

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

NAIOP OF OHIO

**LEGISLATIVE
DAY
2023**

Message from NAIOP of Ohio President

On behalf of the NAIOP of Ohio Board of Directors, thank you for joining us in our state's capital for the 2023 NAIOP of Ohio Legislative Day! Because of economic development leaders like you, Ohio's commercial real estate industry has become a powerful economic engine for generating jobs with significant contributions to our local and state economies.

According to NAIOP's Research Foundation, commercial real estate contributes \$64 billions to the state's economy, \$23.9 billion in wages/salaries, and 423,833 in jobs created and supported. Because of active engagement with our elected officials, NAIOP of Ohio is carrying the important message of Ohio's successes and the perspective of a bright future for commercial real estate in our state. It is important that our public officials hear from industry experts so that economic development policies are crafted in a positive and impactful way for a great return on investment.

As you meet with state officials today, know you are a voice for the state's leading commercial real estate association and we remain committed to supporting sound policies that create jobs, improve communities, and enhance the quality of life of Ohioans so as to enable us to attract and retain a talented workforce.

*Sincerely,
Josh S. Gerth
President, NAIOP of Ohio
Cincinnati/Northern Kentucky Chapter*

2023 Legislative Day Agenda

11:00AM-11:30AM ~ Registration

11:30AM-1:00PM ~ Luncheon & Program
NAIOP Members & Invited Guests

1:00PM-1:30PM ~ Policy Briefing for Legislators Appointments
NAIOP Members

1:30PM-2:15PM ~ Keynote Speaker
JP Nauseef, President & CEO of JobsOhio

2:30PM-4:30PM ~ Legislator Appointments
Ohio Senate: Ohio Statehouse (Ground, First, and Second Floors)
Ohio House: Vern Riffe Center (Floors 10, 11, 12, 13, 14)

4:30PM ~ NAIOP of Ohio Happy Hour
The Goat
219 South High Street, Columbus, OH 43215

NAIOP

NAIOP, the Commercial Real Estate Development Association, has become the leading organization for developers and owners of and investors in office, industrial, retail and mixed-use real estate. Founded in 1967, NAIOP has evolved into one of North America's largest, most prestigious and valuable commercial real estate organizations.

When key players in commercial real estate joined together five decades ago to form NAIOP, they believed they could forge a path towards a better future by providing their colleagues with new avenues to:

- Network with industry peers.
- Gain industry insight through educational programs with cutting-edge insight.
- Pursue new channels for career and professional development.
- Advance the business environment for commercial real estate through political activity.
- Conduct research to actively benefit developers and members of commercial real estate.

Today, NAIOP continues to pursue its core mission by:

- Creating Professional Recognition and Business Opportunities
- Providing Cutting-Edge Educational Programs
- Leading the Real Estate Industry in Research
- Delivering Strong Legislative Representation

NAIOP OF OHIO

NAIOP of Ohio's primary pursuit is to assist the progression of economic development activity in Ohio, acting as an advocate of Ohioans and the development community to create jobs, viability, and a quality of life that retains and attracts talent to the State.

NAIOP of Ohio is comprised of over 500 members from over 300 companies supported by a statewide Board of Directors with trustees representing 4 regional chapters.

- The Board promotes initiatives, track issues, and advocates for the commercial real estate industry at the state level
- In 2022, the Board established a Political Action Committee (PAC) to support Ohio officials

NAIOP of Ohio Board of Directors

EXECUTIVE COMMITTEE



Josh Gerth
President



Mike Sikora
Vice President



John Kopilchack
Secretary



Shane Farolino
Treasurer

CENTRAL OHIO CHAPTER

Shane Farolino
Roetzel & Andress

Rick Craven
Sikora Law, LLC.

Chris Knezevic
Vorys, Sater, Seymour and Pease, LLP.

Benjamin Johnson
Colliers International

Scott Ziance
Vorys, Sater, Seymour and Pease LLP
(Emeritus)

DAYTON CHAPTER

John Kopilchack
Synergy & Mills Development

David S. Dickerson
Miller Valentine Construction

Michael Grauwelman
Montgomery County Land Reutilization Corp

Robert Ballinger
Coolidge Wall Co., L.P.A.

CINCINNATI/NORTHERN KENTUCKY CHAPTER

Josh Gerth
JLL

Peter Horton
Terrex Development

James Devanney
METHOD Project Solutions

NORTHERN OHIO CHAPTER

Mike Sikora
Sikora Law, LLC.

Craig Miller
Duffy+Duffy Cost Segregation Services

Steve Nowak
Siegel Jennings Co., L.P.A.

Matt Knecht
HZW Environmental Consultants, LLC

GOVERNMENT RELATIONS TEAM

Matt Kallner, Abe Jacob, & Kelly Keyes
Kallner & Associates, LLC.

