

The **VOICE** for
New York State Business
2025-2026 Report



**The
Business
Council**

2025 - 2026



**The
Business
Council**

**The voice of business and employers
in New York State for over 100 years.**

About the Business Council	1
BluePrint for New York.....	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

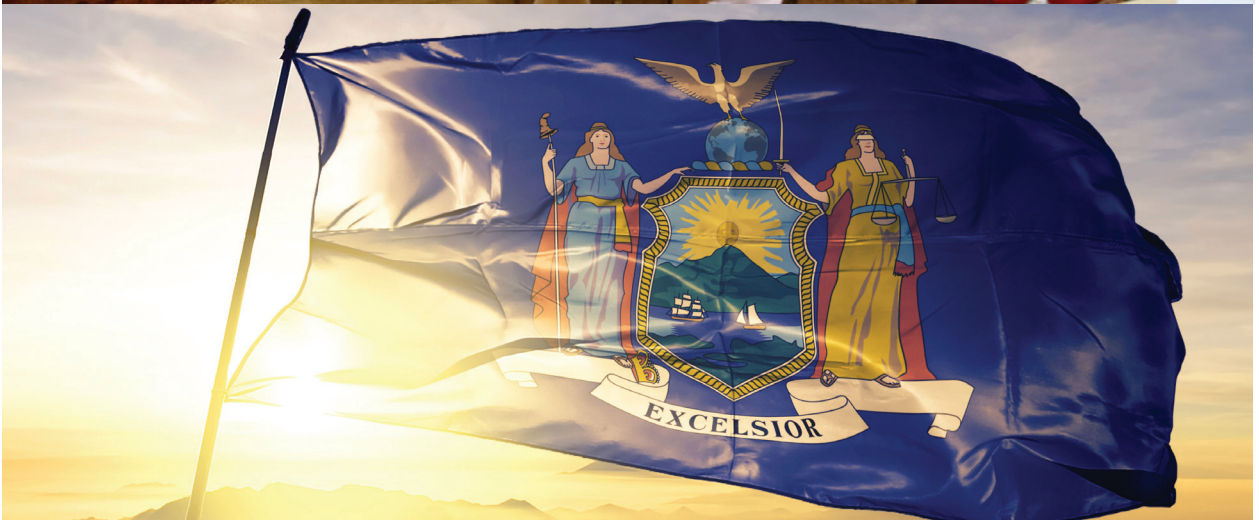
About The Business Council

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 3,300 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 ten officers, 57 Directors, and the President & CEO.



The Public Policy Institute of New York State, Inc. (PPI), an affiliate of The Business Council of New York State, Inc. (BCNYS), in partnership with the **New York State Economic Development Council (NYSEDC)**, commissioned a report released in 2025 to examine the factors driving New York to the bottom of major business rankings and to identify actions needed to halt the state's ongoing economic decline. More than 40 associations and over 500 business leaders from across New York participated in the study. The report concluded that New York State must take immediate action to improve its business climate or risk further economic deterioration.

In-person forums were held statewide to gather firsthand input from business leaders of all sizes on the challenges they face and the changes needed to strengthen New York's economy.

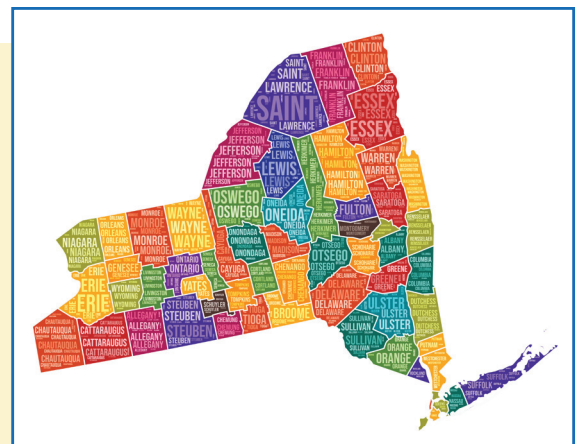
Following the release of the report, The Business Council of New York State and the New York State Economic Development Council called on lawmakers to act. The resulting blueprint outlines several recommendations to improve the state's economic and business climate.

