

2021 02 12 RMI Binko_StartupMD_SupportLetter (1) (

Uploaded by: Binko, Mike

Position: FAV



LEGISLATIVE POSITION: **SUPPORT**

**Senate Bill 444/ House Bill 658: Transforming Manufacturing in a Digital Economy Workgroup
(Making It In Maryland)**

**Senate Finance Committee/ House Economic Matters Committee
February 16th, 2021/ February 17th, 2021**

Dear Committee Chair and Respected Members:

I am writing this letter to express my support for **Senate Bill SB444/HB 658; entitled, Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland)**.

I am a member of the Regional Manufacturing Institute of Maryland (RMI) Board of Directors, CEO of Annapolis-based kloudtrack® and Founder | CEO of Startup Maryland – Maryland’s largest entrepreneur ecosystem and venture development organization I launched nine years ago.

Through these organizations, I am involved in economic development efforts, not only locally but also nationally as co-Founder of the Startup Champions Network (SCN) -- the rebranded continuation of Startup America. I am regularly asked to speak with industry leaders, policy makers and educators across the country. The common theme in these discussions is that no matter what industry, innovation is the key to business success and economic growth for states now and into the future. And that innovation is going to have to extend into the workforce education and training arenas as well.

Manufacturing is a key economic growth driver for our community and with today’s technological advancements manufacturers will need to adapt to survive and thrive with the manufacturing workforce being the tip of the spear. Maryland stands to enjoy tremendous financial gains with a focus on transforming its manufacturing sector in the face of today’s digital economy. Businesses cannot do this alone. Organizations cannot do it alone. Policy makers cannot do it alone. Educators cannot do it alone. This effort will take collaboration among all stakeholders.

Investing in a collaborative effort to explore solutions to fully prepare Maryland’s manufacturing employers and workforce for the current technology revolution is critical. This is why I write in support of Senate Bill 444/House Bill 658 and respectfully request this committee to issue a favorable report.

Kind regards and Thank you for your consideration,

Michael Binko

Michael Binko
Founder | CEO, Startup Maryland and CEO, kloudtrack

SB 444 - Manufacturing (Making It in Maryland).pdf

Uploaded by: Edwards, Donna

Position: FAV



MARYLAND STATE & D.C. AFL-CIO

AFFILIATED WITH NATIONAL AFL-CIO

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Office. (410) 269-1940 • Fax (410) 280-2956

President

Donna S. Edwards

Secretary-Treasurer

Gerald W. Jackson

**SB 444 – Transforming Manufacturing in a Digital Economy Workgroup
(Making It in Maryland)
Senate Finance Committee
February 16, 2021**

SUPPORT

**Donna S. Edwards
President
Maryland State and DC AFL-CIO**

Madam Chair and members of the Committee, thank you for the opportunity to provide testimony in support of SB 444 – Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland). My name is Donna S. Edwards, President of the Maryland State and DC AFL-CIO. On behalf of the 340,000 union members in the state of Maryland, I offer the following comments.

SB 444 establishes a pathway for Maryland to rebuild our strong manufacturing base in this mercurial digital economy. The workgroup that the bill establishes is focused on realizing the unique opportunity we have, to capitalize on our strengths to grow new manufacturing businesses, create good-paying jobs in the industries, and to develop the policies to make Maryland a national leader in ensuring that the digital manufacturing jobs of the future will not simply be “another job”, but family-sustaining careers.

We have often argued that the pathway to clean energy lies through advanced manufacturing, and that Maryland can be a leader on that front. From battery technology, to solar, wind, and geothermal fabrication, there are no parts of those industries that are not firmly ensconced within the digital economy. They are on the bleeding edge of the digital world, and the manufacturing jobs of the future of clean energy will be significantly concentrated in these areas. What better way to lead on climate change in Maryland, than to produce the next generation batteries, solar panels, turbines, and geothermal systems, right here? However, in order to do this, as well as to promote and expand all other types of advanced manufacturing, we need to do the hard work of examining what the future looks like, and how we can best take advantage of the opportunities that lie before us.

