



## State of the Industry in Ohio

The Ohio Restaurant Association has conducted **Business Impact** polls to determine the on-going health of restaurants across the state since March 2020. We will continue to monitor the on-going health of the industry so that we may share our findings with the industry-at-large, news media, elected officials, and the National Restaurant Association.

**This was a special poll conducted from October 17 – November 16, 2023 to understand the current state of the restaurant industry in Ohio. Special questions were added to identify where respondents stand on key legislative issues being considered at the state level.**

**The majority of respondents report an increase in overall sales in Q3 2023 vs. Q3 2022, although sales are not as strong as they were in the first quarter of this year.**

- 7% of respondents reported that sales were up more than 10%
- 41% of respondents reported that sales were up between 1 – 10%
- 14% of respondents reported that their sales stayed flat from last year at this time
- 23% of respondents reported that their sales were down 1 – 10%
- 10% of respondents reported that their sales were down more than 10%

**Although Q3 continued a primarily positive year for restaurateurs, a majority of operators reported September as a slower month as compared to the rest of 2023.**

- 4% of respondents reported that sales were up more than 10%
- 27% of respondents reported that sales were up between 1 – 10%
- 16% of respondents reported no change in sales during September
- 38% of respondents reported that sales were down 1 – 10% in September
- 13% of respondents reported sales were down by more than 10%

**Many operators will raise menu prices this quarter.**

- 33% are planning increases of 1 – 5%
- 22% are planning increases of 6 – 10%
- 4% are planning increases of more than 10%
- 40% will NOT raise prices this quarter

**Respondents continue to report higher food costs since the beginning of 2023.**

- 30% report increased food costs of 1 – 5%
- 35% of respondents report a 6-15% increase in food costs
- 10% report more than a 15% increase in food cost
- 5% report their food cost has remained the same

**The cost of labor has continued to increase since January 2023.**

- 25% report a 1 – 5% increase in the cost of labor
- 33% have seen a 6-10% increase in the cost of labor
- 13% of respondents report an 11 – 15% increase in the cost of labor
- 15% of respondents report that labor costs have increased more than 15%
- 12% report that the cost of labor has not increased since the beginning of the year

**Survey respondents are overwhelmingly against efforts to amend Ohio's Constitution to raise the minimum wage to \$15/hr in Ohio.**

- 84% of respondents do NOT support a constitutional amendment to raise the wage
- 15% of respondents are in support of amending the constitution to raise the wage

**Survey respondents are overwhelmingly against efforts to amend Ohio's Constitution to eliminate the tipped wage.**

- 89% of respondents do NOT support a constitutional amendment to eliminate the tipped wage
- 10% of respondents are in support of amending the constitution to eliminate the tipped wage

**Most Respondents report a starting wage between \$10.10 - \$15 per hour.**

- 35% of respondents pay \$10.10 - \$12.50/hour
- 35% of respondents pay \$12.50 - \$15/hour
- 30% of respondents pay more than \$15/hour

**Most respondents utilize the tipped wage credit.**

- 60% of respondents utilize a wage credit
- 27% of respondents do not utilize a wage credit
- 12% of respondents do not have employee tipped workers as part of their business model