



**Bill:** HB 1012- Labor and Employment- BWI- Thurgood Marshall Workers’ Right to Reinstatement Act

**Position:** OPPOSE

**Committee:** House Economic Matters

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

On behalf of Outstanding Hospitality Management Concessions (OHM), I ask that this bill be rejected. Our opposition is based on facts related to the environment in which we operate. Facts which this bill does not take into consideration.

OHM, and many other Local, Regional and National companies operate Food and Beverage (F&B) services at the Baltimore Washington International Thurgood Marshall Airport (BWI). Prior to the onslaught of COVID-19, our concessionaire community at BWI would argue that we were the most prolific job providers in the F&B and Retail segment in Maryland. In fact, Fraport and the MAA were constantly and continually having Job Fairs to fill many positions for its Concessionaire tenants. The simple fact is that at BWI, we were always hiring. The last time we had a downturn in hiring was during the 3 to 4 weeks after the 9/11 terrorist attacks.

We 100% want to re-hire each and every staff member we were forced to lay off due to the Pandemic. Prior to COVID-19, this is the time of the year when we would be adding to our staff to prepare for Spring and Summer travel season. However, this bill presumes that we who operate at BWI airport arbitrarily terminated or laid off our staff. That is not the case.

Airport concessions operators rely on Airport Passengers to buy food and retail and use services when they are traveling. Since April of 2020 and up to this current period traffic at BWI is down 70%+/- . There simply is no traffic (passengers / customers) to use the services at the Airport. Forcing us to re-hire laid off workers will be the “last nail in our business coffins”. We will never generate sufficient revenue to pay these employees. Forcing this bill on us means you are also forcing FRAPORT and the MAA to insist that all of its F&B and Retail and other services re-open, regardless of the passenger traffic level. The negative impact is much more than you can imagine.

Forcing this bill on us will mean that we will have to reopen all the services at the Airport. This means we will have to purchase supplies that have shelf life (Waste), Pay Utility Bills, reinstate paused Business Insurance for closed units; the list is long and costly. If we are forced to re-hire laid off workers, many of us will simply be forced to shut down permanently. Not because we do not want to re-hire our staff, simply because there is not sufficient traffic and therefore businesses generated to sustain re-hiring them.

For these reasons OHM respectfully requests an unfavorable vote on HB 1012.

Should you have any questions, please feel free to contact me at your convenience.

Sincerely,

  
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