
February 28, 2022

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The Honorable Vanessa E. Atterbeary
Chair
House Ways and Means Committee
Room 131
House Office Building
Annapolis, MD 21401

RE: Letter of Support for House Bill 0418-Economic Development - More Jobs for Marylanders (MJFM) Program - Extension and Alterations

Dear Chair Atterbeary:

Alertus Technologies, LLC writes in support of the HB0418 legislation for the More Jobs for Marylanders Act 3.0 (SB 391) program. Alertus Technologies, a Unified Mass Notification Solution Manufacturing company has greatly benefited from this program over the past few years. It has allowed us to grow our business through the expansion of personnel, which are often the most expensive costs of doing business. The products we design and manufacture are life-saving appliances and software that have benefited many Educational, Federal, and Commercial institutions throughout the country and within the State of Maryland. Our business' growth means more businesses can protect the people that matter during times of unplanned emergencies such as weather, mass shootings, etc.

In large part, due to the benefits of this program, Alertus was able to not only retain their existing employees but also to continue hiring personnel during the 2020 and 2021 Covid-19 Pandemic years when other employers could not or were undergoing mass layoffs. Alertus hired 43 and 55 total employees respectively during those years and was also able to purchase its first-ever company-owned headquarters office in downtown Baltimore City.

As a technology manufacturing company, we are challenged with a large pool of our desired applicants living in the state of Virginia and our ability to attract them to work this far from home has been very difficult and opened us up to consider moving closer to them. However, the MJFM and other programs like MJFM were a huge incentive for us to stay in Maryland when we began our search for our HQ office. We have also since become a Live Near Your Work employer participant in hopes that we will

also help to revitalize Baltimore City. This decision, like our decision to stay, was again, in large part because we were already participants of the MJFM program which we have quickly come to recognize the value of.

We plan to continue to hire, doubling our size over the coming years and we fully believe that this program should be extended and allow for other businesses and the State of Maryland to benefit from this incentive the way we have both done so together already. Thank you for your consideration in this matter.

Sincerely,



Kalia Kinser
Chief of Staff & Director of HR