



**Testimony on Senate Bill 721
Legislation on Maryland's Minimum Wage Before the Senate Finance Committee
March 10, 2022**

**Aaron Seyedian, Owner, Well-Paid Maids
Position: SUPPORT**

My name is Aaron Seyedian and I am the owner of Well-Paid Maids. We are a thriving living-wage home cleaning service, serving customers across Montgomery and Prince George's Counties, in addition to customers in D.C. and Northern Virginia. I'm also a member of Business for a Fair Minimum Wage. I support Senate Bill 721.

In an industry known for low wages, my business success is proof that paying fair wages is good for business. Paying fair wages was good for our business before the pandemic. It's been vital for business during the pandemic. And it will be good for business after the pandemic.

All employees at Well-Paid Maids make at least \$20/hour. They receive a full benefits package including health, dental, life and vision insurance, 22 days of paid time off per year, and various other benefits. Not only is this the right thing to do, it leads to a happier, healthier, and more productive workforce. And it leads to more customers.

Even though many of our competitors are complaining about a labor shortage, we are having no trouble finding qualified applicants to fill open positions. In addition, customers appreciate our living-wage business model so much that we have more business than we can keep up with. In roughly five years, we have grown to a staff of 22 full-time employees and are continuing to hire to meet growing customer demand.

Too often in the minimum wage debate, we struggle to see what's plainly in front of us. Why are some businesses and industries struggling to hire and retain workers? Why are so many working families struggling to make rent? Why are we facing a lopsided recovery from the pandemic, where many people are unable to make ends meet while others grow wealthier than ever? Too many working people are not getting paid enough to live on. That's not just bad for working people, it's bad for the economy and it's bad for business.

I've seen the difference a living wage makes for my own employees and my business. I've seen the difference it makes for a local economy when the wage floor is raised so that it better reflects the local cost of living. It's time for Maryland to accelerate its path to a \$15 minimum wage.

I respectfully urge the Committee to give a favorable report to Senate Bill 721. Thank you.

Aaron Seyedian
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