



6111 Excelsior Blvd.  
St. Louis Park, MN 55416-2725  
Tel: (952) 922-8720  
Fax: (952) 746-3312

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

**Position:** OPPOSE

**Committee:** Senate Finance

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

Aero Service Group is a minority owned Airport Concessions Disadvantaged Business Enterprise ("ACDBE") operating one full-service restaurant at the Baltimore/Washington Thurgood Marshall International Airport ("BWI Marshall"). We have been at BWI Marshall since 2007 and employ approximately 30 people in salaried and non-salaried positions.

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 in restaurants and retail stores at BWI Marshall who perform no security-related functions.

Without question, the security of BWI Marshall is critically important. However, this security should be performed by trained professionals such as TSA Officers or Airport Police Officers, not restaurant and retail workers. SB 107 would require us to treat restaurant and retail workers the same as security personnel and pay the higher wages of a Class I Guard. No neighboring jurisdiction has such requirements.

At BWI Marshall, the prices we charge for products/services are limited to "street pricing," which is the price charged in neighboring jurisdictions. The Bill would make the cost of doing business at BWI Marshall significantly higher than neighboring jurisdictions, placing us at a significant disadvantage. Our revenue is limited to street pricing, but our costs will be much higher due to the higher wages required under SB 107. This is not sustainable and many small and minority owned businesses at BWI Marshall will be forced to reduce staff or hours.

For these reasons, we respectfully request a "no" vote on SB 107.

Please feel free to contact me at [cheng.lor@aero-sp.com](mailto:cheng.lor@aero-sp.com) or (952) 922-8720 if you have any questions.

Sincerely,

A handwritten signature in blue ink that reads "Cheng Lor". The signature is fluid and cursive, with the first name "Cheng" and last name "Lor" clearly distinguishable.

Cheng Lor  
President  
Aero Service Group