



**ALLEGANY COLLEGE**  
of MARYLAND  
OFFICE OF THE PRESIDENT

To the Honorable Members of the Senate Finance Committee:

**Makerspace Initiative Pilot Program**  
**Statement of Support by Allegany College of Maryland**  
**Bill # SB0453**

Allegany College of Maryland is a public two-year community college helping to meet the education and workforce development needs of our region. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

The future of the region's well-being is dependent on having an educated and skilled workforce and Allegany College of Maryland is committed to serving as the educational partner to meet this need. The College works collaboratively to create better economic development opportunities and provide the education, job training, and career preparation services needed by our residents. We will also closely work to expand current programs and create new training programs to meet the needs of our community.

This space will be one more tool that will allow for innovation, creativity, and imagination that will help to foster entrepreneurial spirit and support small business development and expansion. In addition, the College will continue to work closely with Allegany County, our closest partner, to collaborate on future training needs and external funding resources that will expand and enhance this space for our region.

Allegany College of Maryland and Allegany County Government stand together in sending a clear message to individuals, small businesses, and entrepreneurs from across the east coast and beyond that we are available and prepared to support future business creation and expansion.

Allegany College of Maryland has already and continues to have a diverse impact in our region.

- a. Western Maryland Works Workforce Development training opened its doors January 2020, with Advanced Manufacturing Training including: Shielded Metal Arc Welding, Mig/Tig Welding, Machining, Advanced Machining, Industrial Maintenance.
- b. Nearly 150 students have been trained completing over 500 national certifications in this short period of time while mitigating a Pandemic. These numbers include 70 displaced VERSO workers as a result of the closing of that plant June 2019.
- c. Workforce Development Training has been expanded in 2022 to include: Robotics, Additive Manufacturing, and Pipe Welding.

**CYNTHIA S. BAMBARA, PRESIDENT**

301-784-5270 | 301-784-5050 (Fax) | [cbambara@allegany.edu](mailto:cbambara@allegany.edu)

- d. An AAS in Engineering-Automated Manufacturing Technology has been approved by MHEC and is scheduled to begin August 2022. The 66-hour program will not only provide an AAS degree, but students will be eligible to earn up to 25 National Credentials including: NIMS Machining, FANUC/NOCTI Robotics, Stratasys Additive Manufacturing, and Autodesk CAD/CAM Associate.
- e. Western Maryland Works has also partnered with the Allegany County Public School System (ACPS) to offer Machining and Engineering in the WMW lab to juniors and seniors during the school year. Students in this program will earn 36 credits toward the AAS in Engineering.
- f. Local IBEW Workers utilize the Welding Lab on weekends.

Through various funding streams Allegany County and Allegany College of Maryland have partnered to equip the makerspace portion of Western Maryland Works. The well-equipped makerspace is set to open Spring 2022 and will include: Additive Manufacturing, Digital Fabrication, Woodworking, Welding, and Machining.

Allegany College of Maryland strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

#### **Economic Impact**

In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.

Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### **Educational Impact**

In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes. 5 locations could educate 6,700 adults and 850 youth annually.

#### **Emergency Resilience**

Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

## **Workforce Development**

In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.

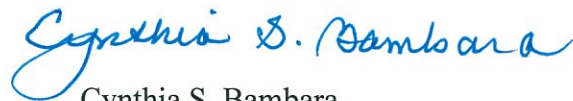
5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Allegany College of Maryland encourages a favorable vote on SB.

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Sincerely,



Cynthia S. Bambara,  
President



**BALTIMORE CITY COUNCIL**  
KRISTERFER BURNETT, 8<sup>TH</sup> DISTRICT

Room 552, City Hall  
100 N Holliday Street  
Baltimore, Maryland 21202  
Office (410) 396-4818  
Fax (410) 396-4828

Makerspace Initiative Pilot Program  
Statement of Support by Baltimore City Councilmember Kristerfer Burnett  
Bill # SB0453

Greetings Members of the Finance and Budget and Taxation

My name is Kristerfer Burnett and I serve on the Baltimore City Council representing the 8th City Council District in Southwest and Northwest Baltimore City. My district is home to Edmondson-Westside High School in which many students benefit from several trade programs offered at it's Westside Skills Center. My office is working with school leadership to formalize a partnership with OpenWorks to expand these offerings to students and the surrounding community, as we've seen the amazing work they've done across the city of Baltimore to expand access to makerspaces.

I'm confident that neighborhoods just like mine can benefit from makerspaces, especially as they work to recover from the interconnected economic, educational, and health issues produced by the Covid-19 pandemic. Additionally, by establishing a network of public makerspaces, additional operational efficiencies and financing opportunities will be scaled. The proposed legislation establishes a non-renewable fund, to be administered by TEDCO, to assist the expansion and establishment of further makerspaces in Maryland, effectively scaling back the existing impacts of Open Works' current location. Creating a five-location network would have the following effects:

**Economic Impact**

In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000. Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes. 5 locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience**

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**Workforce Development**

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Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, I'm encouraging the committee to vote in favor of SB0453

A handwritten signature in black ink, appearing to read "K. Burnett".

Kristerfer Burnett  
Councilmember – 8<sup>th</sup> District  
Baltimore City Council



**BRANDON M. SCOTT**  
MAYOR

*Office of Government Relations  
88 State Circle  
Annapolis, Maryland 21401*

**SB 0453**

February 2, 2022

**TO:** Members of the Finance and Budget & Taxation Committees

**FROM:** Natasha Mehu, Director of Government Relations

**RE:** Senate Bill 0453 – Maryland Makerspace Initiative Program

**POSITION: Support**

Made In Baltimore is a program of the Baltimore Development Corporation that supports makers and manufacturers in Baltimore City. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland.

