



## **HOUSE BILL 621 – BUSINESS FAIRNESS ACT**

### **PROPONENT TESTIMONY**

#### **OHIO SENATE TRANSPORTATION, COMMERCE AND WORKFORCE COMMITTEE**

**DECEMBER 8, 2020**

Chairman McColley, Vice-Chair Johnson, Ranking Member Antonio, and members of the Senate Transportation, Commerce, and Workforce Committee my name is Chris Ferruso and I serve as Legislative Director for NFIB in Ohio. Thank you for the opportunity to provide proponent testimony for House Bill 621. On behalf of the nearly 22,000 governing members in Ohio, we applaud Representatives Cross and Wilkin for sponsoring this important legislation.

By way of background, NFIB members come from all industry sectors in all 88 counties across Ohio. Our typical member employs 15 or fewer and has less than \$2 million in gross receipts. The diversity of our membership runs the spectrum of business operations from sole-proprietors operating out of their homes to large manufacturers that employ hundreds.

House Bill 621 is simple in its intent – to allow a business that has been required to close or limit operations as a result of a government order due to no fault of their own be able to reopen or remain open if that business is able to comply with the safety precautions required of businesses permitted to stay operational.

When the initial Ohio Department of Health order to shutter businesses was issued, our members were in the same state of confusion and uncertainty surrounding the COVID-19 pandemic as most. There was an understanding of the need to allow our government leaders to react to a public health situation not recently experienced. Our members that were deemed “non-essential” complied with orders while awaiting better knowledge of just what our state, our country, and our world were facing. They watched other businesses remain operational able to recognize revenue, pay their employees, and generally conduct business as usual as recommendations from health experts on how to avoid transmission and contraction of the virus continued to be issued, amended, and reversed. However, frustration soon began to mount as some of our members had to remain closed while other “essential” businesses, selling some of the same or similar products, could keep their doors open.

The state and federal government acted quickly to assist businesses and individuals who were shuttered or left without employment. We applaud the legislature and administration for the steps taken to try and lessen the economic impact of business closures.

The economic consequences of the pandemic will continue to be felt, likely, unfortunately for years. I want to share with the committee just what impact our members have felt. I am sure what I am going to share is what all of you hear from your small businesses back in your respective legislative districts.

The data below is based upon a survey we conducted in mid-September. The respondents are all Ohio NFIB members. Eighty-four percent have 30 or fewer employees.

- 75 percent have taken a Paycheck Protection Loan (PPP) from the federal government
- 88 percent have used up the entirety of their PPP loan.
- 70 percent indicated they would utilize a grant program offered by the state to be reimbursed for expenses not covered by a PPP or other loan.
- Over 50 percent indicated a need for such a grant of between \$10,000 - \$50,000.
- Almost one in three members indicated they had to close their businesses because of government orders.
- Of those, 54 percent were shuttered between one and three months.
- Over half of respondents indicate year-over-year revenue declines of 20 percent or greater and 15 percent are experiencing revenue decline over 50 percent!
- A recent NFIB national survey indicates 52 percent of our members who took a PPP loan anticipate needing additional financial assistance over the next 12 months.
- That same survey indicates one in five will have to close their doors permanently if economic conditions do not improve in the next 6 months!

I share all of this with you because our members, small businesses, are still facing dire economic straits. They are doing everything they can to bring customers into their businesses and to maintain their staffing levels while doing so safely.

Hindsight is 20/20 and we know a lot more now about the virus than we did in March. We know taking certain precautions such as social distancing, washing and sanitizing of hands and common touch surfaces, wearing personal protective equipment (PPE), and providing barriers all help to reduce the spread. Small businesses have responded and taken these steps; providing PPE to employees and customers and retrofitting their businesses to adjust to health recommendations.

At the onset of the pandemic, some of these resources were hard to come by. Our members tell us that this is no longer the case. In fact, we have members that altered their normal operations to produce PPE and other materials to help combat the spread. Again, small businesses stepped up to do their part, as they typically do, to assist in protecting their communities. We have also heard from both state and national experts that businesses are not the main sources of spread. As such, and because small business is a crucial component of the economy, we must ensure they may continue to provide jobs, their important products and services, as well as tax revenue. However, they cannot do this if they are shut down by the government. House Bill 621 will make certain our small businesses can remain operational.

As I mentioned earlier, House Bill 621 is simple in its purpose. It allows any business that can meet the required safety precautions to remain open. Every one of our members believes their business is essential. I suspect the same is true for all your small businesses. The government should not be picking winners and losers. The playing field must be level. Although there may be disagreement about what constitutes appropriate safety precautions, each business must have the opportunity to comply and thus be allowed to remain open. For our members, for all businesses, this is what they deserve! We urge you to support and quickly pass the Business Fairness Act, House Bill 621.

Thank you Mr. Chairman and members of the committee, I would happy to try and address any questions.