In 2026, the organizations are calling on the state to take the following actions, among others:

- Utilize Empire AI to review New York State laws and regulations for redundancy, duplication, and contradictions. Ohio has undertaken a similar effort to streamline its regulatory environment.
- Restore the Governor's Office of Regulatory Reform (GORR) or appoint a regulatory czar within the Executive Chamber to review proposed regulations and conduct economic impact analyses on new rules introduced by state agencies.
- Modernize SEQR, land-use regulations (including zoning), and permitting processes to support sustainable development and advance state priorities such as affordable housing, renewable energy, green manufacturing, and related initiatives.
- Repeal the Scaffold Law.

“As business leaders, we want to partner with government to provide expertise, jobs, economic growth, and opportunity to everyone in the state. We have work to do. But this report shows that we are all willing to work together with state leaders to address these challenges and make necessary changes to enhance our business climate, quality of life, and ultimately, strengthen our economic competitiveness to improve economic opportunities for all New Yorkers, ”

- Heather Mulligan, President & CEO, Business Council of New York State



The full report can be found on the PPI website: www.ppiny.org

Blueprint for New York – Creating a Roadmap for Change | The Public Policy Institute of New York State, Inc.

Membership

NEW POLICY MEMBERS

Steady growth in The Business Council's membership has made our efforts on behalf of businesses throughout New York State even more relevant. Years of anti-business policies have driven jobs and people out of New York, and The Business Council's efforts to help New York reclaim its place as a world leader in economic growth and prosperity are resonating with the business community. For the third consecutive year, we have surpassed \$400,000 in new Policy dues revenue, ending 2025 with \$443,000 in new dues revenue from 63 new member businesses.

NEW INSURANCE FUND MEMBERS

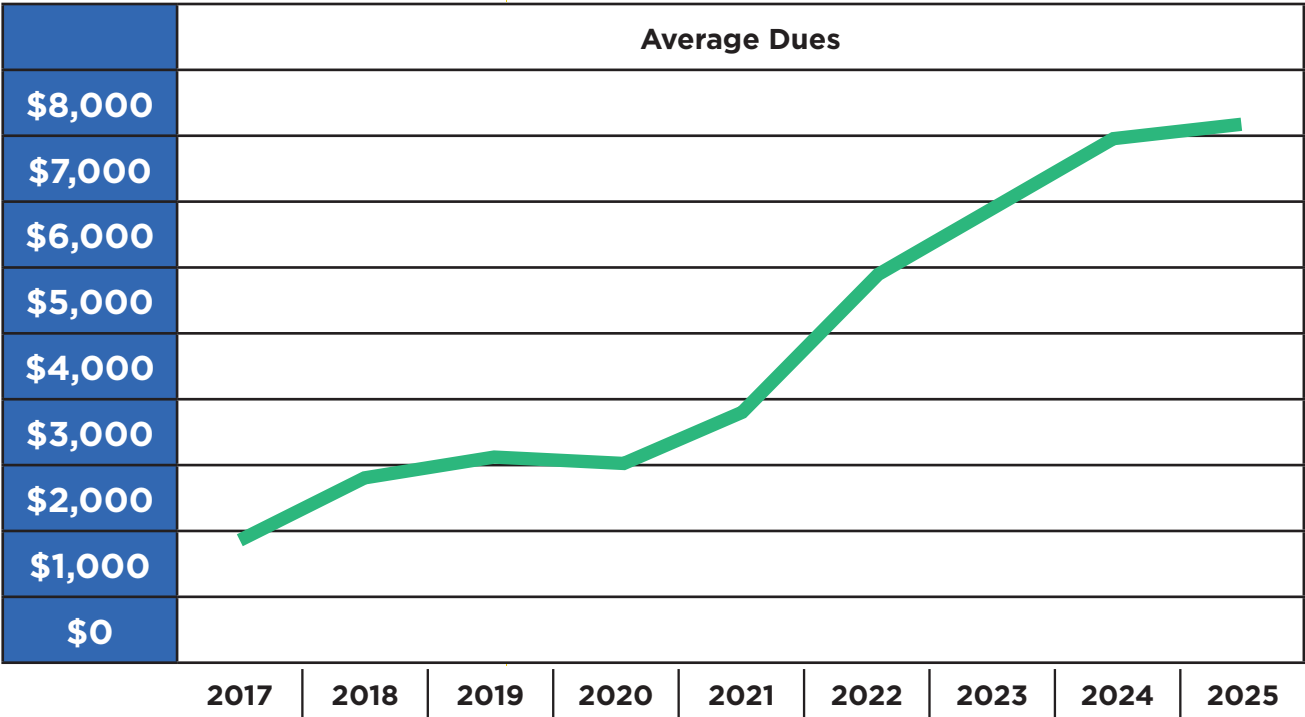
The Insurance Fund finished the year with \$56,999 in new membership dues and 57 new members.



