



Chairman Eklund, Vice Chairman Terhar and Ranking Member Williams, my name is Carolyn Mangas, and I am the Government Affairs Manager for the Ohio Insurance Agents Association (OIA). I am providing written testimony in support of Senate Bill 186.

Ohio Insurance Agents Association is the collective voice of 1,300 independent agencies that employ nearly 10,000 Ohioans. We promote, progress and protect the professional advice and guidance only independent insurance agents provide. OIA members write 82 percent of the commercial insurance policies and 44 percent of personal insurance policies in Ohio. Our purpose is to help our member agencies protect consumers and employers by offering them access to the best resources, tools and professional development programs available. OIA serves our members in four key areas: advocacy, professional development, business solutions and industry thought leadership.

OIA supports the goal of Senate Bill 186 to allow small businesses that utilize a professional employer association (PEO) to qualify for the business income deduction as was originally intended by the Ohio General Assembly.

OIA and many of our member independent insurance agencies utilize the services of a PEO. We believe the broad array of services PEOs provide such as unemployment compensation, health care, and workers' compensation allow entities to focus on day-to-day operations and better serve their customers. With this in mind, small businesses that are set up as limited liability companies, S corporations, and partnerships that utilize a PEO should not be penalized by not being eligible for the business income tax deduction.

I encourage you to support Senate Bill 186. Please contact me if you have questions regarding our support of this bill.