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**WRITTEN TESTIMONY**  
**October 23, 2019**

**Testimony on SB 165 before the General Government and Agency  
Review Committee**

Daniel Saltzman, President Dave's Supermarkets

Good Afternoon Chairman Schuring, Ranking Member O'Brien, and members of the committee. My name is Daniel Saltzman, and I am the President of Daves Supermarkets. Thank you for the opportunity to offer my written testimony.

Daves Markets operates twelve stores in Greater Cleveland and one in the City of Akron. Of the 12 locations in Greater Cleveland, we do business primarily within the City of Cleveland and its adjacent inner ring suburbs. Our family owned markets have built their reputation on providing high quality fresh food in many neighborhoods which would otherwise be thought of as "food deserts". Lower income areas do not provide the discretionary spending dollars and additionally tax the operator with a greater cost of operation. Typically these same areas and subsequently customers which are so greatly in need of fresh food access, are also highly dependent on the Federal SNAP Program. Policy changes to SNAP eligibility over the past 5 years have dramatically affected top line sales, thus making operating supermarkets where they are needed most, even more difficult.

We at Daves Markets see firsthand the frozen insecurity which is so prominent among our seniors and young families in our community. It is with great concern that I must speak out, when a policy change might lead to further decreases in SNAP funding reaching those who so desperately need it. The administrative challenges in requiring photo identification with SNAP is not unfounded. Will the administration with a required photo card just lead to more individuals and families falling off SNAP? We don't need to look any further than the recent implementation of the Ohio Benefit System in Cuyahoga County to see unacceptable numbers of needy Ohioans being left out. As a board member of the Greater Cleveland Food Bank, I know putting more demand on emergency food assistance from our food bank system is not a sustainable substitute for SNAP dollars.

I have read the many comments forwarded to the Senate General Government and Agency Review Committee on SB 165. There are many unanswered questions pertaining to how this requirement could be met. And further, what is the retailer's role in this, and shouldn't they be brought to the table in this discussion?

I share all of your disgust in those individuals who abuse the SNAP system, as it unfairly portrays so many in the actions of so few. I support any measures to weed out these criminals but it cannot happen at the expense of those who so desperately require our help.

This past year Dave's Markets opened a new 55,000 square foot supermarket on the same Cleveland campus as a New University Hospitals Women's and Children's Health Center. The surrounding neighborhoods now have quality fresh food and health care access, which should have an immediate impact.

Please help us to continue to serve this and our other Northeast Ohio neighborhoods, by not creating further barriers to food access.

Thank you,  
Daniel Saltzman  
President, Dave's Supermarkets