

**YOU'RE BUILDING A STRONGER BUSINESS.
WE'RE ALL BUILDING A BETTER STATE.
WE'RE ALL FOR OHIO.**

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As the state's leading business advocate and resource,
the Ohio Chamber of Commerce aggressively
champions free enterprise, economic competitiveness
and growth for the benefit of all Ohioans.

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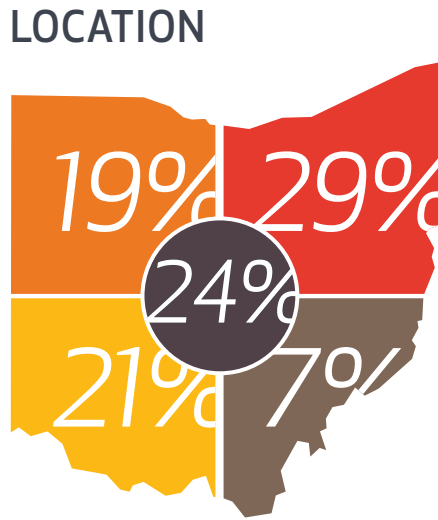
Return on Investment 7

BY THE NUMBERS

SINCE
1893

MEMBERS
8000

RENEWAL
93%

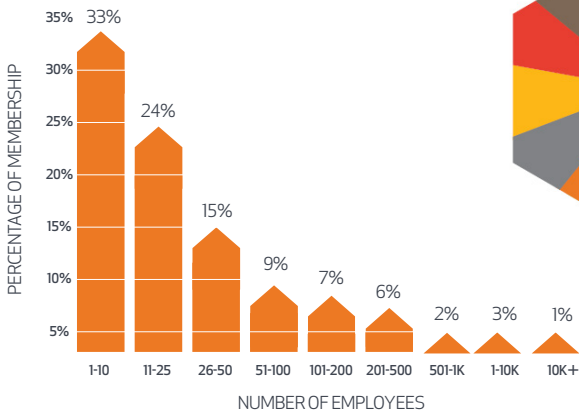


- INDUSTRY
- 21% MANUFACTURING
 - 11% RETAIL
 - 3% HEALTHCARE
 - 10% NONPROFITS & OTHER CHAMBERS
 - 5% INDUSTRIAL
 - 5% TRANSPORTATION
 - 3% WHOLESALE
 - 10% CONSTRUCTION
 - 5% BUSINESS SERVICES
 - 27% ALL OTHERS

“As a business owner, I am concerned about taxes and regulations. The Ohio Chamber is my advocate at the state level, working to secure a more business-friendly climate so that my business remains profitable.”

SALLY A. HUGHES
PRESIDENT/CEO, CASTER CONNECTIONS

COMPANY SIZE



COMMITTEE PARTICIPATION



- 21% ENERGY & ENVIRONMENT
- 20% PUBLIC AFFAIRS
- 16% TAXATION & PUBLIC EXPENDITURES
- 9% WORKERS' COMPENSATION
- 8% HEALTH CARE
- 8% BOARD MEMBERS
- 8% LABOR & EMPLOYMENT
- 6% EDUCATION/WORKFORCE DEVELOPMENT
- 4% OHIO SMALL BUSINESS COUNCIL



MEMBERSHIP

BENEFITS

Legislative

Drawing on the vast experience of the largest business advocacy group in Ohio, our multifaceted government affairs experts give you direct opportunities to shape policy at the state level.

- Public Policy Committees
- Subject matter specialists
- Legislative expertise
- Opportunities to connect with elected officials

Information

Staying informed is vital to your business. Our diverse communication platforms keep you up to date with firsthand information that affects your business in real time.

- Ohio Matters digital magazine
- Legislative Update e-newsletter
- Business Academy webinars
- Key vote alerts
- Chamber Update e-newsletter
- Social media

Networking

Our events keep you informed and connected, giving you the opportunity to meet and network with fellow members, elected officials and other members of Ohio's business community.

- Our events span a wide variety of topics, issues and speakers. Head to our events page for upcoming events.

Exclusives

One of the most common issues we hear from our members is shrinking profit margins. We constantly look for new ways to help our members save thousands of dollars annually.

- Ohio Chamber Health Benefit Program
 - MEWA administered by United Healthcare
 - Dental provided by Delta Dental
 - Vision
 - Group Life
- Workers' Compensation Group Savings
 - Group Rating Program

Sponsorships

Membership grants you the opportunity for visibility by presenting featured content directly to fellow member businesses on our diverse channels.

