



The Voice for
New York State Business
2024/2025 Report



**The
Business
Council**

2024 - 2025

The voice of business and employers in New York State.

Advancing economic growth, creating good jobs and strong communities across New York State.



About the Business Council	1
National Award Recipients.....	2
Membership	3
Insurance Fund.....	5
Government Affairs.....	6
Vetoos	7-8
The Business Council PAC.....	9
Events.....	10-11
Communications.....	12
The Public Policy Institute of New York State, Inc. (PPI).....	12
Business Defense Fund.....	13

About The Business Council

The Business Council of New York State, Inc., is the leading business organization in New York, representing the interests of large and small firms throughout the state. Our membership includes **more than 3,000 member companies**, local chambers of commerce, and professional and trade associations.

Though **76%** of our members are small businesses, we also represent some of the largest and most important corporations in the world. Combined, **our members employ more than 1.2 million New Yorkers.**

We serve as an advocate for employers in the state's political and policy-making arenas, working for a healthier business climate, economic growth, and sustainable jobs.

The current Board Chair is Richard E. Constable, Executive Vice President, Global Head of Government Affairs and Social Impact, Madison Square Garden Entertainment Corporation. The board is comprised of eight Vice Chairs, 41 Directors, and the President & CEO.



National Award Recipients

“ We are proud and honored to be chosen for these awards after several strong and successful legislative sessions and record-setting years in both new members and revenues. We would not have received these recognitions without our hard-working, dedicated staff that continues proudly serving our members each day while promoting our mission of creating a better business climate in New York State.”

- Heather Mulligan

In 2024, The Business Council of New York State Inc. received two national awards, including the Council of State Manufacturing Association's (COSMA) National Leadership Award. Members of COSMA serve as the National Association of Manufacturers (NAM) state partners and advocate for manufacturers on state and federal issues.

The Business Council was also presented with the State Chamber of the Year Award at the National Association of State Chambers (NASC) annual meeting in West Virginia. Each year, the group honors a state-wide chamber of commerce that has shown best practices and provides exceptional services and results for its members.



