. Brimer

The Frog House Surf Shop
Newport Beach, CA

What do you sell?

At the Frog House we sell the top brands of surfboards, wetsuits, clothing, and board shorts.

How long have you been in business?

The Frog House has been providing hi-level of customer service, from people who surf, since 1962.

How many employees do you have?

I have nine employees.

How are you engaged in the community?

The Frog House has a long-standing reputation of supporting local schools and charities through donations of surfing products. A number of our younger customers could be viewed as at-risk youth, and our employees function as mentors to them by modeling integrity, honesty and good character in our daily interaction with the youth clientele who come in, shop, hang out and pick our brains.

How has the online sale tax loophole impacted your business?

It's simply wrong to force me to collect sales tax from my customers but exempt my out-of-state online competitors from doing the same thing. It's an arbitrary government edict that gifts those competitors a built-in price advantage. I have people come into my store, size up surf boards and try on wet suits to decide which one they want, and then buy them online to avoid paying sales tax. I understand why they do it, but it is wrong that the government has created a situation in which customers are incentivized to use my store as an involuntary showroom for my out-of-state online competitors.

I'm not afraid to beat competitors on things like price, choice and customer service. It's wrong to have one law for local brick-and-mortar retailers and another one for online retailers. I work hard and so do my employees; we shouldn't lose sales due to an arbitrary government policy that favors out-of-state online retailers.