Also of great importance to Maryland's economy is the fact that the creating new manufacturing jobs has a significant impact on the creation of good secondary and tertiary jobs that support the manufacturing effort. "The Multiplier Effect: There Are More Manufacturing Related Jobs Than You Think"¹, by Keith D. Nosbusch and John A. Bernaden of Rockwell Automation, demonstrates the importance of manufacturing is to our economy. An airliner for example may have 3 million components and an ordinary car as many as 10,000 coming from a vast array of suppliers. As manufactured products and processes become more complex and productive in our increasingly digitized economy, they give rise to a host of skilled paraprofessional and professionals in nonmanufacturing jobs such as logistics and transportation, customer service, technical support, regulatory and safety specialists, distribution employees trained in use of information driven tools for receiving, storing, and picking, and the list goes on and on. In some manufacturing sectors, the multiplier effect can be as high as 16 to one, or 16x, meaning that every manufacturing job supports 15 other jobs.

We must act now in the fast paced and ever-changing digital world and realize the opportunities that lie before us to create good paying, high-road careers in manufacturing in Maryland. The future is now, and it is time for Maryland's workers, businesses, and communities to seize it.

We ask for a favorable report on SB 444.

¹ https://www.wmep.org/wp-content/uploads/2015/01/Rockwell_0312_Final.pdf

SB444_MICUA_Fav.pdf

Uploaded by: Fidler, Sara

Position: FAV

Senate Finance Committee***Senate Bill 444 (West) Transforming Manufacturing in a Digital Economy Workgroup
(Making it in Maryland)*****Sara C. Fidler, President**sfidler@micua.org**February 16, 2021**

On behalf of Maryland's independent colleges and universities and the 65,600 students we serve, thank you for the opportunity to provide testimony in support of ***Senate Bill 444 (West) Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland)***. This bill establishes a workgroup to facilitate the State's entry into Industry 4.0 technology to improve the perception of manufacturing careers. The workgroup is charged with examining a wide range of issues including higher education curricula, professional research, public-private partnerships, State grants, new tax credits, and the State's current statutory and regulatory authority over manufacturing.

MICUA appreciates having representation on this workgroup and looks forward to supporting its efforts. Our member colleges and universities have been at the forefront of developing curricula, preparing the workforce, and bringing to bear nationally acclaimed research for the information-driven economy. It is a source of pride that we are developing the thoughtful, creative, intuitive and responsible leaders needed to take us into the Industry 4.0 era. One related example is in our preparation of cybersecurity professionals. Five MICUA member institutions have approved cybersecurity programs at the certificate, bachelor's, master's, or doctoral levels: Capitol Technology University, Hood College, Johns Hopkins University, Mount St. Mary's University, and Stevenson University.

For many years, the demand for highly skilled cybersecurity workers in Maryland was fueled by Maryland's robust defense and intelligence industry, which includes numerous federal agencies, military bases, and defense contractors. More recently, this demand is fueled by the need to guard essential services, such as electric grids, banking systems, hospitals, correctional facilities, private sector business activities, and more. As a result, Maryland is experiencing a severe shortage of highly trained professionals to protect the integrity of data, communications, and intellectual property. The experience of MICUA institutions in addressing these issues will prove to be a valuable asset to this workgroup. We look forward to participating.

MICUA urges a favorable Committee report for Senate Bill 444.

RMI Letter of Support Mike Galiazzo.pdf

Uploaded by: Galiazzo, Michael

Position: FAV

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RMI President
Michael Galiazzo

February 12, 2021

Legislative Position

SUPPORT

Senate Bill 444 / House Bill 658

Transforming Manufacturing in a Digital Economy (Making it in Maryland)

Senate Finance Committee. House Economic Matters Committee

February 16, 2021/February 17, 2021

**Manufacturing
& Technology**

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Cornelius Grupp
C-care

Michael Kelleher
Maryland MEP

James Russell
North American Millwright

Jim Burnette
Alliance Engineering

Michael Raphael
Direct Dimensions

Michael Binko
Kloudtrack Cyber

Dear Committee Chair and members:

Maryland manufacturing is essential to our State's future economy. New and emerging digital technologies are rapidly transforming the manufacturing industry worldwide. This movement is called the forth Industrial revolution (4.0.)

Emerging 4.0 technologies are changing how companies will operate and the new knowledge and skills required of workers. Technologies like the internet of things, artificial intelligence, 5G platforms, 3D scanning and printing, sensor technologies, virtual reality, and big data are the tools of the trade in modern manufacturing.