Membership

NEW POLICY MEMBERS

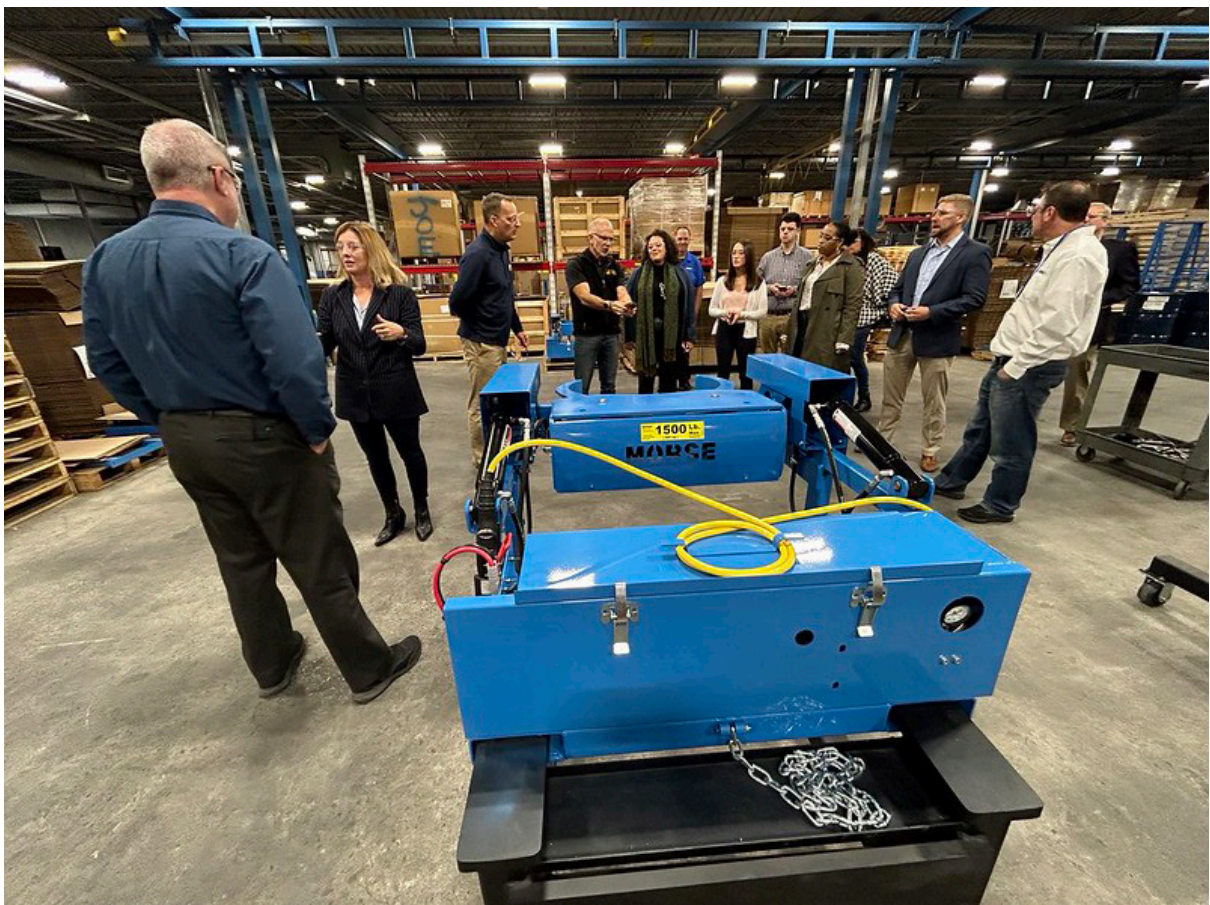
2024 was another record-breaking year for member recruitment. The Business Council ended the year surpassing our \$425,000 new membership revenue goal with \$494,000 in new dues revenue and 773 new policy members. Of the 72 new members joining, 25 are Major Members, generating nearly \$372,500 in dues revenue.

NEW INSURANCE FUND MEMBERS

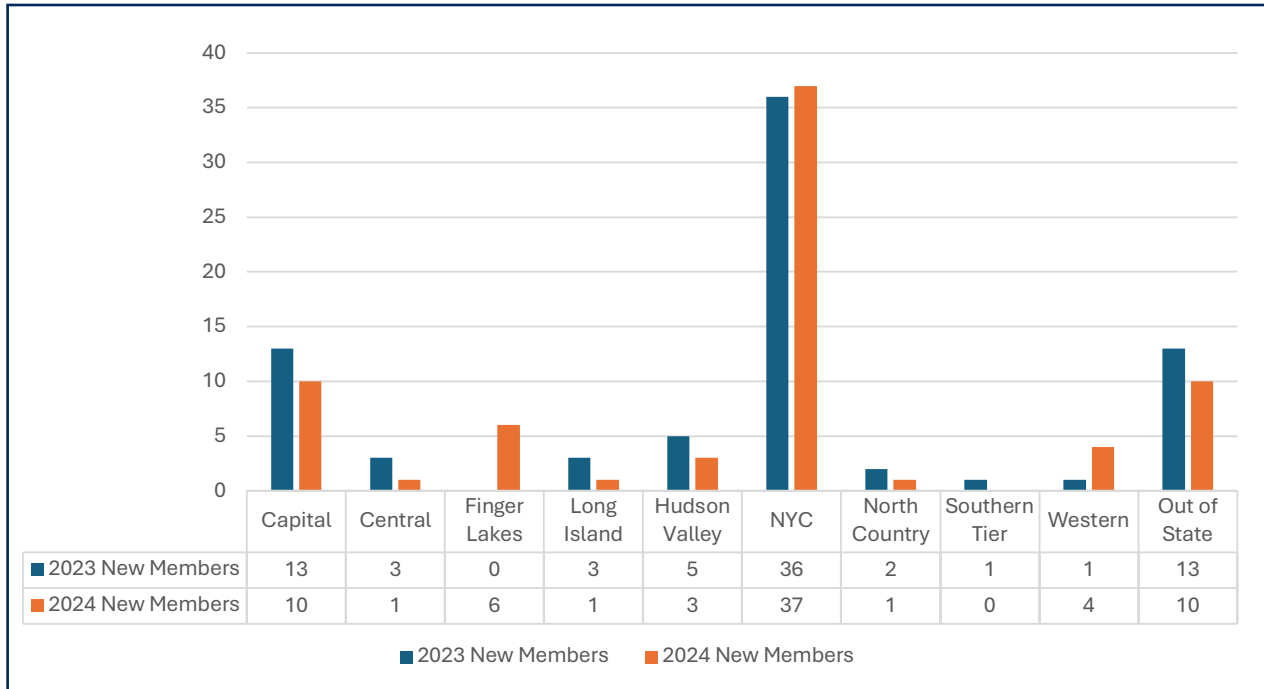
The Insurance Fund finished the year with \$59,300 in new membership dues and 72 new members.