Chairs Kelly and Wilson, Vice Chairs Feldman and Crosby, and Members of the Committees, please be advised that the Baltimore City Administration (BCA) **supports** Senate Bill (SB) 0453.

Made In Baltimore has had diverse impacts. In our three years in operation, we have built and supported a community of over 300 makers, manufacturers, retailers, and makerspaces that collectively round out Baltimore's 'maker economy'. This community employs over 1,450 people and generated over \$34M in revenue in 2020. Our efforts to help this community grow jobs and revenue for the people of Baltimore are supported by the offerings at Open Works. Many of our member businesses have utilized the shop space, studio space, and course offerings at their facility; some of whom have 'graduated' out of Open Works and into formerly vacant industrial buildings elsewhere in town. We frequently partner with Open Works to offer business support services including workshops, product photography events, and vending opportunities.

Made In Baltimore strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding

opportunities, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

#### Economic Impact

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### Educational Impact

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- 5 locations could educate 6,700 adults and 850 youth annually.

#### Emergency Resilience

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

#### Workforce Development

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

We respectfully request a **favorable** report on Senate Bill 0453.



January 31, 2022

BALTIMORE

COLLEGETOWN

NETWORK

P.O. Box 11049  
Baltimore, MD 21212  
410.532.3035  
BaltimoreCollegetown.org

COLLEGE MEMBERS

Community College  
of Baltimore County  
Coppin State University  
Goucher College  
Johns Hopkins University  
Loyola University Maryland  
Maryland Institute  
College of Art  
Morgan State University  
Notre Dame of Maryland  
University  
Stevenson University  
Towson University  
University of Baltimore  
University of Maryland,  
Baltimore  
UMBC

AFFILIATE MEMBERS

Baltimore City  
Baltimore County

Re: Letter of Support for Senate Bill 453  
Stance: Support

Dear Esteemed Members of the Committee,

On behalf of the members of the Baltimore Collegetown Network, thank you for the opportunity to support Senate Bill 453, which creates the Maryland Makerspace Initiative Pilot Program, creating a network of public makerspaces.

The Baltimore Collegetown Network includes 120,000 students. Every three years we conduct a survey of those college students, which includes the question, "*How likely are you to stay in Baltimore after you graduate?*" In the 2018 results, only 36% of students responded they were "definitely likely" to stay after graduation. Each year, Baltimore Collegetown institutions confer nearly 300 degrees specifically in manufacturing and related fields. Maryland has the local talent from colleges and universities, and makerspaces, like Open Works, serve as the vehicle to retain talent.

Maryland benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Creating a network of public makerspaces will scale operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact:** In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000. Additional locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact:** In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes. More locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience:** Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development:** In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators. Adding locations provides the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and start-up activity. For these reasons, Baltimore Collegetown encourages a favorable vote on **SB0453**.

Kindest regards,  
Kirsten Brinlee, Executive Director  
[kab@BaltimoreCollegetown.org](mailto:kab@BaltimoreCollegetown.org)

**Makerspace Initiative Pilot Program  
Statement of Support by the Baltimore Arts Corporation  
Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

Established in 2012, the Baltimore Arts Realty Corporation (BARCO) is a nonprofit real estate development corporation focused on transforming undervalued real estate into attractive and affordable spaces for Baltimore's creatives, innovators, and entrepreneurs. BARCO's vision is to build a network of arts hubs, innovation centers, performance venues and creative co-working spaces that become powerful platforms for creativity and community building.

In 2016, we completed the \$11.5 million renovation of Open Works, a 34,000 square foot nonprofit makerspace serving the greater Baltimore community. Open Works provides an opportunity for Baltimoreans to hone 21<sup>st</sup> century skills and develop small businesses in woodworking, welding and textiles and a full array of digital fabrication technologies. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

BARCO strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

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## Workforce Development

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, the Baltimore Arts Corporation encourages a favorable vote on SB0453.



Leon F. Pinkett, III  
Executive Director/CEO  
The Baltimore Arts Realty Corporation (BARCO)

## **Makerspace Initiative Pilot Program**

### **Statement of Support by Coppin State University Center for Strategic Entrepreneurship**

**Bill # SB0453**

**Senate Finance Committee Hearing February 15, 2022, 1 PM**

Coppin State University (CSU), College of Business (COB), Center for Strategic Entrepreneurship (CSE) is an innovation and information resource center for entrepreneurs, startups, and small business owners. Our programs provide economic development, education, and community innovation support with special attention to sectors that offer high potential for advancing economic mobility such as manufacturing, real estate, and P-20 pathway programs. Centrally located in West Baltimore, the center's mission is to "advance the social and economic impact of entrepreneurial activities in the community through education, research, publication, and service."

The CSE has had diverse impacts. Our annual Economic Inclusion Conference @ Coppin (EICAC), collaborations with the Small Business Development Center (SBDC) and PNC Bank to offer startup technical assistance, Westside on the Rise Webinar Series, agreement to launch the New Psalmist Future Founders Literacy Program, Coppin Entrepreneurship Organization for Students (CEOs), Entrepreneurship & Innovation Certificate program, and other initiatives represent a partial list of programs designed to help improve socioeconomic outcomes. CSE support of makerspaces is demonstrated in our 2019 report of the first three years of Open Works' operation entitled, "Turning Makerspaces into Greater Places: An Organizational Assessment and Economic Impact Study." Support is further evidenced in our 2020 case study entitled "A Makerspace's Rapid Response to the COVID-19 Pandemic," which chronicled the organizations production of 28,000 face shields in 56 days.

