



Bill: SB 107- Labor and Employment- Secure Maryland Wage Act

Position: OPPOSE

Committee: Senate Finance

Dear Chair, Vice-Chair, and Members of the Committee:

Onsite Retailers is an independent merchant, licensed franchisee, and joint venture partner operating in six major United States airports. Baltimore Washington International Thurgood Marshall Airport (BWI Marshall) is our genesis location and main headquarters since 2004. We have won several airport industry awards and have been nominated for Best in News & Gifts Operator and Retailer with the Highest Regard for Customer Service from Airport Revenue News. As the only news & gifts Certified Airport Concession Disadvantage Business Enterprise (ACDBE) independently operating at BWI Marshall, we are uniquely positioned to understand the related disservice to continued business practices inherent in the passing of this bill.

SB 107 would mandate a higher minimum wage for any employee who spends at least 50% of their workweek at "heightened security interest locations," including BWI Marshall. This would include employees working at BWI Marshall who perform no security-related functions, such as employees working at retail stores and restaurants.

Onsite is committed to retaining our current employees which has been our main priority during the pandemic. However, this bill would drastically impact our capacity to continue to do so. An increase in labor costs would create further hardship during a national pandemic and would further limit our ability to retain our current staff. Layoffs instituted due to reduced travel and Covid-19 restrictions would be exacerbated by SB 107 and make a return to normal operations that much harder to attain.

This bill would also make the cost of operating our business at BWI Marshall significantly higher than neighboring jurisdictions, placing us at a significant disadvantage.

For these reasons, Onsite Retailers respectfully requests an unfavorable vote on SB 107.

Please feel free to contact me at 301-218-4500 or sroberts@onsiteretailers.com should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Sandy A. Roberts'. The signature is stylized with a large initial 'S' and 'A'.

Sandy A. Roberts
President, Chief Executive Officer