



June 1, 2017

Representative Pelanda  
77 South Hight Street, 14<sup>th</sup> Floor  
Columbus, OH 43215

Dear Representative Pelanda:

The Greater Cleveland Partnership (GCP) and its small business division, the Council of Smaller Enterprises (COSE), represent the most comprehensive small, middle market, and large business organization in the state with more than 8,500 business members in Northeast Ohio. I would like to take this opportunity to offer, on behalf of our members, our formal support of H.B. 5 and the language that is currently included in Sub. H.B. 49 that would create a statutory definition of microbusiness in Ohio. As you know, the proposal would define microbusiness as an independently owned and operated for-profit business entity, including any affiliates, located in Ohio and has fewer than 20 full-time employees or full-time equivalent employees.

Microbusinesses can be defined in unique ways and for different purposes. The larger, long-term goal of encouraging and strengthening the smallest of small businesses and providing them with opportunities to prosper and succeed going forward is commendable. In fact, many other states have taken similar action. For example, Texas offers microbusinesses business development programming, New York provides a revolving loan assistance grant, and Virginia created the designation for contracting purposes.

While this Ohio initiative simply provides formal recognition of microbusinesses at this time, the Greater Cleveland Partnership also recognizes this act is an initial, first step. We appreciate the attention being paid to entrepreneurs and this important sector of the business community. And, we welcome the opportunity to discuss additional steps that can be reviewed and taken to address specific challenges for microbusinesses.

GCP and our members look forward to serving as a helpful resource to you and your colleagues throughout the process and we look forward to working with you on what could potentially be implemented in the future.

Sincerely,

A handwritten signature in black ink, appearing to read 'Joe Roman', is written over the word 'Sincerely,'.

Joe Roman  
President & CEO  
Greater Cleveland Partnership

CC:

Representative Theresa Gavarone  
Speaker Cliff Rosenberger  
Senate President Larry Obhof  
Governor John Kasich

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