



**LEGISLATIVE POSITION SUPPORT**  
**Senate Bill SB0906**  
**Economic Development - Industry 4.0 Technology Grant Program**

March, 14, 2023

Dear Esteemed Legislators,

I am writing to you today with a heart filled with passion and determination, to express my fervent support for Senate Bill SB0906, entitled "Economic Development - Industry 4.0 Technology Grant Program". The stakes are high, and the time is now, for us to come together and embrace this revolutionary technological shift that is sweeping through the manufacturing industry. The future of Maryland's economy and the livelihoods of our citizens depend on it.

The world we live in today is rapidly changing, and those who are not prepared to adapt and evolve will be left behind. Our great state of Maryland is at a crossroads, we have the opportunity to transform our manufacturing industry and make it the envy of the nation. The adoption of cyber-physical systems and Industry 4.0 technologies in smart factories is a game-changer. It allows for flexible production, improves supply chains, and leads to more efficient business management, with significant technological, economic, and social impacts. We cannot afford to miss out on this transformative economic growth.

However, this opportunity comes with threats to the future of manufacturing. Rapid changes in technology, changing standards, reduced product lifecycles, and competition between countries are just a few of the challenges that we face. We must come together as one, united and focused, to tackle these challenges head-on.

The time has come for us to pool our resources, expertise, and talents, to create a comprehensive plan for the adoption of these Industry 4.0 technologies. This plan must involve all manufacturing stakeholders, including business leaders, education and training entities, and state representatives. We must identify the technologies that will impact transformation, enhance work skills and employ solutions to support manufacturers' transition into the new digital economy. The preliminary work was achieved through the formation of a workgroup, which worked tirelessly to ensure the success of Maryland manufacturing.

The workgroup has done an outstanding job of researching and debating the best way forward. Their report and key recommendations have been submitted to Governor Moore as well as the legislature. The recommendation to provide a fund to help small and medium-sized manufacturers implement this technology is a crucial step in the right direction.

As a small, Hispanic-based manufacturing business, I fully support Senate Bill SB0906.

In conclusion, I urge you to support this critical piece of legislation. The adoption of Industry 4.0 technologies is not a luxury; it is a necessity. The future of Maryland's economy and the well-being of its citizens depend on it. Let us come together, put aside any differences, and work tirelessly to make this program a reality. Our time is now.

Sincerely,

A handwritten signature in black ink, appearing to read "Ken Sanchez", with a long, sweeping flourish extending to the right.

Ken Sanchez  
President, Chesapeake Specialty Products