2025 Recap

YEAR	2020	2021	2022	2023	2024	2025
NEW REVENUE	\$158,471	\$218,919	\$208,285	\$465,144	\$494,144	\$444,870
NEW MEMBERS	53	61	44	79	73	62

Annual membership dues in The Business Council range from \$385 to \$100,000. Over the past ten years, the average dues per new Policy member increased from \$1,800 to \$7,150.



Looking Ahead in 2026

With the addition of a new **Membership Director** to support member recruitment, we have increased the 2026 new Policy member revenue goal from \$475,000 to \$575,000 and plan to add 125 new members to The Council.



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.



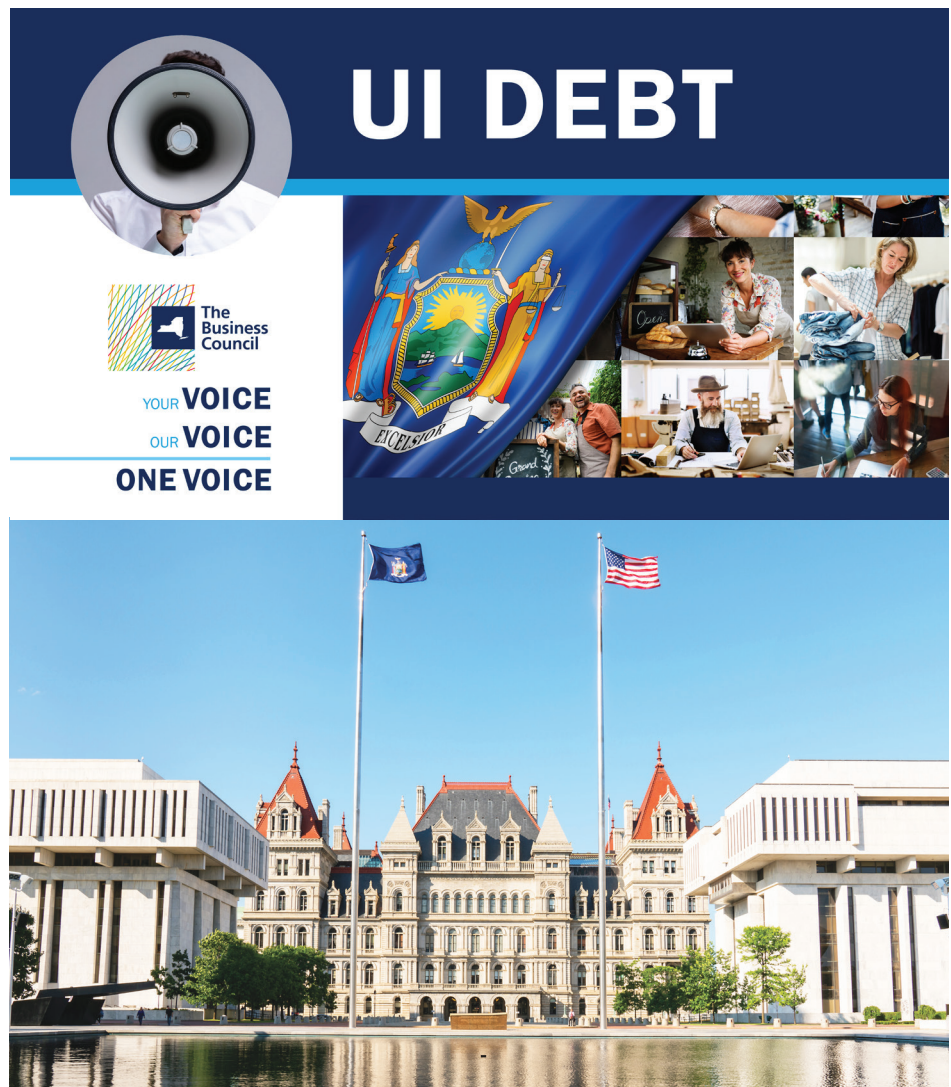
Successful Advocacy

Vetos

The Business Council, through successful advocacy and communication with Governor Hochul's administration, secured **more than a dozen** vetoes of anti-business legislation in 2025. Some of the larger bills included expanding the wrongful death law, expanding beneficial ownership reporting for LLCs, and a consent-to-jurisdiction bill that allowed lawsuits against businesses operating in the state for actions unrelated to activities in New York.

UI Debt Relief

In May 2025, Governor Hochul announced a commitment to fully fund New York's Unemployment Insurance (UI) Fund debt, which exceeded \$6 billion. The debt peaked at more than \$10 billion following government-mandated shutdowns during the COVID-19 pandemic. Although the shutdowns were mandated by the state, the responsibility for repaying the debt fell entirely on employers, effectively imposing an additional tax on businesses. The Business Council worked closely with leaders in the state Assembly to advocate for the payment.



2026 Legislative Priorities

2026 Preview

The Business Council's 2026 legislative agenda is guided by an overarching focus on closely tracking and actively opposing anti-business legislation across all areas of public policy. This includes proposals affecting taxation, healthcare, transportation and construction, education and workforce development, energy, and financial services. Some examples include:

- Advocating for **pro-investment tax incentives** on the state level, similar to the 2025 federal Home Rule 1 bill that was approved by Congress.
- Finding a workable version of an **Extended Producer Responsibility (EPR)** bill. Current versions of the bill require 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 to review and incorporate input for their plans.
- Advocating against the expansion of the definitions of several health-related bills that would require businesses to take on more **onerous reporting methods**, as well as open up the potential for more frivolous lawsuits.