The CSE strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

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#### **Emergency Resilience**

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### **Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, the CSU Center for Strategic Entrepreneurship encourages a favorable vote on **SB0453**



**Makerspace Initiative Pilot Program  
Statement of Support by Cristo Rey Jesuit High School  
SB0453  
Senate Finance Committee Hearing February 15, 2022, 1 PM**

Cristo Rey Jesuit High School is a co-ed, college-prep high school located in Baltimore City with a mission to provide access and opportunity to Baltimore City students from families with limited economic means many of which reside in highly distressed zip codes.

Cristo Rey Jesuit has had diverse impacts. Since inception, 100% of Cristo Rey Jesuit's approximately 700 graduates have been accepted into college. Over 90% remain in the Baltimore region to complete their studies, enter careers, and become our next generation of leaders. At OpenWorks, our students learn and are exposed not only to the hard skills necessary for creating and making, but, more importantly, to the mindsets of agency, innovation, and entrepreneurship.

Cristo Rey Jesuit strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

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**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Cristo Rey Jesuit encourages a favorable vote on [\[bill number\]](#).

CUMBERLAND ECONOMIC DEVELOPMENT CORPORATION  
15 South Centre Street, Cumberland MD 21502  
(301) 722-4173

January 27, 2022

SB 453 - Economic Development – Maryland Makerspace Initiative Program  
Statement of Support by the Cumberland Economic Development Corporation (CEDC)

The Cumberland Economic Development Corporation is a nonprofit organization focused on supporting economic development and property/community development in the City of Cumberland, Maryland.

The CEDC strongly believes communities in Maryland can derive benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location in Baltimore. Creating a network of five locations would have the following impacts:

Economic Impact

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Educational Impact

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### Emergency Resilience

- Based on Open Works' experience with Makers Unite, a civil manufacturing reserve to provide supply chain resilience could be organized in case of natural disaster, terror attack, or pandemic.

### Workforce Development

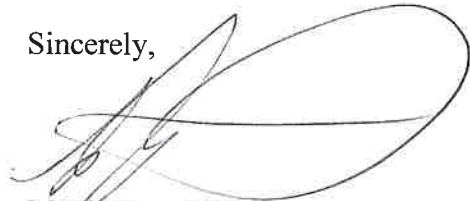
- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, West Virginia and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, the Cumberland Economic Development Corporation encourages a favorable vote on SB 453.

Thank you for your consideration.

Sincerely,



Matthew B. Miller  
Executive Director





**Makerspace Initiative Pilot Program**  
**Statement of Support by Digital Harbor Foundation**  
**Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

Digital Harbor Foundation is a 501(c)(3) not-for-profit committed to providing digital equity for all. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

Digital Harbor Foundation provides youth maker-based education and employment opportunities in Baltimore and throughout Maryland, helps other educators and youth-serving organizations develop and implement their own maker-based technology programming, and provides capacity building to other organizations working to bridge the digital divide. Since 2013, more than 6,000 Baltimore youth have participated in our maker out-of-school-time education and employment programs, over 1,000 formal and informal educators have participated in maker-based professional development, and 15 municipal Parks and Recreation departments, youth-serving nonprofits, and other community organizations have received personalized support in creating their own makerspaces.

Digital Harbor Foundation strongly believes other communities in Maryland can derive concrete benefits by building makerspaces, especially as communities build back from interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts such as those of Open Works. It is our understanding and belief that creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

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**Workforce Development**

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- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Digital Harbor Foundation encourages a favorable vote on SB0453.



**Early Charm Ventures LLC**  
1100 Wicomico Street, Suite 323  
Baltimore, MD 21230  
[www.earlycharm.com](http://www.earlycharm.com)

Makerspace Initiative Pilot Program  
Statement of Support by Early Charm Ventures  
Bill # SB0453  
Senate Finance Committee Hearing February 15, 2022, 1 PM

Early Charm Ventures creates, owns and operates ventures that convert science into tangible products.

Our >20 portfolio companies have licensed intellectual property from a broad cross section of Maryland based research institutions, manufacture products in Baltimore for export around the world, and employ more than sixty people in Baltimore.

Our company has benefited from proximity to Open Works in a number of ways.

- 1) The ready availability of fabrication equipment allows us to rapidly prototype as we develop new products.
- 2) We have hired people who obtained their machine skills at Open Works.
- 3) We have purchased products and services from companies that operate out of Open Works.
- 4) Open Works contributes to the larger creative community resulting in a more interactive and creative environment for our inventors.

We know that manufacturing and innovation companies in communities around Maryland can derive similar benefits by proximity to makerspaces.

Constructing a makerspace network would accelerate Maryland's national leadership role in the innovation economy. It will have a direct impact on economic growth through workforce development, STEM educational excellence, disaster preparedness, and startup activity.

Sincerely,

A handwritten signature in black ink that reads 'Ken Malone'.

Ken Malone

Executive Officer

410.929.2305





**Early Charm Ventures LLC**  
1100 Wicomico Street, Suite 323  
Baltimore, MD 21230  
[www.earlycharm.com](http://www.earlycharm.com)



# Makerspace Initiative Pilot Program

## Statement of Support by Fearless

### Bill # SB0453

Senate Finance Committee Hearing date: February 15th, 2022, 1 PM

Fearless is a full stack digital services firm in Baltimore with a vision of creating a world where good software powers the things that matter. We fulfill that vision by building software with a soul. Fearless delivers innovative and human-centered digital services to the government and transforms organizations so they can increase their impact on communities. Throughout our 13 years in business, Fearless has grown to \$60 million and nearly 200 employees,, implementing new technologies and creating jobs and opportunities in Maryland.