Senate Bill 444 and House Bill 658 create a first in the nation workgroup, of public and private sector leaders to develop a planned purposeful approach that:

- 1) Identifies the technologies and the strategies for adoption by industry.
- 2) Identifies new knowledge and skills required by workers.
- 3) Focusses on career opportunities for minorities and women.
- 4) Identifies key stakeholders in busines education government and labor to work collaboratively toward better outcomes.
- 5) Creates measurable outcomes to advance manufacturing and job growth.

Making it in Maryland is a win-win strategy. More jobs, More business, and an economy that works for all.

We support Senate Bill 444 / House Bill 658 and ask that you give it aa favorable vote.



Mike Galiazzo, Ph.D.
President

RMILionbrothers.pdf

Uploaded by: Ganz, Susan

Position: FAV

**LEGISLATIVE POSITION
SUPPORT
Senate Bill 444/ House Bill 658
Transforming Manufacturing in a Digital Economy Workgroup (Making It In Maryland)
Senate Finance Committee/ House Economic Matters Committee
February 16th, 2021/ February 17th, 2021**

Dear Committee Chair and Members:

I am writing this letter to express my support for **Senate Bill SB444/HB 658; entitled, Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland)**.

As CEO of the Baltimore County based, international manufacturing company, Lion Brothers Co., and Vice Chair of the nonprofit Regional Manufacturing Institute of Maryland, I am keenly aware of the manufacturing industry's increasing need for reliance on digital technologies in order for companies to be competitive locally, nationally and globally. And I speak from experience when I tell you that adoption of these new and emerging technologies brings the challenge of identifying a skilled workforce to operate in this new digital environment.

Investing and innovating to provide workers with new skills is an urgent and indispensable response to the labor market challenges due to emerging technological changes and advancements.

Manufacturers will need to partner with industry leaders, education stakeholders and others to explore these recommendations and other new solutions to fully prepare Maryland's employers and workforce.

It is for these reasons why the passage of Senate Bill 444/ House Bill 658 are so critical. I write in support of Senate Bill 444/House Bill 658 and respectfully request this committee to issue a favorable report.

Thank you for your consideration.

Sincerely,

Susan J. Ganz

Susan Ganz

CEO, Lion Brothers Co.



LIONBROTHERS
IDENTITY MATTERS.™

300 Red Brook Blvd. Suite 410 Owings Mills, MD 21117 ■ www.lionbrothers.com

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SB 444_Making It in Maryland_FAV.pdf

Uploaded by: Griffin, Andrew

Position: FAV



MARYLAND
Chamber of Commerce

LEGISLATIVE POSITION:

FAVORABLE

Senate Bill 444

Transforming Manufacturing in a Digital Economy Workgroup

(Making it in Maryland)

Senate Finance Committee

Tuesday, February 16, 2021

Dear Chairwoman Kelley and Members of the Committee:

Founded in 1968, the Maryland Chamber of Commerce is the leading voice for business in Maryland. We are a statewide coalition of more than 5,000 members and federated partners, and we work to develop and promote strong public policy that ensures sustained economic recovery and growth for Maryland businesses, employees, and families.

The Chamber has consistently supported Maryland businesses of all sizes in their efforts to innovate and modernize in combination with new and emerging technologies. These technologies are rapidly redefining the manufacturing world and, while artificial intelligence and automation has enabled the productivity of highly educated careers, it has had the opposite impact on some workers by quickly replacing them with machines.

In addition to this, in Maryland, the manufacturing industry has seen a large shortage of skilled workers. Last year alone, there were over 5,000 job openings in the manufacturing industry through the Maryland Workforce Exchange. Investing and adapting to provide the current and incoming workforce with new skills is an urgent response to the challenges that have risen due to advances in technology.

Displaced workers, a shortage of new workers, and disparities for minorities in the wake of these industry-level changes are prevalent in Maryland communities. Emerging technologies, while beneficial for some, could possibly exacerbate these pervasive issues. Through the partnership between manufacturers, industry leaders, and education stakeholders, these issues can be explored, and possible solutions can be pursued. SB 444 would address this and acknowledge current and future technological impacts through a Digital Economy Workgroup.

For these reasons, the Maryland Chamber of Commerce respectfully requests a **Favorable Report** on Senate Bill 444.

