

MEMBERSHIP AWAITS



Being a member of the ORHA has opened the doors to so many opportunities I would not have been introduced to otherwise. The perks of membership are countless and the direct impact on my business has been invaluable. Membership has offered something for every aspect of my business: Food Trucks, Brick-and-Mortar and Catering. It's an honor to be on the Board of Directors.

LISA GUTIERREZ
OWNER & CEO, DOS HERMANOS TACO TRUCK

The Basics

STARTER MEMBERSHIP

**Get essential tools and support
to help your business thrive**

Perfect for new or growing businesses looking to establish strong industry connections while accessing essential resources and support.

DELUXE MEMBERSHIP

**We become your active marketing partner
while elevating your industry presence**

Perfect for hospitality businesses looking to increase their market presence, amplify their brand & deepen their industry engagement while getting professional marketing support.

THE WORKS MEMBERSHIP

**Puts you at the forefront of Ohio's hospitality
industry as a recognized leader & influencer**

Perfect for multi-unit operators, established brands and upstart industry leaders who want to actively shape the future of Ohio's hospitality industry while receiving premier support & recognition.



70%

of membership dues are deductible
for federal income tax purposes

The Details



STARTER MEMBERSHIP

- Immediate access to cost-saving programs
- Personalized demographics reports for your business & market
- Industry data with context
 - How your hospitality hub is doing
 - Data-backed industry reports
- Essential industry support and expertise
- Core networking and peer connections
- Standard level visibility and recognition in our Member Directory
- Crisis management support
- Ready to use templates (Ex: Employee Handbook)
- Industry advocacy representation



DELUXE MEMBERSHIP

- Enhanced brand visibility through strategic ORHA promotion
- Features in ORHA content
- Priority media opportunity consideration
- Strategic business development consultation
- Policy influence opportunities



THE WORKS MEMBERSHIP

- Industry leadership opportunities
 - Committees
 - Speaking engagements
- High-level networking with officials and leaders
- Premier visibility and recognition on social media & at events
- Board of Directors eligibility
- Executive mentorship program
- Annual strategic planning session
- Custom research and data reports
- Priority access to Membership Manager
- Choice of premium engagement options
 - Two tickets to ORHA Golf Classic
 - Two tickets to Industry Awards
 - Opportunity to host premier ORHA event at your business
 - Opportunity to host ORHA media event



We are proud to be members - and probably one of the oldest members. Arnold's has been in business since 1861, and we use the ORHA for group rating and keeping up with political issues that influence our industry. Keep up the good work!

RONDA ANDROSKI
OWNER, ARNOLD'S BAR & GRILL

Member Savings

TOTAL ESTIMATED ANNUAL SAVINGS
\$14,950

BASED ON \$1.5 MILLION FULL-SERVICE RESTAURANT

	Current Period	Year to Date	ORHA Savings
Sales:			
Food	\$95,400	\$1,195,400	
Liquor	8,900	116,800	
Beer	6,850	81,400	
Wine	7,590	95,650	
Other operating income	1,210	19,750	
Total Sales	\$119,950	\$1,509,000	
Cost of Sales:			
Food	30,300	390,850	
Liquor	1,750	20,900	
Bar Consumables	425	6,500	
Beer	1,750	19,790	
Wine	2,220	32,670	
ORHA: Exclusive Vendor Discounts			5,000
Total Cost of Sales	\$36,445	\$470,710	
Labor:			
Management	10,500	126,000	
Staff	22,710	273,580	
Employee Benefits	7,100	85,700	
ORHA: Health & Employee Benefits			2,400
Total Labor	\$40,310	\$485,280	
Other Controllable Expenses			
Direct Operating Expenses	6,200	86,400	
ORHA: Workers' Compensation Group			1,000
ORHA: Technology & Payment Processing			1,500
Music & Entertainment	520	6,150	
ORHA: Music Licensing Discount			500
Marketing	1,680	22,580	
ORHA: Marketing & Branding Support			1,000
Utilities	3,790	50,110	
ORHA: Energy & Utilities Savings			2,000
Administrative Expenses	5,800	65,950	
ORHA: Legal Center Access			500
ORHA: ServSafe® Discounts			300
ORHA: Event & Professional Networking			750
ORHA: Advocacy			Priceless
Total Other Controllable Expenses	\$19,950	\$255,720	
Restaurant Operating Income	\$23,245	\$297,290	
ORHA Savings		14,950	
Income Before Income Tax	\$23,245	\$312,240	

Benefits Explained



Workers' Compensation Group Rating

Discounted group rate saving members on Workers' Comp Premiums.

ServSafe® Certification Discounts

15% discount on food safety and alcohol training programs.

Legal Center Access

Discounted legal consultations and compliance resources.

Exclusive Vendor Discounts

Savings on food, beverage and operational costs.

Marketing & Branding Support

Social media spotlights, directory listing and industry recognition.

Professional Consulting

1 on 1 sessions with former restaurant executives to improve your operations.

Health & Employee Benefits

Telehealth access, group health plans and tax-advantaged health reimbursement plans.