Fearless strongly believes other communities in Maryland can derive similar benefits by building makerspaces as entrepreneurial, creative, and technical workforce development hubs. Creating a network of public makerspaces will scale operational efficiencies and funding opportunities, providing opportunities to communities throughout the state. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location in Baltimore City.

## Creating a network of five locations would have the following impacts:

### Economic Impact

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
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### Educational Impact

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.



## Emergency Resilience

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

## Workforce Development

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- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Fearless encourages a favorable vote on SB0453.

Delali Dzirasa  
CEO  
Fearless

**Makerspace Initiative Pilot Program  
Statement of Support by Impact Hub Baltimore  
SB0453**

Impact Hub Baltimore is a community of entrepreneurs and innovators advancing equity and civic wealth in Baltimore City. We operate a space for the city's change leaders to work, meet, and gather in the heart of Station North with the aim of supporting grassroots leaders, small business owners, and creatives to sustain and scale their work. We fulfill our mission by offering skill-building programs for entrepreneurs, facilitating connections, and managing an inspiring workspace that adapts to community needs.

Impact Hub has had diverse impacts. Since our founding, we have engaged 15,000+ entrepreneurs, creatives, and grassroots leaders through our memberships and programming. We have also built an extensive partner network and guided over \$18M in business resources. Our program participants and members have developed storefronts; renovated vacant buildings; built housing; grown jobs; and shaped systems. Open Works and the larger maker community have been integral economic engines for growing locally-owned enterprises and for building businesses that reinvest in Baltimore neighborhoods.

Impact Hub Baltimore strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Impact Hub Baltimore encourages a favorable vote on **SB0453**.

Sincerely,

A handwritten signature in black ink, appearing to read "Michelle", with a long, sweeping horizontal line extending to the right.

Michelle Geiss  
Executive Director  
**Impact Hub Baltimore**



## **Makerspace Initiative Pilot Program**

**Statement of Support by Innovation Works, Inc.**

**Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

Innovation Works, Inc. (IW) is a Baltimore City based nonprofit with a mission to reduce Baltimore's racial wealth divide and build sustainable neighborhood economies. We fulfill that mission by providing an array of programs and services that support social enterprises seeking to create jobs and address the needs of communities in Baltimore.

IW closed out its Fiscal Year 2021 with 127 active social enterprises in its pipeline. A volunteer group of 71 executive mentors contributed 2,211 hours of time to support the enterprises in their growth efforts. In addition, IW's impact investment subsidiary (Ignite Capital) invested a total of \$340K (microgrants and loans) and attracted an additional \$640K in co-investments from partner stakeholders. IW has been based at the Open Works facility since its inception and has been a strategic partner with Open Works on several efforts, including Makers Unite – the effort to manufacture PPEs at the height of the pandemic to meet institutional and community needs. Lastly, a number of social enterprises supported by IW make up the membership body of makers and manufacturers in Baltimore.

IW strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

### **Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

### **Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

### **Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

### **Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech

Insert Organization Footer Here

companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Innovation Works encourages a favorable vote on Bill #SB0453.



**Makerspace Initiative Pilot Program  
Statement of Support by KID Museum  
Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

KID Museum is Maryland's pioneering educational makerspace for youth that provides hands-on STEAM (Science, Technology, Engineering, Arts, and Mathematics) learning experiences. In close collaboration with Montgomery County Public Schools (MCPS) and local youth development organizations, KID Museum has developed an innovative, effective array of maker learning programs to support youth of diverse backgrounds and bolster their academic and social-emotional skills. When students participate in KID Museum, they are gaining connections to key industries in computer science, engineering, bio sciences, and more, preparing them for college and career opportunities aligned with a variety of industries in Maryland.

Despite ongoing challenges with the pandemic, KID Museum has stepped up its level of service and continued to bring meaningful maker learning to kids, families, and the broader community. Over the past two years, we tripled the number of elementary and middle school students served through our partnership programs with MCPS, prioritizing those students hardest hit by the pandemic. In the last six months alone, we have served more than 6,200 students in intensive, standards-aligned educational programs, with 65% of students coming from schools with high rates of Free and Reduced Meals. Research conducted by a national research institute reports that 75% of students participating in KID Museum programs report increased engagement in STEM fields.

KID Museum strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to recover from the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing



reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, KID Museum encourages a favorable vote on Bill # SB0453.





## CARE BRAVELY

SB453 - Economic Development – Maryland Makerspace Initiative

Senate Finance Committee – February 15, 2022

Testimony of Marianne Navarro, Director, Community Development, LifeBridge Health

Position: **SUPPORT**

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**Background:** LifeBridge Health is the parent company of Sinai Hospital of Baltimore, Northwest Hospital, Carroll Hospital Center, and Grace Medical Center (formerly Bon Scours Hospital). LifeBridge Health, through its various subsidiaries, provides a broad range of health care services to residents of Baltimore City and surrounding counties. LifeBridge is unique a unique major healthcare institution in that it maintains a dedicated team solely focused on community development and social determinants of health, valuing educational outcomes, workforce development opportunities, and a strong businesses environment as paths to better health and revitalization in the communities we serve.

**Hospital Role:** LifeBridge Health strongly believes that local communities across Baltimore and Maryland can derive benefits from operating and building makerspaces, especially as communities struggle to confront interlocking economic, educational, and health challenges triggered and exacerbated by the Covid-19 pandemic. When possible, LifeBridge Health seeks out local businesses to provide goods and services in both our public areas, such as cafes and gift shops, but also in other areas of our supply chain that meet our health care delivery needs. We partner with local schools to promote career exploration in the health sciences to build a workforce pipeline. Makerspaces could contribute to more opportunities to expose students and local businesses to makerspaces and also create a more predictable local supply chain for jurisdictions, schools, businesses, the general public, and health care providers, especially during challenging times like we have experienced during the Covid-19 pandemic.

