



*A family tradition of quality and great taste.*

February 17, 2023

Dear Senator Ferguson, Delegate Clippinger, Delegate Lewis and Delegate Edelson:

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 ninety year old family owned Maryland manufacturer of condiments, sauces & ingredients, we need this type of support to compete on a national level with much larger businesses. This legislation will enable our organization to invest in automation to allow us to do more in our existing space to keep our costs down and output up.

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,

A handwritten signature in black ink that reads "Philip Tulkoff". The signature is written in a cursive style.

Philip Tulkoff  
President

**Manufacturing is essential; because you can't eat FaceBook!!**