



May 21, 2019

Dear Chairman Dolan and the Senate Finance Committee,

My name is Tia Ramlow and I am owner and President of Great Work Employment Services. My company has 6 offices in NE Ohio and employs 25 staff. Because of the nature of our job and the opportunity to earn good compensation- with or without a college degree- single parent households are drawn to our company. It is important to me to provide a comprehensive medical plan for my staff since they don't have the access to it otherwise.

As my staff has grown, so has our medical premiums. I strive each year to keep their monthly premium contribution as low as possible so they don't drop coverage in order to keep the disposable income they need to raise their children.

In 2015, my company paid around \$65,000 in premiums after my employees contributions.

In 2019, that number will be closer to \$110,000.

I share these numbers as an illustration that privately held companies - S Corporations- are touted as the "drivers of the economy", the "backbone of a state" and yet we are the ones penalized over and over by legislation that is intended to do good but really stagnates employment and growth. Health Mandates, CAT tax, gas tax, Unemployment instability, WC premiums that are grossly overcharged, etc

The \$250,000 business income tax exclusion was a fantastic way to tell the growing companies in OHIO, we want you and your success is important to the State. The tax savings average from \$1k -10k. That money is not "pocketed" as some have said. Instead, Business Owners are utilizing that money to: raise pay rates in a highly competitive talent war, pay increasing insurance and equipment costs that continue to rise dramatically and stay on the technology wave. As can be seen this 2017 article, https://www.cleveland.com/metro/2017/06/ohio_democrats_state_should_en.html, policymakers bemoaned the "lost revenue" . However, increased tax receipts and lower unemployed individuals do offset the "lost revenue". The policy is WORKING.

I implore you, stand behind the locally owned companies that stay in Ohio and provide jobs, medical coverage and tax dollars (we are paying a lot of tax) to your contingency. I appreciate your consideration of my viewpoint and hope you will not revoke the program.

Sincerely,

Tia Ramlow