- Oppose new mandates, taxes, and additional **unnecessary penalties** that contribute to increasing health care premiums for businesses and individuals.
- Support the advancement of projects, policies, and initiatives that reduce transportation costs across all sectors by cutting **unnecessary regulatory barriers**, lowering costs for consumers and businesses, and delivering safe, efficient, and reliable travel.
- Support efforts to reform the legal system as it **impacts affordability** for business and consumers alike

Through this comprehensive approach, The Business Council is advocating for policies that strengthen New York’s business climate, protect employers from excessive costs and mandates, and support economic growth, job creation, and long-term competitiveness across the state.



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 funding from an allocation of dues from eligible 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 2025, The Business Council hosted 15 in-person events, welcoming more than 1,900 attendees and raising more than \$684,997 in revenue.



Annual Legislators' Reception

Tuesday, January 20

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

Thursday, June 18

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. Our New York State winner moves on to the national competition.



DC Fly-In

Spring 2026

Washington, D.C.

The Business Council of New York State, in partnership with regional chambers of commerce, hosts 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 Reception

Tuesday, July 21

The Otesaga Resort & National Baseball Hall of Fame, Cooperstown

This event combines business and pleasure, golf and baseball and camaraderie and competition. Held in July, just preceding the National Baseball Hall of Fame Inductions, golfers and baseball fans converge in Cooperstown. After a day of golf, enjoy the networking reception with a Baseball Hall of Fame Member followed by a private dessert reception at the Hall.



Annual Meeting

Wednesday, September 23 – Friday, September 25

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 5 - Friday, October 9
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 through-out the state, making stops at manufacturing facilities and connecting with 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.



Environmental Regulation and Sustainability Conference
Fall 2026
Saratoga Springs

This conference covers Environmental Regulations, environmental sustainability policy and practices, and renewable energy issues.



Civic & Community Engagement Reception
To Be Determined

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.



Government Affairs Planning Session
December 2026
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.



