

THE OHIO COUNCIL OF

Retail Merchants

The voice of retail since 1922

March 17, 2021

The Honorable Dick Stein
Ohio House of Representatives
77 S. High St.
12th Floor
Columbus OH, 43215

Dear Chairman Stein:

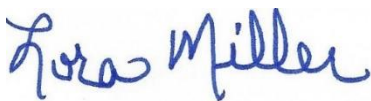
On behalf of the Ohio Council of Retail Merchants and our over 7,000 members, we write in opposition to House Bill 68.

The legislation would impose drastic new requirements and added costs relating to contracts between two private parties. The provisions of the bill also fall well outside of industry norms, specifically citing the requirement of payment within 30 days and an interest rate of 18% to payments not timely made. We are concerned such terms could adversely impact construction contracts retailers engage in when building new stores or remodeling existing facilities.

Additionally, we are uncertain as to the necessity of the legislation. Payment terms in contracts are agreed upon by all involved parties and are legally enforceable, therefore parties already have remedies at their disposal should the terms of a contract be violated. Lastly, the bill would unnecessarily inject a new level of bureaucracy in private contracts. We feel contracts are appropriately negotiated between the direct parties involved and the current legal remedies provide sufficient protections.

We greatly appreciate the Committee's consideration of our concerns and the opportunity to provide comments. Please feel free to contact us with any questions.

Sincerely,



Lora Miller
Director of Governmental Affairs
and Public Relations



Alex T. Boehnke
Manager of Public Affairs

CC: Members of the House Commerce and Labor Committee