



Greater Cleveland
Partnership

Advocacy

**Senate Bill 105
Proponent Testimony
Marty McGann, Executive Vice President, Advocacy & Strategy
Greater Cleveland Partnership
October 27, 2021**

Chairman Edwards, Vice Chair Powell, Ranking Member Upchurch, and members of the House Economic & Workforce Development Committee, thank you for the opportunity to express our organization's support for Senate Bill 105.

My name is Marty McGann and I have the pleasure of serving as Executive Vice President of Advocacy & Strategy for the Greater Cleveland Partnership – the region's leading economic development organization and with over 12,000 members, the largest metropolitan chamber of commerce in the nation.

Today we write you to offer our full support for Senate Bill 105, which would require political subdivisions to accept state certification of minority business enterprises (MBEs). The state certification could be used anywhere in Ohio to show proof that a person or business meets eligibility criteria for select work-based programs and initiatives, thus eliminating barriers to access for these important business enterprises.

Current law often makes it necessary for MBEs to have to wade through onerous regulatory requirements to bid on public projects at the local level. This MBE reciprocity legislation would streamline regulation and make it easier for these businesses to participate in local projects with their state MBE certification. Not only would SB 105 streamline government, but it would save these businesses a great deal of time and financial expense when bidding on public contracts.

We also wish to express our support for the bill's inclusion of women-owned business enterprises (WBEs), as well as veteran-friendly business enterprises (VBEs), which are vital components to our state's business climate. Ensuring that these businesses will also be able to utilize their state certification when engaging in public projects is another example of how we are proving to the nation that Ohio is open for business.

We extend our thanks and appreciation to Senator Sykes and Senator Schuring for bringing this legislation forward. This is yet another example of how business and government can work together to improve the lives of all Ohioans.

Thank you for your time and attention to this important matter. If you have any questions, please do not hesitate to reach out by email at mmcgann@greatercle.com.