MDCHAMBER.ORG

60 West Street, Suite 100, Annapolis 21401 | 410-269-0642

SB0444_FAV_MTC_Transforming Manufacturing in Digit

Uploaded by: Kasemeyer, Pam

Position: FAV



MARYLAND TECH COUNCIL

TO: The Honorable Delores G. Kelley, Chair
Members, Senate Finance Committee
The Honorable Chris West

FROM: Pamela Metz Kasemeyer
J. Steven Wise
Danna L. Kauffman

DATE: February 16, 2021

RE: **SUPPORT** – Senate Bill 444 – *Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)*

The Maryland Tech Council (MTC) is a collaborative community, actively engaged in building stronger life science and technology companies by supporting the efforts of our individual members who are saving and improving lives through innovation. We support our member companies who are driving innovation through advocacy, education, workforce development, cost savings programs, and connecting entrepreneurial minds. The valuable resources we provide to our members help them reach their full potential making Maryland a global leader in the life sciences and technology industries. On behalf of MTC, we submit this letter of **support** for Senate Bill 444.

Senate Bill 444 establishes the Workgroup to Study Maryland's Emerging Digital Economy. The workgroup is charged with a wide variety of issues to examine and on which to make recommendations, such as higher education curriculums, related professional research, public-private partnerships, apprenticeships, State grant funding levels, new tax credits, and the State's current statutory and regulatory authority over manufacturing.

Maryland is home to over 500 biotech companies and 2,700 life science firms, many of which engage in biomanufacturing, which uses biological systems to construct commercially-relevant biomaterials to add to medicine, industrial applications and the food and beverage industry. Among our information technology companies, many are providing digital services, such as cybersecurity, telecommunications, and cloud-computing, that support the work of manufacturers. As the primary association specifically representing the life sciences and technology industries, MTC appreciates the sponsor's inclusion of the Council in the membership of the Workgroup. The Council is committed to the objectives outlined in the charges of the Workgroup as reflected in Senate Bill 444 and urges a favorable report.

For more information call:

Pamela Metz Kasemeyer
J. Steven Wise
Danna L. Kauffman
410-244-7000

Kelleher_MDMEP_LegislativeSupportLetter.pdf

Uploaded by: Kelleher, Mike

Position: FAV



**LEGISLATIVE POSITION
SUPPORT
Senate Bill 444/ House Bill 658
Transforming Manufacturing in a Digital Economy Workgroup (Making It In Maryland)**

**Senate Finance Committee/ House Economic Matters Committee
February 16th, 2021/ February 17th, 2021**

Dear Committee Chair and Members:

I am writing this letter to express my support for **Senate Bill SB444/HB 658; entitled, Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland).**

I serve as the Executive Director for the Maryland Manufacturing Extension Partnership (MD MEP). MD MEP is a non-profit organization focused on growing and strengthening Maryland manufacturers. Our organization is part of the national MEP Network that helps small and mid-size manufacturers generate business results and thrive in today's technology-driven economy.

As noted in MIT's "Work of the Future Report: Shaping Technology & Institutions" (Fall 2019), "new and emerging technologies will have a profound effect on the work of the future and will create new opportunities for economic growth. Today's challenge, and likely tomorrow's, is not too few jobs. Instead, it is the quality and accessibility of the jobs that will exist and the career trajectories that will be offered to workers, particularly to those with less education."

Through our daily interaction with Maryland manufacturers, MD MEP is constantly reminded of one of the most critical needs of our state's manufacturers: access to a qualified workforce. And because we focus our efforts on small to mid-size manufacturers, we know that many of them struggle to adapt to changing business operations, including digital technologies, that could make them more profitable and competitive within the state and beyond. Often, the primary reason for this challenge is not the lack of resources, but rather, a lack of awareness of the best-fit technology solutions for their operations.

Through the strategic establishment of a statewide "Transforming Manufacturing in a Digital Economy Workgroup," key manufacturing business leaders, academic entities, organizations, policy makers and State agencies can work **in collaboration** to identify technologies, workforce training/education solutions and strategies for employing these technologies and solutions to support manufacturers' transition into the digital economy. By leaving these daunting tasks to individual manufacturing companies, academic institutions, and others on their own, we risk duplication of efforts, wasted resources and potential failure on the road to economic growth for all involved.

For these reasons, I respectfully request this committee to issue a favorable report for Senate Bill 444/ House Bill 658. Thank you for your consideration.

