



Regarding Senate Bill 396/ House Bill 804:
The Workgroup to Study Maryland's Emerging Digital Economy

SUPPORT
Senate Finance Committee

February 20th, 2020

Dear Chairwoman Kelley and Committee Members:

Thank you for understanding the challenges of manufacturing in Maryland and investigating ways to help. I am writing in support of Senate Bill 369/ House Bill 804 (as amended), entitled Workgroup to Study Maryland's Emerging Digital Economy.

Chesapeake Specialty Products, Inc. (CSP) is a global award winning export company located in Sparrows Point, MD. As President, I can tell you that we are constantly struggling with how digital technologies have changed and continue changing the way we do business. More importantly for our community, the skills needed by our employees have changed and it is increasing difficult to find people with the skills we need to compete globally .

Started in 1989, after buying part of a struggling Bethlehem Steel, we have provided innovative, cost effective, environmentally sound products which exceed the expectations of our customers. We continue to identify and respond to changing customer needs, improve existing products, and develop new products that enhance the productivity of our customers and quality of the environment. Our team and product line are designed to help our customers meet strict environmental and occupational safety requirements. These products, when used in industrial applications, increase productivity, reduce the amount of waste generated, and improve the quality of the products produced by our customers.

New and emerging technologies are rapidly changing and modernizing the manufacturing landscape. We are struggling to keep up with the newer technologies needed to compete internationally, including automation and artificial intelligence (AI). At CSP, we are starting to adopt AI and automation so that we can continue expanding our customer base.

Manufacturers will need to partner with industry leaders, education stakeholders, and others to explore these recommendations and other new solutions to prepare Maryland's employers and workforce adequately for the future. It is for these reasons and others, why the passage of Senate Bill 369/ House Bill 804 (as amended) is so critical to us and our community.

Thank you for your consideration.

Ken Sanchez,

President