Business Development

In 2022
• Expanded ORA Marketplace.
• Added 10 new solutions that offer savings of time and/or money for ORA members.
• Monthly Vendor member communications improved and continued to keep Vendor members in the know about all opportunities/benefits.

For 2023
• New Vendor level unlocked (Champion Level).
• More sponsorship opportunities.
• Improved online ORA Buyers’ Guide and advertising opportunities.
• More ways to get in front of all ORA members.

Events & Programming

In 2022
• 2022 ORA Industry Awards honored 16 industry standouts and inducting three new operators into the ORA Hall of Fame.
• Mid-America Restaurant Expo & Conference brought thousands of exhibitors, vendors and industry professionals to Columbus to network and learn about the latest trends, products, and services hitting the market in 2023.
• ORA spring President’s Council was a huge hit! Sixty-five of Ohio’s leading owner/operators came together with leading developers from Cincinnati, Bellefontaine and Westerville to learn about the role restaurants plan in community revitalization across the state.
• Ohio brought the largest delegation of restaurant owner/operators to the 2022 National Restaurant Association’s Public Affairs Conference. With 50 ORA members in attendance, our lawmakers heard us loud and clear on Capitol Hill!
• The 2022 ORA/National Golf Classic successfully raised $40k for the ORA’s advocacy efforts on behalf of the industry.

For 2023
• Legal Center LIVE! returns this spring with a rapid-fire rundown about the top legal issues affecting the restaurant and hospitality industry. The (free to members) event is always one of our most popular!
• ORA 2023 Industry Awards returns bigger and better than ever! Nominations open in April! The awards will take place, Monday, December 4, 2023.
• Join us for a special ORA Annual Meeting on June 8. We will be hosting a very special keynote speaker for this event – official announcement coming soon!
Organization Growth

**In 2022**
- Updated Education Foundation (EF) Strategic Plan establishing four areas of focus to train, expand, build, and support the workforce.
  - Ohio ProStart® Creative Cakes competition held during the Expo with a celebrity judge and people’s choice voting included over 30 entries from several schools.
  - H.O.P.E.S. (Hospitality Opportunity for People (Re) Entering Society) workforce initiative to provide training to justice involved candidates for careers in the restaurant, foodservice and hospitality industry.
  - Ohio Restaurant Employee Relief Fund surpassed $775,000 in donations and will transition to a non-pandemic related permanent funding source for restaurant employees and their families during times of crisis including accidents, medical issues and death.

**For 2023**
- ORA select third-party ServSafe® food safety trainer.
- Statewide job fair coming in the spring.
- ORA's HR committee focused on workforce solutions, total rewards & motivation systems; resources coming soon!
- ORA is developing specialized workforce resources and training opportunities.

Foundation

**In 2022**
- Additional alcohol sales flexibility including making the Expanded Liquor Permit Premises Definition (Expanded Patios) provisions permanent.
- Continued fight for Ohio's restaurant, foodservice & hospitality industry in re: to bureaucratic / administrative / legal overreach that pits the hospitality workforce against the success of hospitality job creators, reducing opportunities for all.

**For 2023**
- EF Brand Transformation to include new name, logo and key messaging with website and social media channels redesigned and updated.
- New Ohio ProStart® student competition, Mac & Cheese sponsored by Nestle.
- New member event, Top Golf to be held in three locations simultaneously: Cincinnati, Columbus and Cleveland.

Government Affairs

**In 2022**
- Successfully fought multiple proposed tax increases at the federal level – including a proposal to add a new (and totally on top of all other taxes paid) 3.8% tax on all “pass-through” businesses.
- Implementation and rollout of legal sports gaming in Ohio, giving Ohio’s restaurants and bars more robust opportunities to be involved than in any other state in the nation.
- Successfully extended the Expanded Liquor Permit Premises Definition (Expanded Patios).
- Worked with Ohio’s local health inspectors to implement a better and more streamlined process for the evaluation of local sanitarians, significantly reducing the unnecessary burden the previous process put on inspectors and foodservice operators.

**For 2023**
- Additional alcohol sales flexibility including making the Expanded Liquor Permit Premises Definition (Expanded Patios) provisions permanent.
- Continued fight for Ohio’s restaurant, foodservice & hospitality industry in re: to bureaucratic / administrative / legal overreach that pits the hospitality workforce against the success of hospitality job creators, reducing opportunities for all.