Sincerely,

Michael Kelleher
Executive Director, MD MEP

LR1241 Written Testimony Ryan Negrón.pdf

Uploaded by: Negrón, Ryan

Position: FAV

LEGISLATIVE POSITION
Support

Senate Bill 444/ House Bill 658
Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)
Senate Finance Committee/ House Economic Matters Committee
February 16th, 2021/ February 17th, 2021

Dear Committee Chair and Members:

It is of critical importance in establishing the "Transforming Manufacturing in a Digital Economy Workgroup" to educate and prepare the current and future manufacturing workforce in Maryland. Now more than ever, industry leaders have realized that they need to transform towards agile and sustainable manufacturing. Manufacturing companies must be ready for a skill shift with a rising demand for technological, social, and higher cognitive skills. Maryland residents, companies and our society have been affected by the COVID-19 crisis in unimaginable ways. Looking ahead, the industrial companies that take bold action now - in partnership with their workforce and labor institutions - to shore up their workforce and technology investments will emerge more resilient, and more likely to succeed no matter what uncertainties come their way.

Even before the pandemic, labor flexibility, digital transformation and operational excellence were key pillars of an emergent Fourth Industrial Revolution. Now, these areas provide vital lifelines to build resilience during the crisis and beyond. A profound sense of urgency has organizations seeking more pragmatic solutions and approaches to identifying the skills, practices and technologies most important to resilience and a successful recovery and rapidly scaling up the programs they've found to be effective. Technology is evolving and manufacturers need to be prepared and educated for the future of work in Industry 4.0, this includes such factors as: Supporting Inclusive Technology Adoption, Mitigating Workforce Disruption, Supply Chain Disruption, Increased Consumer Expectations, Accelerating Sustainability and Leveraging Data to Unleash Innovation

Stanley Black & Decker, a global manufacturer, has had much success in incorporating Industry 4.0 technologies to include: Industrial Internet of Things (IIoT), Virtual Reality (VR), Robotics, Automation, Artificial Intelligence through Machine Learning, Additive Manufacturing in the form of 3D printing and is pursuing the use of 5G to transmit internal data through high bandwidth, low latency secure networks. Without the support of this workgroup, and partnership with larger corporations like Stanley Black & Decker, smaller Maryland local manufacturing companies may not be prepared to be successful as the industrial world moves forward. This workgroup can focus on job skills for manufacturing roles in Maryland and ensure that the workforce has the capabilities and confidence to work with all these new technologies.

In manufacturing, the importance of workforce development and cross-training on the frontlines is paramount. Manufacturers must be agile to respond to the ever-changing landscape of the industrial world. Technologies such as software that provides just-in-time digital content and learning – like digitized, interactive work procedures that ensure every step is accurately followed and information is readily available via a mobile device – are becoming a factory floor norm. Companies that provide opportunities for employees to build multiple competencies, from advanced manufacturing technical skills to "leadership" skills, will be more resilient in the long term.

Once again, the establishment of the "Transforming Manufacturing in a Digital Economy Workgroup" will prove to be extremely beneficial for the future of manufacturing in the state of Maryland.



Ryan A. Negrón
Learning & Development Manager

SB444_HB658_MGA_SupportLtr_DirectDimensions.pdf

Uploaded by: Raphael, Michael

Position: FAV



Senate Bill 444/ House Bill 658

Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland)

LETTER OF SUPPORT

Senate Finance Committee / House Economic Matters Committees

February 16, 2021/February 17, 2021

Dear Committee Chairperson and Committee Members:

I am writing in support of Senate Bill 444 / House Bill 658, entitled *Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland)*.

As Founder and CEO of Direct Dimensions, Inc., an over 25-year old, near 30-person, nationally recognized leader in 3D digital imaging technologies specifically for manufacturing, I know full well how digital technologies are fundamentally changing the nature of work and the technology-based job skills required throughout manufacturing.

Technology is rapidly modernizing the manufacturing landscape. Advanced technologies, such as what we do which is providing industrial 3D scanning for dimensional measurement and reverse engineering services and products – in other words – *helping manufacturers solve real world 3D problems*, is critical for the adoption and use of other emerging manufacturing technologies such as 3D printing (additive manufacturing), robotics & automation, Internet of Things (IoT), drones, and even machine learning (ML) and artificial intelligence (AI). These *Industry 4.0* movements are fast becoming more prevalent and clearly changing the way companies must think, organize, and act to remain competitive and to grow jobs in Maryland and beyond.

