



**Maryland Senate – Finance Committee**  
**Chair: Delores G. Kelley**  
**Vice Chair: Brian J. Feldman**

**Senate Bill 035 – Procurement Prevailing Wage Applicability**

**Position: Support**

Estime Enterprises, Inc is a certified MBE formed in 1996. We are located in Lanham, MD, and we are a Signatory Contractor to the local Carpenter’s Union. As a MBE based in the state of Maryland, the Carpenters Union provides me with the skilled workers that I need to complete large and small projects. As a business owner, I have dozens of things to manage on a day to day basis. Finding skilled workers is not one of the concerns I have as a business owner. With a simply telephone call I can have dozens of skilled workers at a job site in a day. Access to a pool of skilled employees puts me on a level playing field with larger companies.

Lowering the prevailing wage threshold to \$250,000, would allow us the ability to competitively compete for many state funded projects that we currently would not pursue because we would not be competitive. Often, we notice some projects in our county that would be a great fit for us, but we don’t pursue them because that lack the prevailing wage requirement. To find state funded prevailing wage projects, we often have to travel to long distances away from our office. This puts us at a disadvantage to because of the added travel cost. If we are able to pursue more projects that are closer to our office we would be more competitive and hire more local residents.

In areas of the state that have higher cost of living such as Prince George’s County, we could provide more apprenticeship opportunities to young men and women. Thereby, increasing the number of skilled workers in our county.

In closing, I We urge the Committee for a favorable report. Thank you.