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June 5, 2019

Representative Paul Zeltwanger  
Chair, Ohio House Economic & Workforce Development Committee  
77 South High Street, 12<sup>th</sup> Floor  
Columbus, OH 43215

Dear Chairman Zeltwanger:

I am writing on behalf of the nearly 22,000 governing members of the National Federation of Independent Business (NFIB) in Ohio to provide our support for House Bill 4. We commend Representatives Richardson and Robinson for introducing House Bill 4. Thank you for this opportunity to provide comments.

By way of background, a typical NFIB member employs 20 or fewer employees and has less than \$2 million in annual sales. Our members come from all industries, and we look like any Main Street in your legislative districts. The biggest challenge our members currently face is their ability to fill open positions with workers with the skill sets that fit their needs.

House Bill 4 further enhances the existing method for developing a list of industry-recognized credentials and certificates by allowing businesses to work with the Governor's Office of Workforce Transformation (OWT) to submit inquiries of existing and potential new industry-recognized credentials and programs. OWT will serve as the liaison between the business community and the Departments of Higher Education and Education to streamline the procedure for credentialing. The same approval processes for updating and revising the list of in-demand jobs remain in place, one of which includes, most importantly from our perspective, the input of the business community.

The needs of employers are continually evolving. They have the best understanding of what skills are necessary to address the demands of today's workforce as well as planning for the needs of the future. Providing a means to inform Ohio's workforce development apparatus of employers' new needs in a concise, efficient manner, benefits employers and their existing and

potential employees, and ensures Ohio is at the forefront of new and emerging technologies helping drive our economic success forward.

We encourage this committee to favorably recommend House Bill 4. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Christopher J. Ferruso". The signature is written in a cursive, flowing style.

Christopher J. Ferruso  
Legislative Director