At Direct Dimensions, we have been evolving the use of these emerging technologies for over 25 years to help key manufacturing industries here in Maryland such as aerospace, defense, medical & consumer products, and much more. Specifically, we serve many Maryland manufactures regularly including Northrop Grumman, Lockheed Martin, Middle River Aircraft Systems, W.L. Gore, Eaton, Hardwire, Holmatro, Cobham, the JHU Applied Physics Laboratory, the US Navy at Pax River, the US Army at APG, and many more large and small Maryland manufacturing & development organizations. We are asked to provide these advanced services to these manufacturers in part because they find it challenging to keep up with this technology and to find skilled workers in these fields. Employers need workers with digital skills for many aspects of today's work environment.

Manufacturers desperately need to partner with industry leaders, education stakeholders, and others to explore 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 444 / House Bill 658 is so critical.

Thank you for your consideration.

Michael Raphael
Founder and President

Direct Dimensions, Inc.

410-998-0880 ph
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Owings Mills, MD 21117

mraphael@dirdim.com
www.directdimensions.com

AprilRichardson_FoodOpportunity_LegislativeLetter.

Uploaded by: Richardson, Esq., April

Position: FAV

FOOD OPPORTUNITY LLC

LEGISLATIVE POSITION

Support

Senate Bill 444/ House Bill 658 – Budget Bill (FY22)

**Senate Finance Committee/ House Economic Matters Committee
February 16th, 2021/ February 17th, 2021**

Dear Committee Chair and Members:

Food Opportunity LLC supports Senate Bill SB444/HB 658; entitled, Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland). As the Managing Member, I April N. Richardson Esq. and its members are searching for opportunities to grow our company in the State of Maryland and we cannot do this without emerging technology.

Food Opportunity is a woman and minority owned manufacturer of baked goods. We have conducted business in Maryland since 2008 and have grown in scope. We support this bill because a large part of our growth and staying power in the industry is dependent on identifying and implementing technology into our processes. Failure to do so will result in our company losing its share in the market. Because there is not a balanced representation of minorities and women in manufacturing, our staying power is necessary. Early on in our operations, we did not understand how technology would affect the manufacturing process and quite honestly it is still a large endeavor that needs to be examined. Having thought leaders and a commitment to examine how technology can be leveraged in the manufacturing process is key. With the State of Maryland's support on this bill, it is a demonstration to smaller companies like my own that Maryland is invested in the future of manufacturing and that it will use its resources to assist in moving the agenda forward.

Though a smaller manufacturer, our company has created and assisted with developing other small scale minority food manufacturers. Part of what lured the new companies into manufacturing was the excitement of using modern technology to help food products move. The technology that is currently on the market and is soon entering the market offers a way to blend the tech generation and food producers- both of which are critical to the success of food manufacturing.

I write in support of Senate Bill 444/House Bill 658 and respectfully request this committee to issue a favorable report.

Very truly yours,



April N. Richardson Esq.
Food Opportunity LLC
240-417-5259

Legislative support Mfg.pdf

Uploaded by: Sanchez, Kenneth

Position: FAV



**LEGISLATIVE POSITION
SUPPORT**

Senate Bill 444/ House Bill 658

Transforming Manufacturing in a Digital Economy Workgroup (Making It In Maryland)

Senate Finance Committee/ House Economic Matters Committee

February 16th, 2021/ February 17th, 2021

Dear Committee Chair and Members:

I am writing this letter to express my support for **Senate Bill SB444/HB 658; entitled, Transforming Manufacturing in a Digital Economy Workgroup (Making it in Maryland).**

For years, RMI has been at the forefront of making Maryland's manufacturing ecosystem aware of the trend towards the development and adoption of digital technologies in the manufacturing industry, otherwise known as Industry 4.0. This technological revolution is creating an opportunity for transformative economic growth. However, along with the opportunity comes the challenge of developing a workforce with the skills and confidence to work alongside these new technologies and thrive in a digital workplace.

Together, innovation and a skilled workforce can render Maryland's manufacturing companies extremely competitive on the national and global fronts. But it will require collaboration among the various manufacturing stakeholders - including business leaders, education and training entities and State representatives - to identify the technologies impacting transformation, explore work skills and needed training of the workforce and employ solutions to support manufacturers' transition into the new digital economy. Thus, the formation of a workgroup is important for success.