Event Discounts & Networking

Free access to industry events, webinars and advocacy programs.

Energy & Utilities Solutions

Savings on gas, electric and solar energy solutions.

Technology & Payment Processing

Lower processing fees and technology solutions for operations.

Advocacy & Regulatory Support

Shape policies that help you thrive.

Music Licensing Discounts

Up to 20% off music licensing fees.

Your ROI

Based on Membership Level & Revenue

Revenue Level	Membership Level	Investment	Your ROI	Estimated Savings	Additional Benefits	
\$0-500,000 ANNUAL REVENUE	Starter	\$535	\$4,450	\$4,985		
	Deluxe	\$825	\$7,910	\$4,985	\$3,750	
	The Works	\$1,125	\$14,860	\$4,985	\$11,000	
	\$1-3M ANNUAL REVENUE	Starter	\$1,350	\$28,550	\$29,900	
		Deluxe	\$1,750	\$31,900	\$29,900	\$3,750
		The Works	\$2,000	\$38,900	\$29,900	\$11,000
\$5-10M ANNUAL REVENUE	Starter	\$7,000	\$92,700	\$99,700		
	Deluxe	\$7,500	\$95,950	\$99,700	\$3,750	
	The Works	\$8,000	\$102,700	\$99,700	\$11,000	

We're On Your Team



ANDY PICCOLANTONIO

Managing Director

ANDY@OHIORESTAURANT.ORG



SAM STREICHER

Sr. Manager

SAM@OHIORESTAURANT.ORG



MATT HEDDEN

Territory 1

MATT@OHIORESTAURANT.ORG



BRENDAN SCOTT

Territory 2

BRENDAN@OHIORESTAURANT.ORG



NICOLE FRACASSO

Territory 3

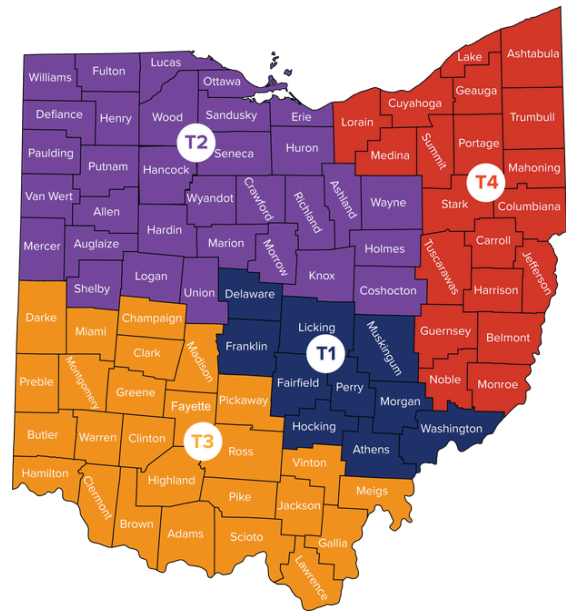
NICOLE@OHIORESTAURANT.ORG



LAUREN SIMON

Territory 4

LAUREN@OHIORESTAURANT.ORG



As a member, you receive exceptional service from our dedicated Membership Managers. From the moment you join, we are here to tailor your experience and help you navigate the toughest issues facing your business.

Confused about employee benefits?

We've got multiple solutions.

Need help with safety training?

We'll connect you.

Need an honest assessment of ops?

Let's schedule a consultation.



I've never met a team as welcoming and helpful as the team at the ORHA. From the moment I reached out for advice, they have been nothing short of amazing. Being around so many leaders in the restaurant industry has been invaluable, and I am forever grateful to now be on the board of directors.

ADAM RAMMEL
OWNER, BREWFONTAINE & THE SYNDICATE

MEMBERSHIP AWAITS

Membership Investment Levels

Annual Revenue	Starter Perfect for new or growing businesses looking to establish strong industry connections while accessing essential resources, tools and support to help your business thrive.	Deluxe Perfect for hospitality businesses looking to increase market presence, amplify their brand & deepen their industry engagement while getting professional marketing support.	The Works Perfect for multi-unit operators, established brands and upstart industry leaders who want to actively shape the future of Ohio's hospitality industry while receiving premier support and recognition.
\$0-500K	\$540	\$835	\$1,135
\$500K-1M	\$830	\$1,110	\$1,415
\$1-3M	\$1,365	\$1,770	\$2,020
\$3-5M	\$2,085	\$2,350	\$2,780
\$5-10M	\$3,535	\$3,890	\$4,545
\$10-15M	\$5,075	\$5,555	\$6,260
\$15-20M	\$6,820	\$7,500	\$8,330
\$20-30M	\$8,460	\$9,190	\$10,100
\$30-40M	\$11,310	\$12,220	\$13,330
\$40-50M	\$13,635`	\$15,150	\$16,665
<p style="text-align: center;">Over \$50M Add \$100 for each additional \$1M in revenue</p>			

70% of membership dues are deductible for federal income tax purposes.

Join now at eatdrinkohio.org