



Representing Ohio's Leading Health Insurance Agents

HEALTH CARE REFORM – AN OPPORTUNITY TO STRENGTHEN OHIO'S HEALTH INSURANCE INDUSTRY

On December 15, 2009, Governor Strickland kicked-off the unveiling of a Strategic Growth Plan for Ohio's Insurance Industry. The plan was developed under the direction of the Ohio Department of Development's Office of Insurance and Financial Development whose director is former state representative Jim Raussen. **The stated mission of the strategic plan is to “enhance the business climate for Ohio's insurance industry and develop innovative ways to retain and create insurance industry jobs for Ohioans”.** Ohio insurance companies employ over 100,000 Ohioans with nearly 1,700 insurance companies operating here and **over 81,000 agents call Ohio home.** Ohio ranks seventh in the nation in insurance industry employment.

The Strategic Plan focuses on 5 goals:

Share the Ohio Story – Market Ohio's strengths to domestic and foreign insurance companies.

Strengthen our Strengths – Enhance the attractiveness of Ohio's insurance business climate.

Cultivate Top Talent – Attract and retain insurance industry talent while promoting employment opportunities in the industry.

Invest in our Regional Assets – Invigorate our regions as centers for insurance company expansion.

Focus on our Customers – Operate government at the speed of business.

The Ohio Association of Health Underwriters strongly supports the Governor's efforts to recognize the importance of Ohio's insurance industry as a major sector of Ohio's economy and to look at ways to expand this sector throughout Ohio.

In a November 2007 state-by-state report, it was determined that there **were 15,173 Ohio health insurance industry jobs with an average wage of \$52,604 and 35,888 other Ohio health insurance related jobs (which include health insurance agents and brokers) with an average wage of \$42,312.** Total annual wages paid were over \$2.2 billion.

Implementation of federal health care reform will likely provide another opportunity to strengthen Ohio's already strong health insurance industry. **Ensuring that professional health insurance agents are at the forefront of advising Ohioans who lack health insurance is a win-win for consumers and agents who have been trained to be advisors and advocates for Ohio's health insurance consumers.**

**OAHU Association Office: 1545 W. 130th Street, Suite A2
Hinckley, Ohio 44233
Phone 330-273-5756 · Fax (216) 803-9900 · admin@ohio-oahu.org**

Government Affairs Office

John McGough & Keith Shoemaker · 100 South Third Street · Suite 111 · Columbus, OH 43215
Phone: 614-221-5771 · Fax: 614- 221-2865 · jmcgough@mcgough-inc.com · kshoemaker@mcgough-inc.com