It is for these reasons that I write in support of Senate Bill 444/House Bill 658 and respectfully request this committee to issue a favorable report.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Ken Sanchez". The signature is written in a cursive style with a horizontal line underneath the name.

Ken Sanchez
President, Chesapeake Specialty Products

SB0444-Support.pdf

Uploaded by: Tabuteau, Richard

Position: FAV



TO: The Honorable Delores G. Kelley, Chair
Members, Senate Finance Committee
The Honorable Chris West

FROM: Richard A. Tabuteau

DATE: February 16, 2021

RE: **SUPPORT** – Senate Bill 444 – *Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)*

Volvo Group Trucks, part of Volvo Group, is the last remaining major vehicle manufacturer in the State of Maryland following the closure of the General Motors manufacturing plant in Baltimore County in 2018. Volvo Group Trucks' impact on the Maryland economy cannot be understated: 4,645 direct and indirect jobs, \$250 million in labor income, and over \$36 million in additional state and local tax revenue have been directly or indirectly generated from Volvo Group operations in Washington County. Moreover, Volvo Group is proud to count over 1,100 of its employees as members of the Local UAW Union. Volvo Group North America supports Senate Bill 444.

Senate Bill 444 establishes the Workgroup to Study the Transformation of Manufacturing in Maryland's Emerging Digital Economy and requires it to study and make recommendations regarding the State's current and future workforce and emerging digital economy. The workgroup must consist of four representatives from manufacturing companies currently in good standing with the Maryland Department of Assessments and Taxation for the last 5 years, designated by the Board of Directors of RMI. Volvo is hopeful that if this bill is enacted into law that it will be selected as one of the manufacturing representatives.

Manufacturing workplaces are becoming increasingly digital. The jobs that we do today will no longer be the jobs that we do in the future. Volvo is preparing its workforce during this digitalization journey by implementing a digitalization program focused on providing employees with access to emerging technology training and application. The program includes four immersion week training sessions spread over nine months focusing on Artificial Intelligence and Machine Learning, IIOT and Citizen Development. The participants will be assigned a working group, which will apply the concepts from the immersion week sessions to a Capstone project in order to add value to the business.

Moreover, Volvo is deploying PC Kiosk stations on the factory floor to allow workers to access email, read internal company news and announcements, and digitally complete attendance and contractual forms and submit them to the appropriate business function for approval. After the

deployment of the Kiosk solution, the next step will be granting each worker access to email, Microsoft Teams, and PowerApps on their personal mobile devices.

Volvo Group Trucks urges the Senate Finance Committee to give Senate Bill 444 a favorable report and looks forward to potentially serving on the Workgroup to Study the Transformation of Manufacturing in Maryland's Emerging Digital Economy. This Workgroup will be essential toward job retention and retraining, as the manufacturing workforce needs to continually adapt to future needs in a digital economy.

For more information call:

Richard A. Tabuteau

347.886.2904

Senator West - SB 444 Transforming Manufacturing

Uploaded by: West, Christopher

Position: FAV

CHRIS WEST
Legislative District 42
Baltimore County

Judicial Proceedings Committee

Vice Chair, Baltimore County
Senate Delegation



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February 16, 2021

Senate Finance Committee
The Honorable Delores G. Kelley
3 East Miller Senate Building
Annapolis, Maryland 21401-1991

RE: SB 444 – Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)

Dear Chairman Kelley and Members of the Committee:

The world now stands on the cusp of a technological revolution. The manufacturing sector is going to move on from the early 20th Century model of long production lines and heavy machinery and also from the late 20th Century model of vinyl and silicone. The 21st Century is going to be the century of artificial intelligence, robotics, 3-D printing, cyber-physical systems, cloud computing, real-time data and as-yet uninvented digital technologies that will undoubtedly transform economic growth and human potential.

Maryland needs to be at the cutting edge of what is being called Industry 4.0. Our state needs to be prepared to lead the nation and even the world in a marriage of production and operations with smart digital technology, leading to a boost in productivity and growth.

This bill calls for the formation of a workgroup to study Maryland’s emerging digital economy. Last year, you may recall that I presented a similar bill which was quite aspirational and precipitated a very high fiscal note. This year’s bill is more modest but nonetheless very important if we want Maryland to be a leader in the newly developing digital economy rather than an also ran.

