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Proponent Testimony on behalf of House Bill 601 – To create a definition of Microbusiness  
before the Ohio House Commerce and Labor Committee

November 29, 2016

Mary McCarthy, Owner, Your Management Team

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Good Afternoon Chairman Young, Vice-Chairman DeVitis, Ranking Member Lepore-Hagan and members of the House Commerce and Labor Committee.

My name is Mary McCarthy and I am the owner of Your Management Team a microbusiness consulting and training firm. We focus on assisting early- and growth-stage microbusiness owner grow their revenue and increase employment opportunities through strategic thinking, creative problem solving and strong financial management. Your Management Team is on the front line and sees first-hand the joys, passions, challenges, and needs of this level of business owner. In 2015, Your Management Team secured one of only eight SBA contracts to implement a new training initiative, ScaleUp America. The focus is to train 30 microbusiness owners each year for five years with the end goal of increasing their annual revenue and number of employees.

I am also a member of the Public Policy committee of the Columbus Chapter of the National Association of Women Business Owners (NAWBO – Columbus) who has been an advocate for microbusinesses in Ohio.



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I appreciate the opportunity to testify today in support of House Bill 601 and I would like to thank Representative Pelanda for introducing this important piece of legislation.

The benefit of adding the term and definition of microbusiness (20 employees or less) is that it provides a voice to 85-95% of the businesses located within the State of Ohio. Providing a voice starts the conversation of the benefits we bring to our communities, the challenges we face, the desires we hold dear, and allows communication between all parties for the benefit of our micropreneur community. The State of Ohio has done a fabulous job of creating programs for the larger end of smaller businesses such as the Ohio Incumbent Workforce Training Voucher program that assists specific industries within Ohio train their employees, InvestOhio which provides a tax credit for investors, and the JobsOhio Growth Fund Loan. The challenge for the microbusiness is that most of these programs are a higher level than we need or can compete for. By recognizing the microbusiness we are able to focus specifically on creating programs, resources and support that will ensure our smaller businesses thrive thereby increasing revenue and jobs.

Chairman Young and members of the committee, thank you for the opportunity to testify today in support of House Bill 601 that recognizes microbusinesses in Ohio. I urge your favorable vote on the bill and I am happy to answer any questions at this time.