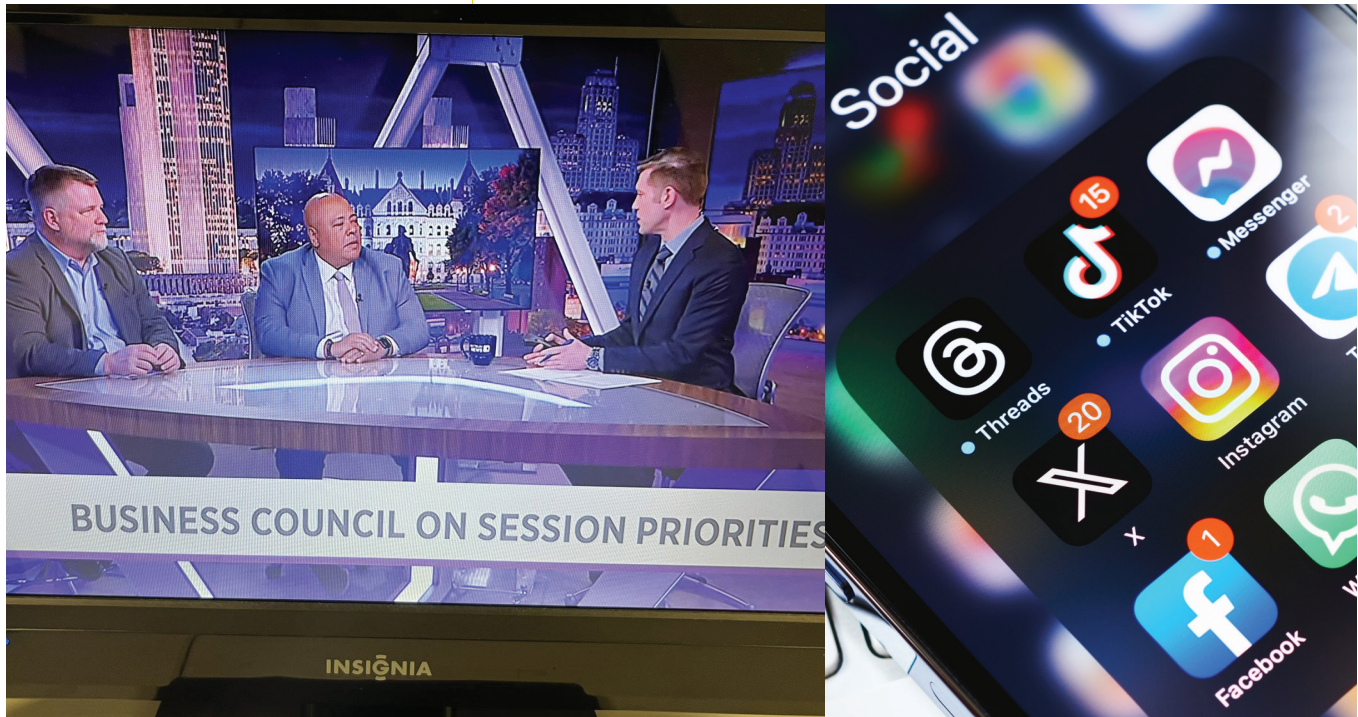
Labor/Human Resource Webinar Series
Various dates throughout the year

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.

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

Communications

The Communications Department of The Business Council, with assistance from the Marketing Manager, manages all internal and external communications for the organization and its more than 3,000 members. The team oversees the Council's social media presence, which generated more than three million impressions and gained over 1,000 new followers in 2025. In addition to amplifying The Business Council's messaging through media interviews and press events, the department supports the Events team with marketing and event coordination.



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

In today's political climate, legislation and executive orders are often enacted without sufficient analysis of their legality or impact on businesses and consumers. As a result, it has become increasingly necessary to pursue legal avenues to challenge the impact of their actions.

As the legal arm of The Public Policy Institute of New York State, Inc., The New York Business Defense Fund engages in matters of significant importance on behalf of The Business Council's membership. Through direct litigation and the filing of amicus briefs, we challenge federal, state, and local regulatory overreach, as well as legislation that exceeds constitutional limits.

Effective legal advocacy requires adequate resources. Contributions to The New York Business Defense Fund strengthen our ability to defend New York businesses and help ensure a legislative environment that supports economic growth and stability.





The Business Council of New York State, Inc.

www.bcnys.org | 518-465-7511