Early in the pandemic, LifeBridge Health mobilized PPE production to meet our needs for face shields, masks, and gowns while also utilizing local expertise for self-production knowledge, supplies, and equipment. We also purchased a small number of locally produced fabric masks from local makers.

The proposed Makerspace Initiative Pilot Program legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location.

Constructing a makerspace network would immediately catapult Maryland, and the Baltimore region, into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities for these vital spaces. These factors are important components in the ongoing health of the community, including those served by LifeBridge Health.

For all of the foregoing reasons, I urge you to **SUPPORT** a favorable vote on SB0453.

Contact: Martha D. Nathanson, Esq.  
Vice President, Government Relations & Community Development  
[mnathans@lifebridgehealth.org](mailto:mnathans@lifebridgehealth.org)  
Mobile: 443-286-4812



## Makerspace Initiative Pilot Program

### Statement of Support by Maryland Manufacturing Extension Partnership (MD MEP)

SB0453

Senate Finance Committee Hearing February 15, 2022, 1 PM

MD MEP is a non-profit organization focused on growing and strengthening Maryland's manufacturing industry. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland. Maryland MEP has had diverse impacts and over the last 12 months, Maryland MEP clients have self-reported over \$285 million in economic impact and 2,100 jobs. At Maryland MEP, we see the direct benefits of creating innovative makerspaces every day with our clients and the overall positive impact it has on Maryland's manufacturing industry.

Maryland MEP strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

#### Economic Impact

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### Educational Impact

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

#### Emergency Resilience

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

#### Workforce Development

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Maryland MEP encourages a favorable vote on SB0453.

Dorothy Jones-Davis, Ph.D  
Executive Director  
Nation of Makers  
110 University Blvd #752  
Silver Spring, MD 20918  
Tel: 202.495.0873  
[dorothy@nationofmakers.us](mailto:dorothy@nationofmakers.us)



**NATION OF  
MAKERS**

**Statement of Support by Nation of Makers**

**SB0453 - Makerspace Initiative Pilot Program**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

Nation of Makers is a national nonprofit, located in Silver Spring, MD, committed to supporting America's maker organizations through community building, resource sharing, and advocacy. Much of the work we do takes place locally, on the state and regional level, supporting local maker organizations and ecosystems to enhance the impact of the maker movement nationally. Our Nation of Makers' Champions program identifies local leaders who are championing the maker movement in their region, and supports them as they foster a local ecosystem that not only furthers the maker movement, but also the economic, social, and cultural impact that maker organizations have on the local economy. In support of our mission, we are proud to partner with local maker organizations, such as Open Works, who are having a significant economic/social/cultural impact within their community, to create opportunities for all Americans to succeed through making where they live.

Open Works, in particular, has quickly grown into a national leader in the maker movement. This impactful makerspace has set a new precedent for the ability of makerspaces to deliver economic impact, diversified a field that has historically low representation of ethnic and racial minorities and women, and delivered high-quality educational programming in fabrication, design, and entrepreneurship to learners of all ages and backgrounds in Maryland. In a field with limited documented best practices, Open Works has developed a valuable set of operational competencies that can help other municipalities in Maryland derive similar economic, social, and educational benefits from the makerspaces within their community.

Additionally, in the midst of the COVID-19 pandemic, Open Works has demonstrated the tremendous capacity and value of local makerspaces to serve their communities. Facing unprecedented medical supply shortages, Maryland found itself in a similar situation as the rest of the United States. Makers, makerspaces, and maker groups responded across the country to fill critical supply

shortages and to provide PPE for healthcare and essential workers, and our most vulnerable communities in need - producing and distributing over 37 million units of medical supplies domestically within the United States. I'm proud to report that, as a part of this incredible effort, Open Works, through its Makers Unite program, produced 28,270 face shields over 55 days for over 100 Maryland clients, from local hospitals to federal agencies.

The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. This legislation will help other new organizations increase their ability to deliver high-quality just-in-time services to communities in need, quickly scale their audience, and produce sustainable, grassroots economic growth. Furthermore, this bill will help ensure the financial viability of public-facing makerspaces in Maryland by providing operational support that can be leveraged for greater growth, productivity, and private fundraising. In particular, creating a network of five locations could have the following impacts:

### **Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations could produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

### **Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

### **Impact on Emergency Resilience**

- Based on Open Works' experience with *Makers Unite*, Open Works could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

## **Impact on Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations could provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

We are proud of the work that Open Works is doing within the great state of Maryland, and we are excited for the promise of SB0453 and the positive economic impact it will have on the entire state. Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity. For these reasons, Nation of Makers encourages a favorable vote on SB0453.

Sincerely,

A handwritten signature in black ink, appearing to read 'D. Jones-Davis', with a large initial 'D' and a stylized, flowing script.

Dorothy Jones-Davis, PhD  
Executive Director, Nation of Makers



# NATION <sup>OF</sup> MAKERS

## Makerspace Initiative Pilot Program

### Statement of Support

#### Senate Bill 0453

#### Senate Finance Committee Hearing February 15, 2022, 1 PM

Claire Cocciolo  
**Maryland State Representative**  
*Nation of Makers*

The **MD State Representative of Nation of Makers** is committed to expanding maker based learning opportunities in makerspaces for K-12, higher education and workforce development, and strengthening local resiliency by promoting community collaboration across a wide spectrum of partners, contributors and practitioners.

In this capacity, the **MD State Representative** informally consults and collaborates with groups such as University of Maryland Makerspace Initiative in College Park, public and independent school-based makerspaces, public library system makerspaces, out-of-school time community partners and funding agencies. It models the community-building and collaboration practice of Open Works in its endeavors.

