

**FOOD OPPORTUNITY LLC**

**LEGISLATIVE POSITION**

**Support**

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

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



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April N. Richardson Esq.  
Food Opportunity LLC  
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