

**Bruce Sekanick, FAIA, on behalf of Phillips|Sekanick Architects, Inc., and the
AIA Ohio Advocacy Committee**

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**Hearing before the Senate Judiciary Committee
March 2, 2021, in support of SB 49**

Thank you, Chairman Manning, Vice Chairman McColley, and members of the Senate Judiciary Committee. My name is Bruce Sekanick, and I am here today as a registered architect in the state of Ohio, owner of an architectural firm in Warren, Ohio, and the Co-Chair of the AIA Ohio Advocacy Committee.

- All but a handful of architectural firms in Ohio are small businesses. Many firms have less than 50 employees and the majority of the firms across the state are sole proprietors or have fewer than 15 employees.
- Architects along with our allied design professionals perform their services prior to receiving payment. With no payment assurance protection in place in the state of Ohio, firms, through no fault of their own, are left uncompensated for their work.
- A loss of income to any business is difficult. A loss of income to small businesses can be especially devastating and can result in employee layoffs and business closures. I, along with many other firms throughout the state, have been forced to write-off hard earned fees because Ohio does not have payment assurance protections.

As a practicing architect for over 35 years and firm owner for most of that time, I believe SB49 provides architects and construction industry design professionals with an important tool to help ensure payment for professional services. Thank you for your time today. I would be happy to address any questions you may have regarding SB49.

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