



March 8, 2022

Chairman Dick Stein
Vice Chair Mark Johnson
Ranking Member Michele Lepore-Hagan
Members of the House Commerce and Labor Committee

Subject: House Bill 466

ProLink Staffing Services is an Ohio headquartered healthcare staffing agency with offices in Cincinnati, Dayton, Columbus, and Cleveland. Founded in 2011, ProLink employs over 390 internal employees in the state of Ohio and paid over 8,000 healthcare professionals last week. We have had the good fortune of supporting the OH Department of Health COVID vaccination initiative as well as supplementing the shortage in Ohio's acute care facilities with the surge in December and Q1 2022.

Nurse staffing companies, like ProLink, play a major role in ensuring that vital patient care is available in Ohio and every state throughout our country. The unprecedented demands on nurses during the pandemic has led to staff shortages, which were already an issue prior the pandemic, and a crisis in patient care. This is especially true for long-term care facilities, assisted living communities, hospices, and skilling nursing care facilities in Ohio.

Rate caps would have a detrimental effect on staffing. History shows that price controls distort markets, and caps on staffing agency bill rates would mean that agencies could not afford to pay market wages, forcing nurses to leave Ohio and work in other states, or leave the profession all together. While staffing agency revenues have increased during the pandemic due to the increased demand for nurses and the resultant higher clinician pay packages, ProLink and other healthcare staffing companies experienced a decline in gross margin, declining from an industry average of 25.0% in 2019 to 24.6% in 2020.

The issue facing our healthcare facilities in Ohio is a lack of supply of qualified healthcare professionals. The State took an important step in improving supply by joining the Nurse Licensure Compact earlier this year. Further impact could be achieved by moving the effective date forward and reforming the way the Ohio Board of Nursing issues its licenses.

Thanks and best regards,

Mark Arnett, CFO