



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