- Digital ads
- Business Academy webinars
- Events
- Coffee and Commerce
- Chamber conference rooms
- Videos & podcasts





OHIO CHAMBER OF COMMERCE POLICY PRIORITIES - 135TH GENERAL ASSEMBLY

1. Work and Learn Ohio

- Creation of a public-private partnership connecting Ohio college students with Ohio-based employers to facilitate Ohio-based internships, externships, and co-ops.
- **Blueprint reference:** *Education & Workforce*, Pg. 29, Recommendation 2.5

2. Senate Bill 1

- Restructuring of both the Ohio Department of Education and the State Board of Education to provide stronger emphasis on workforce skills and career readiness.
- **Blueprint reference:** *Education & Workforce*, Pgs. 28-30, Recommendations 2 & 4

3. Innovation Hubs

- State funding to convene Innovation Hubs (modeled after Innovation Districts) in multiple mid-sized Ohio metropolitan centers, and in cooperation with regional business, higher education, and economic development partners, to fully unlock the potential of unique high-growth opportunities existing in various key industries.
- **Blueprint reference:** *Innovation and Collaboration*, Pg. 56 & Pg. 61, Recommendation 2.1

4. Ohio Manufacturing Readiness Grant Program

- Adoption of a grant program targeting small and medium-sized manufacturers otherwise lacking the capital and capability to modernize their machinery and facilities.
- **Blueprint reference:** *Innovation and Collaboration*, Pg. 61, Recommendation 3.2

5. Ohio Workforce Housing State Tax Credit Program

- Reintroduction of House Bill 560 from 134th General Assembly to provide a \$50 million annual tax credit for 10 years for the development of new affordable housing units, allowing Ohio to draw down \$120 million of federal bond volume cap for multifamily development.
- **Blueprint reference:** *Sense of Place*, Pg. 41, Recommendation 1.1.2

6. Streamlining of Ohio's Administrative Code

- Reduction of up to 1/3rd of Ohio Administrative Code through the targeting of duplicative provisions, outdated sections, and unnecessary requirements.
- **Blueprint reference:** *Business Friendliness*, Pgs. 65 & 69, Recommendations 1 & 2

7. Promotion of Computer Science/STEM Offerings at the K-12 and Post-Secondary Education Levels

- Adoption of Recommendations by the State Committee on Computer Science to make Ohio a national leader in CS education and technological workforce pipeline.
- Incentivizing majors in CS-based fields to improve Ohio's ranking of 33rd of 50 states in the percentage of college degrees produced in Computer Science.
- **Blueprint reference:** *Education & Workforce*, Pg. 30, Recommendation 4.2

8. Certified Mental Health Assistant Program

- New licensure concept to grow behavioral health workforce without creating scope of practice issues. Certified Mental Health Assistants would have limited prescriptive authority, but not have the ability to diagnose.
- **Blueprint reference:** *Sense of Place*, Pg. 42, Recommendation 2.3

9. Age Extension for Medicaid Buy-In for Workers with Disabilities (MBIWD) Program

- Reintroduction of House Bill 664 from 134th General Assembly to create a state Medicaid plan amendment to extend the MBIWD program for workers with disabilities ages 65 or older.
- **Blueprint reference:** *Education and Workforce*, Pg. 27, Recommendation 1.3

10. State Mineral Leasing Within Tier I and Tier II Lands

- These combined projects would yield well over \$1 billion in new state revenues, provide numerous jobs and opportunities throughout the state, and most can be performed with no surface impact to public lands.
- **Blueprint reference:** *Infrastructure*, Pg. 77 & 83, Recommendation 1.2



OHIO CHAMBER BUSINESS ACADEMY

The world of business is always expanding; so, we are too. The Ohio Chamber Business Academy, once the Ohio Chamber HR Academy, is a member resource created to offer Ohio businesses the chance to gain



**BUSINESS
ACADEMY** 

and maintain comprehensive understanding of a variety of key topics, laws and issues within business. The webinar-based program will continue to offer information essential for human resources and employment law matters, but also expands to include sessions on other areas pertinent to business such as marketing, technology, best industry practices and more.

If you have questions about sponsorship opportunities or general questions about the program, please contact Megan Eagle at meagle@ohiochamber.com

ADVOCACY PAYS OFF FOR YOUR BOTTOM LINE

In this annual financial impact assessment, learn what the Ohio Chamber's lobbying efforts at the Statehouse mean to your bottom line. The 2022 General Assembly saw the Ohio Chamber loudly champion legislation to help the business community and state recover from the pandemic and fiercely oppose measures that would have hurt businesses and jobs. As always, the Chamber also advocated for and achieved public policy victories that will have a lasting positive impact on the state's economy and residents. For the full list of bills included in the financial analysis, visit www.ohiochamber.com/roi.