COMBINED POLICY AND INSURANCE MEMBERS

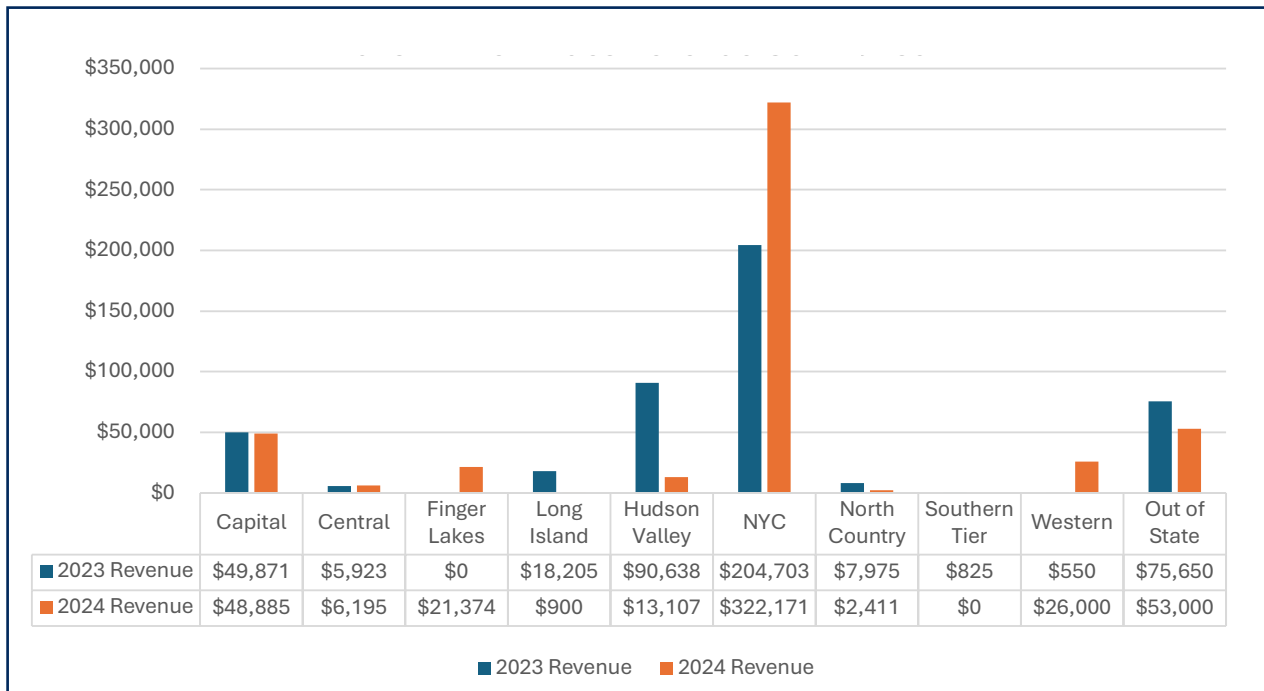
Combining Policy and Insurance Fund membership, The Business Council finished 2024 with 145 new members and \$528,300 in new dues revenue, surpassing \$533,300 for the second consecutive year.



