



Maryland Sign Design, Inc.
7741 Woodbine Road
Woodbine, MD 21797

02/21/2023

Room 131
House Office Building
Annapolis, MD 21401

Dear Delegates,

I am reaching out to you to show my support of House Bill 622 and encourage you to join your colleagues in showing your support for this critical piece of legislation for Maryland's manufacturing community.

Currently, there are more than 4,000 manufacturing enterprises in Maryland that employ more than 110,000 workers in every county, city and community in the State. These manufacturers are critical parts of our economic growth and prosperity and HB 622 provides a unique opportunity to support these manufacturers and enable our State to be more competitive in a global environment. The adoption and implementation of new technologies can be costly, often prohibiting small and medium-sized manufacturers from adopting these technologies without financial assistance. HB 622 will provide these manufacturers with matching grants that can be utilized to purchase and implement new technologies and train their workforce which we know leads to direct economic growth.

The funding and program proposed through HB 622 is the result of the Industry 4.0 working group led by Delegate Lily Qi, and is modeled after similar programs that are already in place in our neighboring States.

As a Maryland manufacturer, our business as a woman-owned, certified ADA sign fabricator will be greatly improved. The grant money would be used to complete the purchase of new 3D printing technology equipment used to make this type of signage. Our 2022 year was not profitable enough to purchase this equipment independently. Monies would be disbursed to purchase the new machinery, software, computer training and build out the facility to house the new machine properly. The new machine will help to keep our staff gainfully employed with our new ability to bid such jobs that request and require these 3D printing specifications. This legislation will enable our organization to remain competitive and in operation. I have been in the sign industry for over 37 years and this new technology and the equipment needed to remain in business is critical.

We respectfully ask for your support of this legislation as it will provide Maryland manufacturers the opportunity to compete on an equal playing field and help make Maryland the showcase for advanced manufacturing technology.

Sincerely,

Kimberly James
President
Maryland Sign Design, Inc.