TOTAL BUSINESS SAVINGS **\$6.163 BILLION**

BUSINESS SAVINGS

\$6.163 billion or \$1,115 per employee

YOUR RETURN ON INVESTMENT

10 employee = savings of \$11,150

25 employees = savings of \$27,876

50 employees = savings of \$55,752

100 employees = savings of \$111,504

200 employees = savings of \$223,008

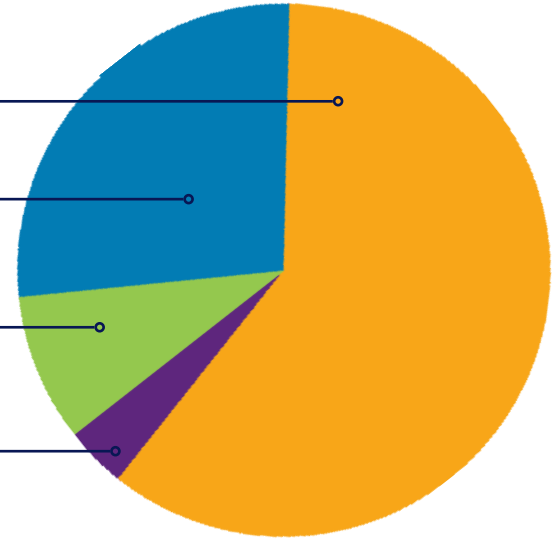
500 employees = savings of \$557,519

\$3,717,600,000
TAX & FINANCE

\$1,660,000,000
ECONOMIC DEVELOPMENT

\$553,200,000
LABOR & INSURANCE

\$231,570,240
WORKFORCE DEVELOPMENT



Value of COVID-19 Liability Protection

At the urging of the Ohio Chamber, the legislature enacted H.B. 606 which provided qualified immunity to businesses and healthcare providers against unjustified COVID-19 exposure lawsuits. While the dollar value of this legislation is speculative and cannot be quantified, the legislation served as a deterrence to trial attorneys filing COVID-19 exposure lawsuits which saves Ohio employers substantial legal costs. In fact, only one personal exposure lawsuit related to COVID-19 has been filed in Ohio.

Value of Reform to Ohio's Employment Law Statutes

For more than 20 years, Ohio employers faced the nation's longest statute of limitations to bring workplace discrimination lawsuits while it also forced them to pay for the legal fees for their managers since an Ohio Supreme Court decision declared managers qualify as employers. The enactment of H.B. 352 brought common-sense back to Ohio's employment laws by shrinking the statute of limitation from six years to two years, requiring all new workplace discrimination claims be filed at the Ohio Civil Rights Commission, eliminating a manager's personal liability for acts they did not commit, and adds an affirmative defense employers can use if they provide anti-harassment training. The fiscal benefit of this legislation cannot be quantified, but employers stand to benefit from substantially reduced legal costs when faced with lawsuits commenced by their employees.

TOP BILLS BY FISCAL IMPACT

DESCRIPTION	TOTAL FISCAL IMPACT
Passed - House Bill 110 - Income Tax Cuts	\$1,700,300,000
Passed - House Bill 166 - BID Preservation	\$1,056,000,000
Passed - House Bill 168 - UI Loan Pay Off	\$658,200,000
Passed - Senate Bill 39 - Mixed Use Tax Credits	\$400,000,000
Passed - House Bill 2 & House Bill 110 - Broadband Expansion	\$270,000,000
Passed - House Bill 110 - Opportunity Zones Tax Credits	\$100,000,000
Passed - House Bill 110 - TechCred Funding	\$58,300,000

IMPORTANT NOTES: Business impact calculations are based on fiscal impact estimates of the Legislative Service Commission, independent studies, other available data and research materials, and Ohio Chamber analysis. Business impact per employee is calculated by using the estimated number of employed non-government workers statewide in March 2022 (5,526,597).

For 127 years, the Ohio Chamber of Commerce has played a key role in many landmark public policy victories that have enhanced both the state's business climate and quality of life for Ohioans. Below is a partial list of these achievements of laws passed in the past 6 years.

CHAMBER HELPS MOVE OHIO FORWARD: POLICY VICTORIES

House Bill 215 (2022) - Keeps Businesses Open During a Health Emergency - Removes the distinction of essential businesses and ensures that all businesses stay open during a pandemic if they can comply with certain health orders.

Senate Bill 1 (2021) - Financial Literacy As High School Curriculum - Requires all high school students to take a course in financial literacy as part of the high school graduation requirement.

