

February 21, 2023

Dear Senator Dawn Gile and Delegate Andrew C. Pruski,

I am reaching out to you to show my support for 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 Small Woman Owned Business of 17 years, HKPO empowers organizations to Change for the Better through continuous improvement and growth. We recently have partnered Globally to show the impact Industry 4.0 can have on business with data and research, this needs to be leveraged locally in Maryland. This legislation will enable our organization to continue to assist our Maryland Businesses in making advancements with Industry 4.0, continuous improvement, and growth.

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.

Should you need my assistance in any way please feel free to contact me directly.

Best Regards,
Jennifer Ralston

Jennifer Ralston

CEO & President
Lean Six Sigma Master Black Belt & Lean Sensei



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