



OHIO HOTEL & LODGING ASSOCIATION  
175 SOUTH THIRD STREET, SUITE 170  
COLUMBUS, OH 43215-5134  
P: (614) 461-6462

September 27, 2021

The Honorable Tim Schaffer  
The Ohio Senate  
1 Capitol Square, 1st Floor  
Columbus, OH 43215

**RE: S.B. 228**

Dear Senator Schaffer,

Thank you for your efforts to remove disincentives to work as we enter the recovery phase of the pandemic. The Ohio Hotel & Lodging Association has joined with many other business organizations in discussing publicly and sharing information which demonstrates that there are plentiful jobs available in many industries throughout Ohio, including the hospitality and travel sector.

The Ohio Hotel & Lodging Association is examining workforce challenges in a number of ways, including a **survey on workforce issues**. Results to our survey illustrate the challenges facing Ohio's hotel & lodging businesses, and those employees who work in them and are performing expanded duties due to this crisis:

- 62.5 percent of Ohio's lodging businesses report they are "Severely Understaffed"
- 35.6 percent are "Somewhat Understaffed" – an astonishing total of 98 percent
- More than half of our member businesses say competitors are not offering higher wages
- 72 percent say transportation is not a barrier (a reason often suggested as an obstacle)
- 78.4 percent are offering wage incentives
- 64 percent are offering highly flexible hours
- More than 98 percent of hotels offer benefits to full time employees
- And yet, 76 percent cite a lack of applications
- 86.5 percent say applicants do not show up for interviews
- Only 0.5 percent say they currently have no hiring challenges

**Lack of labor will impede recovery. 85 percent** of lodging businesses in our state are already reporting they cannot sell all of their available inventory. More than half must limit other revenue producing aspects, such as food and beverage or banquet operations.

It is critical for Ohio to move forward into recovery by eliminating unnecessary disincentives to work. Governor DeWine has already taken decisive and necessary steps to end these types of programs related to the pandemic. The Ohio Hotel & Lodging Association supports your legislation as an additional important step the state can take in this regard to build upon the Governor's success.

Thank you for your help.

Sincerely,

**Joseph Savarise**  
President & CEO  
joe@ohla.org