Senate Bill 166 (2021) - Encourages Manufacturers to Offer High School Internships - Incentivizes businesses to offer work-based learning internships for high school students and gives high school students academic credit for joining the internship program.

House Bill 2 (2021) - Broadband Expansion - Expands high-speed internet to more than 300,000 homes without broadband in Ohio.

House Bill 166 (2019) - Stopped a \$1 Billion Tax Increase on Small Business - Saved employers from a billion-dollar tax increase that House Republicans proposed by leading a grassroots effort that produced more than 1,000 personalized emails to lawmakers resulting in the preservation of the Small Business Income Deduction.

House Bill 312 (2020) - Small Business Crowdfunding - Allows small business startup companies to access crowdfunding capital to grow and sustain their business.

Senate Bill 9 (2020) - Transparency for Small Business Shopping for Health Insurance - Ensures that small businesses can better shop for health insurance by giving them access to their own health care claims data including cost.

House Bill 98 (2018) - Marketing Career Tech Education for Students - Prohibits schools from denying students information about career technical educational opportunities.

House Bill 170 (2018) - Expands Computer Science Curriculum - Allows for computer science courses to count towards high school graduation requirements.

House Bill 494 (2018) - Narrowed Definition of who is an Employee for Franchisors - Prevents companies who do not directly control, hire or set the terms of a person's employment from being held liable in employment law disputes.

Senate Bill 221 (2020) - Increased Legislative Oversight of Rulemaking Process - Major regulatory reform measure that allows for businesses to challenge regulations that have an adverse impact on businesses in an expedited manner.

House Bill 4 (2019) - Expanded Industry Recognized Credentials - Expands industry sector partnerships and provides more guidance to businesses to help them establish a partnership.

House Bill 75 (2021) - Lowers Statute of Limitation for Occupational Diseases Under Workers' Compensation - Shrinks from 2 years to 1 year the timeframe an employee has to file a workers' compensation claim alleging a disease is work related.

House Bill 110 (2021) - Assures Employers Can Enforce Drug-Free Workplace Policies - Stops plaintiff lawyers from claiming an employer is engaging in discrimination when an employer enforces their drug-free workplace policy against an employee who is eligible to use medical marijuana.

House Bill 168 (2021) - Used Federal Dollars to Pay Off Ohio's Unemployment Loan - Stopped Ohio employers from losing a credit on their federal unemployment taxes that would have increased payroll taxes on all Ohio employers by more than \$600 million over a three-year period.

House Bill 201 (2021) - Banned Localities from Preventing the Use of Natural Gas - Preempted local government's ability to stop commercial and residential energy users from accessing natural gas as a fuel source.

Senate Bill 13 (2021) - Lowered Timeframe to File Lawsuits Based on Breach of Contract - Stops lawsuits from being filed that are alleging breach of written contracts unless it is filed within 4 years.

Senate Bill 80 (2021) - Placed Party Labels on Ballot for Ohio Supreme Court Races - Increases voter participation in Ohio Supreme Court election by providing voters more insight and knowledge about candidates for the Ohio Supreme Court.

House Bill 2 (2019) - Established TechCred Program - Creates a workforce development grant program that employers can access to upskill their employees.

House Bill 110 (2021) - Increased TechCred funding to \$58 million - Increases funding for the TechCred program from \$1 million to \$58 million to allow more employers to take advantage of the program.

House Bill 7 (2020) - Created Water Quality and Preservation Programs - Improves Ohio's water quality by creating a program to help farmers reduce phosphorus runoff into watersheds.

Senate Bill 220 (2018) - Established Cybersecurity Safe Harbor - Creates bar against liability when a data breach occurs if the company meets certain minimum security standards.

House Bill 81 (2020) - Assured Workers' Compensation Benefits Only Paid When Injury Causes Wage Loss - Prevents workers' compensation benefits from being paid when a person's loss of income is unrelated to their industrial injury.

House Bill 263 (2020) - Promoted Second Chance Hiring Through Occupational Licensing Reform - Allows most reformed citizens to seek professional licenses despite a conviction.

House Bill 197 (2020) - Modified Municipal Income Tax Withholding Rule in Response to Coronavirus - Alleviated administrative tax burden on employers switching their employees to a work from home environment by allowing employers to withhold taxes at principal place of business regardless of where an employee is located.

House Bill 242 (2021) - Prevented Local Governments From Imposing a Fee or Banning The Use of Auxiliary Containers and Plastic Bags - Preempted localities from increasing cost for businesses by banning the use of plastic bags.

House Bill 352 (2020) - Aligned Ohio's Employment Law with Federal Law - Reforms Ohio's employment discrimination laws to create a 2 year statute of limitation, establishes a bar to employment liability in hostile work environment lawsuits, and prevents the simultaneous filing of an employment lawsuit and administrative charge.

