

Senate Bill 262
Proponent
Testimony

Good afternoon chairwoman Roegner, Vice Chair Gavarone, Ranking Member Blackshear, and Honorable Members of the Senate General Government Committee:

Hello,

My name is Mark Panzica, and I am the President of Panzica Construction Company. Our company began as a small general contractor in 1956. Panzica Construction has served both public and private clients for three generations as both general contractor and construction manager-at-risk. Our experienced team reviews the plans and specifications for each project and creates a detailed construction plan to be executed by a cohesive team of skilled subcontractors and suppliers.

Panzica Construction is currently working on over 20 projects that employ over 500 craftsmen, and our administrative staff consists of 45 professionals.

To highlight a couple of projects that Panzica has completed in recent years, the Cleveland Museum of Natural History Museum at a cost of \$75 million dollars, employing 250 Ohio Tradesmen and women. Intro, one of the country's largest mass timber structures, worth over \$100MM and employing 300 craftsmen and woman. A few recent public projects include City of Brooklyn Municipal Complex, Frank J. Lausche State Office Building Renovation, and Panzica is currently under construction on the Bedford City School District's Primary, Middle School, and High School expansion worth \$150MM

I am here today to testify in support of Senate Bill 262, also known as the Show Your Work Bill. This bill serves to bring transparency to public construction contracts when using industry standard contracts. You may ask why Senate Bill 262 is important. For me, it is rooted in honesty and integrity. Senate Bill 262 requires all parties to disclose all changes to the industry standard contract. If they fail to do so, the language reverts to the original language in the industry standard contract, ensuring accountability for all parties.

Frequently, these contracts exceed one hundred pages, containing intricate construction terms and legal descriptions. Consider the time required to meticulously review each page, searching for subtle changes that may go unnoticed. Now, factor in the time needed to review the plans and prepare an estimate for the project's construction, typically within a compressed three to five week bidding window. Notably, this process is undertaken at the expense of the contractors bidding each project. The average award rate is one in six on a public bid making the process a substantial undertaking not only in terms of resources, but staff allocation as well. Senate Bill 262 aims to streamline the review process for boilerplate language, enabling staff to concentrate on specific modifications to industry-standard contracts. This measure not only optimizes staff time but also mitigates potential conflicts in the future.

In conclusion, I would like to request the committee's favorable consideration of Senate Bill 262. I appreciate your time and would be delighted to address any inquiries you may have.

Respectfully

Mark Panzica, President

Panzica Construction