2023-24 New Member Comparison



2023-24 New Dues Revenue Comparison



Insurance Fund

The Business Council of New York State, Inc. Insurance Fund was established in 1957 to provide employee benefit programs to the manufacturing sector. Today, approximately two-thirds of Business Council members participate in the group insurance products offered by the Insurance Fund, representing more than 100,000 New York State employees and their dependents. The success of the Insurance Fund programs can be traced to the long history of competitive pricing, stable renewals, and high-touch, local customer service. Further, all participating Insurance Fund members have access to a robust benefits management platform that allows for enrollment support, claims reviews, monthly invoicing and program information management.

Products offered by the Insurance Fund include:

- Group Life and Accidental Death and Personal Loss (ADPL)
- Group Disability
 - Long-term Disability
 - Short-term Disability
 - NYS Statutory Disability (DBL)
 - Paid Family Leave (PFL)
- Group Accident Coverage
- Group Specified Disease Coverage
- Group Hospital Coverage
- Group Dental Insurance
- Group Vision Insurance

Services provided by the Insurance Fund include, but are not limited to:

- distribution
- quoting/pricing
- implementation
- billing
- customer service
- claims intermediary
- booklet preparation
- commissions and bonus payments
- renewal management

The average company insured has 35 employees. These companies and their more than 100,000 employees also enjoy the full complement of Business Council membership benefits and services, including:

- advocacy and access to Government Affairs staff and resources;
- access to the toll-free HR Hotline;
- participation in Government Affairs committees and councils;
- BCNYS webinars, conferences, and events.

The Insurance Fund delivers the benefit programs to new and existing members through a network of insurance agents, brokers, and consultants. The Insurance Fund recognizes more than 300 agents/brokers and consultants in the state.

Government Affairs

Executive Vice President Paul Zuber leads the Business Council's Government Affairs team, which includes seven staff members, six lobbyists, and one legislative assistant.

The Government Affairs team plays a pivotal role in developing strategies to influence public policy and legislation, as well as managing effective relationships with the executive branch, legislature, and governmental agencies with a goal towards supporting strong economic growth and job creation. The Business Council advocates for specific policies of interest to our members and broad-based business issues. The team works tirelessly to forge substantial relationships with legislators on both sides of the aisle to support the critical role of business in New York's economy.



Vetos

Successful Advocacy

2024 Review

Wrongful Death

Governor Hochul vetoed a bill commonly referred to as “Wrongful Death” that would have expanded the established definition of wrongful death and created the possibility of additional lawsuits from families of a person killed because of negligence. Under current laws, families have several legal avenues to recover financially from their loss. This bill went far beyond those current laws and would result in increased liability insurance premiums for consumers and employers.

The Business Council is proud of our efforts to help businesses and consumers avoid harmful legislation at all costs. Throughout 2024, there were several key victories for employers, including:

Extended COVID Sick Leave

New York State lawmakers, after advocacy from interested groups, including The Business Council, agreed to scale back the additional COVID Sick Leave program that requires businesses to provide up to 14 days of job-protected paid time off. While the sunset date isn’t for another 12 months, it’s important for businesses to see the light at the end of this long and costly tunnel.

HEAT Act

The “Home Energy Affordability Transition,” or HEAT Act, was a bill that would have significantly adversely impacted the state’s economy, including businesses and consumers. The Business Council and our membership support efforts to respond to climate change and reduce greenhouse gas emissions; however, we all believe the state must focus on workable and affordable methods to achieve its goals.