House Bill 606 (2020) - Protected Employers from Coronavirus Exposure Lawsuits - Prevents plaintiff lawyers from alleging a business is responsible for a person's COVID-19 exposure unless the company engages in intentional or reckless conduct.

House Bill 388 (2020) - Created A Process to Resolve Surprise Medical Bills - Establishes a more transparent process for patients to identify the cost of medical services they are receiving.

Senate Bill 39 (2021) - Provided A Tax Credit for Large Mixed-Use Developments - Spurs more than \$1.4 billion in private investment here in Ohio by enabling localities to easily rehabilitate older building sites.

Senate Bill 276 (2020) - Modernized Ohio's LLC Law to Create Series LLC's - Limits the risk exposure of limited liability companies incorporated in Ohio by allowing these companies to pursue series LLC's.

House Bill 27 (2017) - Lowered Time Frame to File Workers' Compensation Injury Claims - Requires employees to file a workers' compensation injury claim within 1 year from the date of injury rather than 2 years.

House Bill 271 (2018) - Required Plaintiffs to Provide Notice to Businesses Before Filing an ADA Lawsuit - Stops plaintiff lawyers from pursuing frivolous lawsuits that allege minor ADA infractions by giving business owners an opportunity to address the violation before a lawsuit is filed.

House Bill 292 (2018) - Allowed Decisions of the Board of Tax Appeals to be Appealed Directly to Ohio Supreme Court - Promotes the cost effectiveness of allowing decisions by the Board of Tax Appeals to be appealed directly to the Ohio Supreme Court.

House Bill 430 (2018) - Exempted from Sales Tax Items Used Directly in the Exploration of Oil and Gas - Reduces the cost of extracting oil and gas here in Ohio by eliminating the sales tax on items used during exploration process.

Senate Bill 226 (2018) - Created a Sales Tax Holiday for Certain Goods - Made permanent the annual back to school tax holiday for school supplies and clothing.

House Bill 110 (2021) - Lowered the Top Marginal Tax Rate for Personal Income and Reduced the Number of Tax Brackets - Reduces the top rate for personal income tax to 3.99% from 4.797% and raised the amount of income not subject to tax from \$21,750 to \$25,000.

House Bill 110 (2021) - Created Income Tax Deduction for Capital Gains for Certain Investors - Allows a deduction for qualifying capital gains or deductible payroll.

Senate Bill 18 (2020) - Lowered Pass Thru Entity Withholding Rate to Match BID - Prior to passage of this legislation PTE withholding was higher than the top marginal rate. This allowed the rate to equal the BID rate of 3%.

House Bill 49 (2018) - Created Centralized System for Collecting Municipal Net Profit Taxes - Allows businesses to opt-in to a centralized one stop filing and payment system instead of filing and paying tax in each municipality where an employee is located.

House Bill 29 (2022) - Legalized Sports Betting in Ohio - Creates a framework for sports gaming under a licensing system regulated by the Ohio Casino Commission.

Senate Bill 9 (2022) - Required State Agencies to Reduce Regulation - Slashes regulations by 30% as well as codifies the "2-1" regulatory reform scheme that will continue to bring down the overall regulatory burden faced by businesses.

Senate Bill 47 (2022) - Reformed Wage & Hour Class Action Lawsuits - Changes the procedure plaintiff attorneys use when filing overtime class action lawsuits to require them to seek prior approval from an employee before the person joins the lawsuit.

House Bill 126 (2022) - Protected Property Owners from Property Tax Increases - Stops local school districts from using a secretive process to increase the valuation and property taxes of commercial and residential property owners.

House Bill 175 (2022) - Aligned State Regulation of Ephemeral Streams with Federal Law - Promotes economic development by stopping the over regulation of certain streams by Ohio EPA.

House Bill 110 (2021) - Removed The Sales Tax on Employment Services Contracts - Saves employers who utilize staffing companies to meet their hiring needs over \$150 million annually by eliminating the sales tax that was applied to staffing services contracts.

House Bill 110 (2021) - Created State Income Tax Credit for Opportunity Zone Investments - Incentivizes investments in Opportunity Zones by creating a state level tax credit to mirror the federal tax credit.

House Bill 81 (2020) - Lowered Timeframe to Bring Safety Violation Claims in Workers' Compensation - Shrinks from 2 years to 1 year the amount of time an employee has to file a workers' compensation claim alleging a violation of a specific safety statute.



34 S. THIRD ST., SUITE 100
COLUMBUS, OH 43215
614-228-4201

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