Open Works has quickly grown into a national leader in the maker movement, setting new precedents on the ability for makerspaces to deliver economic impact; diversifying a field that has been historically unrepresentative of minorities and women; and delivering high-quality educational programming in fabrication, design, and entrepreneurship to learners of all ages. In a field without widely documented best practices, Open Works has developed a valuable set of operational competencies that can help other communities in Maryland derive similar economic and educational benefits from makerspaces.

The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the dissemination of Open Works' best practices to other makerspaces and municipalities establishing makerspaces in the State of Maryland. This will help other new organizations increase their ability to deliver high-quality services to communities in need, quickly scale their audience, and produce sustainable, grassroots economic growth. Further, this bill will help ensure the financial viability of public-facing makerspaces in Maryland by providing operational support that can be leveraged for greater growth, productivity, and private fundraising.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, the **MD State Representative for Nation of Makers** encourages a favorable report on SB0453.



4709 Harford Rd. Baltimore, Maryland 21214  
[www.namentrepreneur.com](http://www.namentrepreneur.com)

## **Makerspace Initiative Pilot Program**

### **Statement of Support by National Association of Mom Entrepreneurs (formally Moms As Entrepreneurs)**

**Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

National Association of Mom Entrepreneurs (NAME) is a 501c (3) organization that provides education, advocacy, and capital for mom-owned businesses with a strong focus on underserved communities. Our goal is to break the wealth gap by directly providing a sustainable and scalable solution to generational poverty. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

National Association of Mom Entrepreneurs has had diverse impacts. NAME is the leading organization in Baltimore focusing on entrepreneurship for a marginalized community, moms. Over the past 10 years NAME has provided entrepreneurship training to over 200 mom entrepreneurs in Maryland, increased their household income by 40% and provided advocacy to help break barriers to entry in business for black moms. NAME has partnered with Open Works over the last four years to provide entrepreneurship training to mommy makers. This ultimately exposed Baltimore City moms to equipment, resources, and a network to build sustainable businesses. This opportunity has positively impacted several cohorts of mom entrepreneurs and their families by giving the tools they need to start and grow their businesses.

National Association of Mom Entrepreneurs strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

#### **Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### **Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

#### **Emergency Resilience**

[www.namentrepreneur.com](http://www.namentrepreneur.com)





- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

#### **Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, the National Association of Mom Entrepreneurs encourages a favorable vote on SB4503.

Best

Tammira Lucas, DBA  
CoFounder  
National Association of Mom Entrepreneurs  
info@maeentrepreneur.com



# OSMS

OPEN SOURCE MEDICAL SUPPLIES

February 2, 2022

RE: Makerspace Initiative Pilot Program  
Statement of Support by Open Source Medical Supplies for Bill # SB0453  
Senate Finance Committee Hearing date: February 15th, 2022, 1 PM

To Whom it May Concern:

Open Source Medical Supplies (OSMS) is a nonprofit working to empower people around the world with reliable information to keep their communities healthy and safe. We fulfill that mission by providing curated information and guidance that supports maker groups in effectively organizing fabrication and distribution efforts to meet emergency demand for medical supplies in their communities.

OSMS was founded at the start of the COVID-19 pandemic, and the resulting medical supply chain crisis, in March 2020. We created an online forum where over 70,000 makers, designers, inventors, community organizers, and medical professionals gathered to share designs and best practices for local production of a large range of, at the time, impossible-to-get medical supplies. OpenWorks was one of the leading U.S. makerspace participants in our network, responding quickly to this crisis with tools, expertise, and the capacity to organize, resulting in the production of tens of thousands of pieces of personal protective equipment to protect Baltimore's first responders and essential workers.

OSMS strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the COVID-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and future funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

#### Economic Impact

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### Educational Impact

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- Five locations could educate 6,700 adults and 850 youths annually.

#### Emergency Resilience

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.



**OSMS**

OPEN SOURCE MEDICAL SUPPLIES

#### Workforce Development

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- Five locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and will allow Maryland to better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network will immediately catapult Maryland into a national leadership role in cultivating an innovation economy and will have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Open Source Medical Supplies encourages a favorable vote on Bill # SB0453.

Sincerely,

A handwritten signature in black ink, appearing to read "Sabrina Merlo".

Sabrina Merlo  
Head of Local Response

**Makerspace Initiative Pilot Program  
Statement of Support by Open Works  
SB0453**

**Hearing before the Maryland State Senate Finance Committee February 15, 2022, 1 PM**

Open Works is a nonprofit makerspace (a public-access workshop) located in Baltimore with a mission to make tools, technology, and the knowledge to use them accessible to all. We fulfill that mission by providing affordable membership access to industrial tools, including metal/welding, woodworking, digital fabrication, sewing, electronics, 3D printing, and digital media; providing technical education in how to use these tools for all ages; and providing studio space to entrepreneurs, small businesses, nonprofits, and artists.

Open Works' diversified operating model has diverse impacts. Since 2016, 211 small businesses have leveraged our facility to create 118 jobs and \$9.9M in statewide annual economic output. Over the same period, Open Works has enrolled 4,194 adults and 411 K-12 youth in technical education programs. Our user community is 44% BIPOC, 42% female, and 8% non-binary – far more diverse than the national average of makerspace users, which is 18% BIPOC and 39% female according to the 2019 Nation of Makers census. In March 2020, Open Works stood up an emergency manufacturing project called Makers Unite, recruiting 388 volunteers across the state to help manufacture 28,270 units of PPE at a time when supply chains were overwhelmed. We activated this capacity again in 2021, producing 863 flat-pack plywood desks that were distributed for free to Baltimore City students struggling with remote learning.

