

**Testimony In the
The Ohio Senate
Finance Subcommittee on Workforce
In Support of H. B. 64
May 19, 2015**

Presented by Neil Sawicki, President, Global Real Estate Advisors

Chairman Beagle and Members of the Committee, I am Neil Sawicki, President, Global Real Estate Advisors Inc. I am here today to speak in support of the telecom language in House Bill 64.

The Mission of Global Real Estate Advisors Inc. is to pursue the desire to offer clients a full service real estate brokerage company specializing in commercial, industrial, and land investment real estate services in Northeast Ohio.

Let me tell you a little bit about how we use technology at my company. We use technology through various forms of Social Media, emailing and our website. Technology allows us to assist out of state companies relocate and expand. As a SIOR we rely on technology to expand our reach to international companies.

You may be wondering why I made the trip to Columbus today to talk with you about the telecom provisions in House Bill 64, the state budget bill. The answer is simple: One constant issues that I hear from my clients as they decide whether to locate in Northeast Ohio is about technology. They are always asking: Can I have the connectivity to my customers locally, nationally and globally? As elected officials I know you understand first-hand how technology and the internet has changed how we live our daily lives.

That is why I believe the language in HB 64 to encourage local telephone companies to invest in new technologies is so important for businesses and consumers certainly in Northeast Ohio, but frankly, throughout our entire state. We need the strongest broadband network possible for our children in schools, for manufacturing, for small businesses and for telemedicine.

Recently, we were successful in working with a call center company from California to open an office in Mentor to service their clients in the Eastern Time Zone. Broadband accessibility made this transaction possible through the local phone company.

Global Real Estate Advisors believes the telecom provisions in House bill 64 will benefit all Ohioans as they continue to embrace the transition from an old phone network to the IP based networks for the future. Thank you for allowing me to speak with you today about this issue.