OUTREACH & ENGAGEMENT



Legislative Hearing Testimony



Meetings with State Agency Officials



Chapter Leadership & Legislative Retreat and Congressional Visits

VICTORIES FROM THE 134TH GENERAL ASSEMBLY (2021-2022)

- ✓ **State Operating Budget- House Bill 110**
 - Brownfield & Demolition Funding
 - Historic Preservation Tax Credit
 - Megaproject Tax Incentive
 - Opportunity Zone Tax Credit
 - Transformational Mixed-Use Development (TMUD) Tax Credit
- ✓ **Ephemeral Stream Deregulation- House Bill 175**
- ✓ **Community Reinvestment Area (CRA) Reform- Senate Bill 33**
- ✓ **Updates to Property Value Challenges- House Bill 126**
- ✓ **Temporary Expansion of Ohio's Opportunity Zone Program & Historic Preservation Tax Credit- Senate Bill 225**

2023 NAIOP OF OHIO AWARD RECIPIENTS



Champion of Public Service
Senator Kirk Schuring



President's Award
Scott Ziance

2023 KEYNOTE SPEAKER



J.P. Nauseef
President & CEO, JobsOhio

As President and CEO, J.P. Nauseef leads a dedicated team responsible for business attraction, retention and expansion efforts across the state. J.P. has significant executive leadership experience in the private, public and nonprofit sectors.

Before joining JobsOhio in March 2019, he was the chairman and co-founder of Krush Media, a digital media company spun out of Krush Technologies, another tech company he led and helped found. J.P. served as president and CEO of the Dayton Development Coalition, a JobsOhio regional partner; the chairman and co-founder of the Military Heroes Foundation; and a co-founder of Hometown Heroes.

He graduated from the University of Dayton with a bachelor's degree in management information systems and then entered the Air Force as an officer, where he served as a technology development program manager. J.P. later earned a master's degree in systems management from the University of Southern California. J.P. is married and has four sons.

135TH OHIO GENERAL ASSEMBLY (2023-2024)

Priorities for the State Operating Budget (House Bill 33)

CURRENTLY IN THE LEGISLATION TO PRESERVE

Historic Preservation Tax Credit

- Extends a temporary \$120 million increase in the amount of historic building rehabilitation tax credits for FY 2025. The cap reverts to \$60 million in FY 2026.

PRIORITIES WE ARE ASKING BE AMENDED INTO LEGISLATION

Brownfield Remediation Program Funding- \$500 Million

- NAIOP of Ohio appreciates the House's allocation of \$350 Million over the biennium. However, due to increased demand, we are requesting \$500 Million for FY 24 & 25 total.

Building Demolition and Site Revitalization Program Funding - \$250 Million

- NAIOP of Ohio appreciates the House's allocation of \$150 Million in Fiscal Year 2024. However, due to increased demand, we are requesting \$250 Million for FY 24 & 25 total.

Transformational Mixed-Use Development (TMUD) Tax Credit- \$200 Million

- Authorize the Tax Credit Authority to approve up to \$200 million per fiscal year in tax credits to property owners and investors in TMUD projects compared to the \$100 million per fiscal year approved previously.

Opportunity Zone Tax Credit- Increase to \$50 Million the Allocation for Fiscal Year 2025

- Over \$43 million was applied for in the most recent round of that Program, based upon a year's-worth of investments.

Updating the Requirements for Electronic Means of Recording Instruments

- Originally House Bill 237 of the 134th General Assembly, this language would modernize Ohio's system of recording instruments, improve, and streamline the ability to complete real estate transactions.

Proportional JVSD Compensation for Property Tax Exemptions

- Clarify that a joint vocational school district (JVSD) shall receive compensation in proportion to how the JVSD is allocated property tax revenue funding relative to the traditional school district.

TIF Exemption Commencement

- Clarify that tax increment financing (TIF) exemptions can begin on a parcel-by-parcel basis by the earlier of (i) the tax year in which the value of an improvement exceeds a specified amount or (ii) a certain year.

TIF Process Simplification

- For non-school TIFs (i.e., those in which school districts receive TIF revenue equal to what they otherwise would receive in property tax revenue), simplify all of the TIF statutes to eliminate (i) the requirement that the school district board of education approve the TIF and (ii) the school district notice requirements.

Other Pending Legislation

Supportive: Senate Bill 3 (Schuring)

Creates the Ohio Community Revitalization Program, authorizing nonrefundable income tax credits for undertaking community projects.

Status: In the Senate Ways & Means Committee

Supportive: Senate Bill 41 (Roegner)

Allows for expedited appeals to the Ohio Board of Building Appeals and county and municipal boards of building appeals.

Status: Passed Ohio Senate Unanimously; Sent to House for Consideration