Open Works strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

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**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and



Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Open Works encourages a favorable vote on SB0453.





## **Makerspace Initiative Pilot Program**

**Statement of Support by** Rebuild Johnston Square Neighborhood Org (“Rebuild Johnston Square”)

**Bill # SB0453**

**Senate Finance Committee Hearing date: February 15th, 2022, 1 PM**

Rebuild Johnston Square is a Community Organization. We fulfill that mission by providing an array of programs and services to the residents and stakeholders of Johnston Square.

Rebuild Johnston Square provides education and opportunities to the residents and stakeholders to enhance equity and improved quality of life. Open Works has been a partner in providing an educational hands on component to residents and stakeholders of Johnston Square to learn and experience makerspace opportunities in the community as well as provide community meeting space.

Rebuild Johnston Square strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works’ current location. Creating a network of five locations would have the following impacts:

### **Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
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### **Educational Impact**

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- 5 locations could educate 6,700 adults and 850 youth annually.

### **Emergency Resilience**

- Based on Open Works’ experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

### **Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic

Rebuild Johnston Square Neighborhood Org, 1207 Turpin Lane, Baltimore,  
Maryland 21202, 443-801-5772



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growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Rebuild Johnston Square encourages a favorable vote on SB0453

Makerspace Initiative Pilot Program  
Statement of Support by the Robert W. Deutsch Foundation  
Bill # SB0453  
Senate Finance Committee Hearing date: February 15th, 2022, 1 PM

The Robert W. Deutsch Foundation is a private foundation focused on economic and community development in the city of Baltimore. We provide approximately \$5,000,000 each year in grants to innovative projects and programs that benefit the citizens of Baltimore and the regional economy.

The programs we fund provide education and workforce development services for city residents, support incubator programs for small-business development, address the city's digital divide, and aid in the redevelopment of disinvested neighborhoods and communities.

The Deutsch Foundation has invested more than \$2,500,000 in the growth and development of Open Works since the program opened its doors in September, 2016. During this period, we have watched Open Works become a valued anchor institution on the east side of the city. Each year hundreds of men, women and youth develop skills in product design, prototype development and product fabrication through their access to sophisticated tools and technology. Open Works has become an economic engine for the city and state, generating significant tax revenues as a return on the investments it receives from public and private sources.

The Deutsch Foundation strongly believes other communities in Maryland can derive similar benefits by building makerspaces. The development of a state-wide network of makerspaces will multiply these economic benefits across Maryland.

We understand that the proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.

Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**ROBERT W.**  
**DEUTSCH**  
**FOUNDATION**

2519 N Charles St  
Baltimore, MD 21218  
443-275-1144  
rwdfoundation.org



#### Educational Impact

In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes. 5 locations could educate 6,700 adults and 850 youth annually.

#### Emergency Resilience

Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

#### Workforce Development

In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators. 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.


Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

The Deutsch Foundation strongly endorses the bill now before the Maryland Senate and appreciates the thoughtful consideration the Finance Committee is giving to this initiative.

  
Jane Brown  
President

**ROBERT W.**  
**DEUTSCH**  
**FOUNDATION**

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**Makerspace Initiative Pilot Program**  
**Statement of Support by SewLab USA LLC**  
**Bill # SB0453**  
**Tuesday, February 15th , 1 PM**

SewLab USA is a soft goods manufacturing company. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

SewLab USA has had diverse impacts. We work with local institutions to promote Baltimore businesses and hiring within Baltimore city, we work with makers who wish to scale up their production and with Open Works to teach classes in their industrial sewing department. We work with local and global entrepreneurs to bring their products and ideas to market with sustainable practices and creating jobs in our community. The maker community is a driving force in our city and needs space to grow and create a circular economy in order to help our city thrive.

SewLab USA strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
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**Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

Insert Organization Footer Here



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- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, SewLab USA encourages a favorable vote on bill # SB0453.

## ***StanleyBlack&Decker***

### **Testimony of Stanley Black & Decker In Support of SB 0453 Makerspace Initiative Pilot Program**

**Senate Finance Committee  
February 15, 2022**

Stanley Black & Decker employs more than 2,000 people at its facilities in Maryland and has been a mainstay in the state since Black & Decker was founded in 1910.

As part of our commitment to Maryland and our purpose, “For those who make the world,” Stanley Black & Decker is committed to helping our employees and communities, particularly the next generation, gain the skills and expertise needed to thrive in this changing world.

Stanley Black & Decker supports SB 0453, the Makerspace Initiative Pilot Program, and its worthwhile mission to create educational opportunities and develop the workforce of tomorrow all while having a significant economic impact.

In Maryland, Stanley Black & Decker empowers students and makers, especially women and people of color, to pursue careers in STEAM education and the trade skills. The company is connected with the community in Maryland, engaging in career exploration with students, sponsoring trade schools and makerspaces, and challenging the status quo of a typical career. The company partners with nonprofits like Greenlight for Girls to encourage young women to engage with STEAM education at a young age.

Stanley Black & Decker supports racial equity partners especially those working in the STEAM and trades career paths. They partner with organizations like Black Women Build, Discovery Education, and Greenlight for Girls as well as many others. The company’s yearly Maker Month campaign also showcases diverse tradespeople around the world to highlight the unique women and men who make up the trade industry. During the campaign, the company highlights resources and partners to encourage people to learn about the trades.

Stanley Black & Decker aims to inspire makers and innovators to create a more sustainable world. Our long-term goal is to inspire 10 million individuals by 2030 through upskilling, promoting vocational and skills training, fostering Science, Technology, Engineering, Arts and Math (STEAM) education and providing access to Makerspaces.

