



**February 13, 2024**

**RE: Support for House Bill 0827 / Senate Bill 0821  
Maryland Insurance Administration – Professional Employer Organizations - Study**

House Health and Government Operations Committee, Chairwoman Pena-Melnyk and Members of the Committee;

Senate Finance Committee, Chairwoman Beidle, Vice Chair Klausmeier and Committee Members;

As the Executive Director of the Maryland Manufacturing Extension Partnership (Maryland MEP), an organization that works with the nearly 4,000 manufacturing enterprises in Maryland, I am writing to support HB0827.

More than 85% of Maryland’s manufacturing enterprises are small and very-small businesses, including a large percentage of women-owned, minority-owned organizations. These small businesses are faced with the constantly increasing costs of labor while trying to compete domestically and globally. The proposed study will allow for an objective assessment of the current conditions facing the small and very-small businesses and the potential opportunities and outcomes that may be afforded through the use of Professional Employer Organizations.

For these reasons, I am in favor of HB 0827 / SB 0821.

Sincerely,

Michael Kelleher  
Executive Director, Maryland MEP