The workgroup will be charged with examining the significant report of the Massachusetts Institute of Technology entitled “The Work of the Future: Shaping Technology and Institutions”, examining existing financial resources available to manufacturers seeking to invest in Industry 4.0 technology, making recommendations to facilitate the State’s robust entry into this developing industry sector, examining new and viable tax credits and programs for Maryland manufacturers to be more competitive and marketable in the new digital economy, and

examining potential statutory and regulatory reforms. The workgroup will be charged with reporting its findings and recommendations this coming December.

My witnesses will elaborate upon the need for and the nature of proposed study.

I hope the Committee will issue a favorable report on this bill.

SB0444 - 02.16.21 --Transforming Manufacturing in

Uploaded by: Fry, Donald

Position: FWA



POSITION STATEMENT

TESTIMONY PRESENTED TO THE SENATE FINANCE COMMITTEE

SENATE BILL 444 – Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)

Sponsor: Senator West

February 16, 2021

DONALD C. FRY
PRESIDENT & CEO
GREATER BALTIMORE COMMITTEE

Position: Support with Amendments

The Greater Baltimore Committee (GBC) supports Senate Bill 444, which would establish the Workgroup to Study the Transformation of Manufacturing in Maryland's Emerging Digital Economy.

The workgroup would study the global digital technology transformation occurring within the manufacturing industry and provide suggestions for needed changes to ensure that a diverse workforce has the capabilities and confidence to work with new technologies and thrive in a digitized workplace.

In the Greater Baltimore Committee report *Gaining the Competitive Edge: Keys to Economic Growth and Job Creation in Maryland*, eight core pillars were identified for a competitive business environment. An essential pillar is **government leadership that unites with business as a partner**. To maximize Maryland's economic growth potential, state leaders must set a welcoming tone that communicates positive support for business, respect for the private sector as a partner, not an adversary, and reflects a strategic plan for business growth and job creation.

The formation of this workgroup would be beneficial to that goal by having state legislators working collaboratively with business leaders to modernize and innovate the state's manufacturing industry. This partnership typifies the cooperative ventures that ultimately benefit all Marylanders.

The GBC respectfully requests the committee consider adding three members to the workgroup: a representative of the Greater Baltimore Committee, the Maryland Chamber of Commerce, and the Greater Washington Board of Trade. The regional and statewide private sector perspective of these organizations will help to ensure the workgroup is armed with the information needed to produce its recommendations.

For these reasons, the Greater Baltimore Committee urges a favorable report with the suggested amendment on Senate Bill 444.

The Greater Baltimore Committee (GBC) is a non-partisan, independent, regional business advocacy organization comprised of hundreds of businesses -- large, medium and small -- educational institutions, nonprofit organizations and foundations located in Anne Arundel, Baltimore, Carroll, Harford, and Howard counties as well as Baltimore City. The GBC is a 66-year-old, private-sector membership organization with a rich legacy of working with government to find solutions to problems that negatively affect our competitiveness and viability.

GREATER BALTIMORE COMMITTEE

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Uploaded by: Sadusky, Dr. Bernard

Position: FWA



Senate Finance Committee

Testimony Submitted by
Dr. Bernard Sadusky, Executive Director

February 16, 2021

SB 444 Transforming Manufacturing in a Digital Economy Workgroup (Making It in Maryland)

Position: Favorable with Amendment

The Maryland Association of Community Colleges which represents all of Maryland's 16 community colleges supports SB 444 establishing a workgroup to study and make recommendations relating to the State's current and future workforce and emerging digital economy. Maryland's community colleges are the leading provider of training for workforce certification and licensure. Last year, our community colleges awarded 53,068 licensure and certifications. That is in addition to the 73,000 participants trained through programs customized for industries.

Our community colleges are the primary provider of programs leading to a strong middle class which ensures Maryland's economic vitality. We support the intent of this bill in developing a workgroup that would be charged with making recommendations to all segments of Maryland's education system that provide programming in this area.

The Committee should recognize that a thorough review and analysis will require technical expertise. Therefore, **MACC recommends the inclusion of two community college representatives on the Committee; one representing our credit programs of study that lead to associate or bachelor degrees and one representing our non-credit programs of study that lead to industry credentials.**