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My name is David Smith. I am submitting this testimony in support of HB0075 the Maryland Technology Development Corporation- Digital Bay Business Diversity Program- Establishment.

I would like to thank Delegate Jazz Lewis for sponsoring this bill. I represent one half of a Digital Barber School/Multimedia Incubator, Ahead of the Game along with my brother Timothy Smith. As a master barber that has served over three decades within the beauty/barbering industry partnered with Timothy who is a media professional with two decades experience in Baltimore's local broadcast market. We have created a digital barbering school/multimedia incubator that will produce more businesses in the form of mobile barbershops synced with marketing production teams that will assist in the growth and proliferation of these businesses within underserved communities. This process functions as follows:

- AOTG Incubator will create licensed barbers with the intent to open and operate their own barbershop establishment equipped with its own marketing/production team
- Barber students and media interns collaborate to produce marketing content
- Media interns will regularly produce segments that will be included in an ongoing webseries that highlights barbers and various lifestyles and create content for various social media platforms
- The incubator will create skilled media professionals that will eventually form production teams that will produce marketing and media content for the consumption of a wide viewing audience (documentaries, training videos, short films, commercials, music videos, feature films, etc...)

Furthermore, this legislation is necessary to support Maryland's economic development for businesses in diverse and underserved communities. This historic legislation will be utilized to make Maryland business creation more equitable, competitive, and up to date with modern enterprise standards and protocols. These Diversity Incubators will create new businesses and investments in local communities in the State of Maryland. Therefore, we, my brother and I, as well as others in attendance here today ask you to Vote Yes in support of House Bill 0075.