Consumer and Small Business Protection Act

The deceptively titled bill would have harmed New York businesses and consumers by leading to a needless spike in baseless lawsuits against honest businesses.



2025 Legislative Priorities

2024 Review

Bottle Bill

This legislation would have cost consumers and businesses by expanding the bottle deposit law to include noncarbonated soft drinks, fruit and vegetable juices, coffee and tea beverages, and cider, and by 2029, all “drinkable liquids” except FDA-regulated substances. Additionally, the law would have increased the bottle deposit amount to ten cents per container and the per-container handling fee paid by a deposit initiator.

Extended Producer Responsibility (EPR)

Reflecting the concerns of our broad membership and more than 100 individual businesses and business groups in an informal EPR coalition, we strongly opposed the bill that will reduce consumer choice and its compliance cost impact on businesses. Although the bill passed the Senate, through the Business Council’s advocacy efforts, it never made it to the Assembly floor for a vote.

Government Affairs staff continues to work closely with the state legislature and the governor’s office on initiatives for the 2025 legislative session, including:

Antitrust

Proposed legislation that would replace New York’s antitrust laws with the most anti-consumer and anti-competitive law in the nation passed the Senate in 2023, but through The Business Council’s efforts, a bill was not introduced in the Assembly. Still, this bill remains a major concern, and we continue to not only work with our members and legislators on this issue but also with the U.S. Chamber of Commerce.

Unemployment Insurance (UI)

While some members of the legislature are active in trying to reduce this burden on employers, the entire legislature has yet to be aggressive in funding the UI debt, which, as of January 2025, stood at over \$6 billion.

Expanded Producer Responsibility

Expanded Producer Responsibility (EPR) will continue to be a topic of discussion as we move into the new session. The initial version of the bill would have required the producers of packaging and paper products to set up a “producer responsibility organization” to take responsibility for managing and financing material recovery, processing, and recycling. In addition, producers would be required to meet targets for reduced use of non-reusable packaging, recycling of materials and paper products, and post-consumer recycled content. Staff continue to reach out to key Business Council members on this legislation and expect it to continue to be part of the discussion in the upcoming session.

Climate Leadership & Community Protection Act (CLCPA)

CLCPA, the state law mandating New York’s transition to a low-carbon economy, remains a priority as we continue to move forward with related legislation. In addition to the legislative work, The Business Council will continue to work on this issue through our independent expenditure, the Jobs New York Committee, and our legal defense fund, The New York Business Defense Fund.

The Business Council PAC

The Business Council's Political Action Committee (TBCPAC) has existed since August 1976. Originally named the New York Advantage PAC, it was changed to The Business Council PAC, Inc. on September 23, 2002.

Like all PACs, it can make "hard dollar" contributions to political candidates. It derives the majority of its funds from negative dues checkoffs by Business Council members, which authorize up to \$99 from each eligible member to be transferred to the PAC. Actual PAC levels are determined through The Business Council's annual budget process, with increased levels made available during legislative and gubernatorial election years.

In addition, members can make PAC-to-PAC contributions or additional contributions to TBCPAC up to their contribution limits. The Business Council PAC is governed by its own board of directors, which is separate and distinct from The Business Council's board of directors and the Insurance Fund's board of trustees.



Events

As the voice of business and employers in New York State, The Business Council supports businesses by providing essential resources for their success, including producing signature events that inform and engage businesses and employers as well as facilitate networking.

In 2024, The Business Council hosted 14 in-person events, welcoming more than 1,700 attendees and raising more than \$614,700 dollars in revenue.



Legislators' Reception **Monday, January 27** **Albany Capital Center**

This event is the premier networking event and the biggest of its kind in Albany. All Business Council members are welcome to attend and mingle with members of the New York State Legislature and top New York State government officials.



