

TESTIMONY TO THE MARYLAND STATE LEGISLATURE
SENATE FINANCE COMMITTEE
Regarding a Bill for One Fair Wage (S 803)
By Peter Nanula, CEO, Concert Golf Partners
March 2, 2023

My name is Peter Nanula, and I am the CEO and founder of Concert Golf Partners. We are a national golf and country club company that owns dozens of properties, including the Country Club at Woodmore in Maryland. On behalf of my company and the thousands of service workers I employ, I thank you for allowing me to testify in strong support of Senate Bill 803, a bill for One Fair Wage in the State of Maryland.

We are going through the worst staffing crisis in the history of the restaurant and hospitality industry, and we can't sustain it unless we raise wages in this industry. With Washington, DC raising tipped workers' wages to \$16 plus tips, I'm very concerned that we are going to lose even more staff if we don't raise wages in Maryland soon.

Many of us employers are raising wages to recruit staff, but we need state policy that will create a level playing field so that none of us is at a competitive disadvantage. Most importantly, we need state policy that will signal to thousands of workers that it is worth coming back to work in restaurants, because we are finding that even when we raise wages, workers think it might be just temporary and are not coming back. They need a guarantee that wages in the service sector are permanently going up, and only policy can offer that guarantee. I urge the Maryland State Legislature to pass Senate Bill 803 so that the service sector, and the Country Club at Woodmore, will be able to hire the staff we need to continue to provide a great country club experience to everyone in Maryland.