National Civics Bee **Friday, May 30** **Albany Capital Center**

The Business Council has partnered with the US Chamber of Commerce and will host a statewide national civics bee competition. The National Civics Bee encourages students to engage in civics and contribute to their communities. The competition, modeled on traditional spelling and geography bees, gives students the chance to win recognition and earn cash prizes by sharing ideas for improving their communities and showing their enthusiasm for civics.



Civic & Community Engagement Reception **Spring, 2025**

Each year The Business Council hosts a reception to promote our Civic & Community Engagement Committee. The reception was designed to showcase the extensive community engagement by many of our members and provides networking opportunities for MWBE, small businesses and not-for-profits.



DC Fly-In **June, 2025** **Washington, D.C.**

The Business Council of New York State, along with several regional chambers of commerce partners, are hosting a two-day Washington DC Fly-In event. Join us in our nation's capital as we meet with prominent members of Congress, including various New York State delegation members. The state-wide business agenda focuses on topics important to New York State employers that are also issues of concern on the federal level. Hear from our delegation on the important topics and how those policies are being looked at in Washington.



Business Council Member Golf Classic and Dinner **July, 2025**

This event combines business, and pleasure, golf, camaraderie and competition. Our eighteen-hole hole tournament is open to all players, followed by a networking reception.



Annual Meeting
Wednesday, September 17 – Friday, September 19
The Sagamore, Bolton Landing

The Annual Meeting is The Business Council’s premier event of the year, providing information, inspiration and entertainment, creating a one-of-a-kind forum focusing on improving New York’s business climate and economy. Event sponsorships and exhibits let you associate your brand and products with the prestige and wow factor of The Business Council. Broaden company visibility, reinforce your image among New York State’s business leaders and build camaraderie while establishing important relationships.



Made in New York Manufacturing Bus Tour
Monday, October 6 - Friday, October 10
New York State

The Made in New York Manufacturing Bus Tour highlights our state’s rich manufacturing history and spotlights our current employers across New York. During manufacturing week, The Business Council staff travels throughout the state, making stops at manufacturing facilities and connecting with our employers to raise awareness about the impact each has on the state and local economy.

Along the way, Business Council staff picks up members from our partnering chambers and associations across New York to create a conversation on the challenges our private-sector employers face in New York State. The valuable information we gather will help shape our future advocacy agenda.



Annual Environment Conference
Fall 2025
Saratoga Springs

In addition to covering Environmental Regulations, we will be expanding the agenda for our long-running Industry-Environment Conference to include sessions on environmental sustainability policy and practices for New York businesses, including Renewable Energy.



Government Affairs Planning Session
December 2025
Albany

A key date in our annual advocacy cycle, this session will be a preview of issues to be addressed in the upcoming legislative session, and includes briefings from Business Council staff on our proposed legislative agenda for the next year.



Labor/Human Resource Webinar Series
Various dates throughout the year

Outstanding education opportunities without leaving your desk! The convenience and flexibility of our webinars enable you to get the valuable information you need to be successful in your job, reduce travel expenses, and maintain consistent levels of productivity by eliminating time out of the office.

**** subject to change**

All of our events offer Sponsor and/or Exhibitor opportunities. For more information, please contact Maribeth Riley at **(518) 694-4468** or email **maribeth.riley@bcnys.org**.

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Communications

The Communications Department of The Business Council is responsible for all internal and external communication to the public and the over 3,000 members. The communications staff oversees The Business Council's social media accounts, which in 2024 earned over 220,000 impressions and picked up over 400 new followers. In addition, the Communications Department regularly coordinates media interviews and press events and assists the Events team in marketing and coordinating events.



The Public Policy Institute of New York State, Inc. (PPI)

The Public Policy Institute of New York State, Inc., is a research and educational organization that formulates and promotes public policies that will restore New York's economic competitiveness.

PPI accomplishes this mission by conducting timely, in-depth research and education campaigns addressing key state policy issues. Founded in 1981 and affiliated with The Business Council of New York State, Inc., PPI is a non-partisan, tax-exempt, 501 (c) (3) organization. PPI depends on the support of corporations, individuals, and small businesses for its income and does not accept any government funding. It is prohibited from lobbying.

New York Business Defense Fund

As the legal arm of The Public Policy Institute of New York State, Inc., the New York Business Defense Fund will challenge federal, state, and local government regulatory overreach and unconstitutional legislation. The New York Business Defense Fund will work to ensure the legislative climate promotes economic growth for New York businesses.

Funding for The New York Business Defense Fund

Funding for The New York Business Defense Fund comes from donations from like-minded businesses, individuals, organizations, and foundations. Funding and pro bono legal services are the key to our successful defense of business in the third branch of government.

The New York Business Defense Fund is a component of the Public Policy Institute of New York State, Inc. (PPI). PPI is a research and educational organization whose purpose is to formulate and promote public policies that will restore New York's economic competitiveness. The Institute is a non-partisan, tax-exempt, 501 (c) (3) organization.

Visit www.nybdf.org to learn more.

To learn more about The New York Business Defense Fund, please contact Heather C. Mulligan, President and CEO of The Business Council at info@nybdf.org or visit www.nybdf.org today!



Standing Up for Business

About

The New York Business Defense Fund represents businesses in legal actions and amicus curiae briefs to foster and protect free enterprise in New York. In keeping with PPI's mission, The Defense Fund promotes public policies aimed at restoring New York's economic competitiveness.

The New York State Legislature has been passing over 1,000 bills annually. Many new laws significantly increase the reach of government into business operation. Increased mandates and taxation are burdensome and costly to employers who are looking to grow the economy, hire more workers, and increase wages. The Defense Fund will defend New York's business community from government actions that are beyond their constitutional or statutory authority in both State and Federal courts.



Amicus Curiae

The New York Business Defense Fund will file court briefs supporting issues of general importance to New York employers. Changes in funding disclosure rules in New York courts and beyond further necessitate the need for the independent actions of the Defense Fund. Some examples of past Amicus Briefs are:

- **IN THE MATTER OF JOHN BAKER** - Tax Tribunal case regarding statutory residency
- **TROY SAND AND GRAVEL V. TOWN OF NASSAU et al** - Zoning review authority for a special permit.
- **ASSOCIATED GENERAL CONTRACTORS OF NEW YORK STATE, LLC v. NYS et al** - FOIL request denials.
- **NATIONAL FUEL GAS SUPPLY CORPORATION and EMPIRE PIPELINE, INC., v. NYS et al** - New York State Department of Environmental Conservation's decision to deny a certification necessary for the construction of an important interstate pipeline.
- **EDELMAN v. NYS TAX AND FINANCE** - Challenging double taxation of NYS entities.
- **NYS v. SPRINT NEXTEL CORP., Sprint Spectrum L.P., Nextel of New York, Inc., and Nextel Partners of Upstate New York, Inc.** - use the False Claims Act to prosecute sales tax positions.
- **MABE v. WAL-MART** - Challenging weekly pay for "manual workers".

Cases

The New York Business Defense Fund identifies cases of legislative and regulatory actions which expand mandates on business, unfairly raise taxes and expand regulatory burdens on business. By identifying businesses and organizations with standing to sue, The New York Business Defense Fund brings suits challenging issues of constitutionality, agency implicit authority and statutory authority, judicial deference to agency interpretations of law, and the use of unpromulgated guidance documents as regulation.



Advisory Committee

The New York Business Defense Fund Advisory Committee works with staff to identify appropriate legal issues and cases for The Defense Fund to consider action and in determining which legal cases The Defense Fund shall participate.

The Advisory Committee is a group of people with diverse skills and experiences, representing New York's business and legal communities, providing objective opinions, input and knowledge regarding potential and pending legal actions of The Defense Fund.

Members of the Advisory Committee shall also aid in the procurement of resources and legal professional services to advance the work of The Defense Fund.



The Business Council of New York State, Inc.

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