In the U.S. there are hundreds of thousands of open jobs in manufacturing, but there are not enough skilled workers to fill them. Further, according to a 2021 study by Deloitte and The Manufacturing Institute, the manufacturing skills gap could result in approximately 2.1 million unfilled jobs by 2030. As a global manufacturer of the tools that help tradespeople get the job done, Stanley Black & Decker has a responsibility to support the skilled trades and do all that it can to empower the essential builders, makers and creators who keep our society running.

We recognize that our own workers, as well as those in the communities where we live and work, will require education, learning, upskilling and experience to ensure they can thrive in this new context. We are committed to helping employees and people of the world gain the skills and expertise needed to secure jobs and revitalize communities.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Stanley Black & Decker encourages a favorable vote on SB0453.



**Makerspace Initiative Pilot Program**

**Statement of Support by UpSurge Baltimore**

**Bill # SB0453**

**Senate Finance Committee Hearing February 15, 2022, 1 PM**

Turnaround Tuesday (TAT) is a community-based program that works directly with the underemployed, unemployed, and returning citizens to find work, and to become leaders in their workplaces and their neighborhoods. TAT started in 2014 and over that time period we have found living wage employment for over 1200 people. TAT leaders have participated in many civic endeavors including fighting for after school funding, helping to create training and employment opportunities as community health workers and peer support specialists, and developing their own projects in their communities with our support.

We stand in support of this bill because programs like Open Works and the leadership of Mr. William Holman have been an absolute benefit for our organization. They have hired several of our participants, many have taken their classes, and we have discussed over the past several years an opportunity to open scholarships for those who are interested in entrepreneurship. At the start of the pandemic, we received a call from Mr. Holman saying that he wanted Open Works to do something for the community in this great time of need. He asked if we knew families from the neighborhood school who needed desks for students, and the need was great so Open Works began a project to build those. Open Works then began an operation to create masks and Personal Protective Equipment for the community all at no cost.

Open Works is more than a makerspace as in our organizing experience, Open Works opens their space to support the including monthly meetings for the Johnson Square community, community trainings, wifi access; it is a space where all are welcomed. Personally, I remember one day at Open Works running into one of my former colleagues with her two sons, one of which had been a part of Open Works for over a year in the woodshop. Her son is a person with disabilities and she said, "Open Works has been a life changer for my family he loves to come and use his hands to make things and the people are simply wonderful." Every community needs an institution where people can come together, have coffee, purchase local community products, with all types of training, from wood making or carving to industrialized sewing along with entrepreneurship opportunities, exhibits, and competition. It is an incredible place!

Turnaround Tuesday strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped

Turnaround Tuesday Inc.  
1601 E. Preston Street  
Baltimore, MD 21213  
[www.turnaroundtuesday.org](http://www.turnaroundtuesday.org)



\$450,000.

- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

#### **Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

#### **Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

#### **Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, Turnaround Tuesday encourages a favorable vote on SB0453.

Terrell Williams

CoDirector, Turnaround Tuesday Inc.  
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## SB 453 Makerspace Initiative Pilot Program

February 15, 2022  
Favorable

Chair Kelly, Vice Chair Feldman and committee members, thank you for the opportunity to share our position on Senate Bill 453. Senate Bill 453 would establish the Maryland Makerspace Initiative Program in the Maryland Technology Development Corporation and establish the Maryland Makerspace Initiative Fund. The purpose would be to encourage the establishment and expansion of makerspaces throughout Maryland.

The University of Baltimore is a higher education institution located in Baltimore, Maryland with a mission to offer career-focused education for aspiring and current professionals, providing the region with highly educated leaders who make distinctive contributions to the broader community. We fulfill that mission as the premier regional university for career advancement, where leaders grow, thrive and learn to apply their skills for solving local and global challenges.

The University of Baltimore has had diverse impacts. We are dedicated to student growth and success, pursuit of knowledge, community and civic engagement, diversity, equity, and inclusion. The Center for Entrepreneurship and Innovation (CEI) has worked closely with Open Works, encouraging student entrepreneurs to learn specific “maker skills” there, running workshops for members of Open Works, mentoring, and advising businesses located there and collaborating on entrepreneurship competitions.

The University of Baltimore was founded by Baltimore entrepreneurs in 1925 and continues to encourage entrepreneurship in all its programs. Over the past 5 years, the Center for Entrepreneurship and Innovation (CEI) which is housed in the Merrick School of Business has:

- supported the efforts of more than 850 would-be founders, on a one-time or ongoing basis, to discuss, validate and, in many cases, launch a new business venture
- helped more than a half-dozen companies raise approx. \$2 million in funding and sales and employ several dozen people.
- assisted (with participation from faculty and industry mentors) around 40 students to develop and possibly launch their own businesses through the Entrepreneurship Fellows program, with a full two-year scholarship and a stipend supported by the Philip E. and Carole R. Ratcliffe Foundation
- provided more than \$125,000 in prize money to more than 60 participants in our two annual investor pitch competitions, the Leonard and Phyllis Attman Competitive Business Prize and Rise to the Challenge

The University of Baltimore strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works’ current location. Creating a network of five locations would have the following impacts:





**Economic Impact**

- In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.
- Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.

**Educational Impact**

- In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.
- 5 locations could educate 6,700 adults and 850 youth annually.

**Emergency Resilience**

- Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

**Workforce Development**

- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.

Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, The University of Baltimore encourages a favorable committee vote on Senate Bill 453. .



Murray  
Murray M Dalziel, Ph.D.  
Dean, Merrick School of Business  
The University of Baltimore

## Makerspace Initiative Pilot Program

### Statement of Support by UpSurge Baltimore

Bill # SB0453

Senate Finance Committee Hearing February 15, 2022, 1 PM

UpSurge Baltimore is focused on propelling Baltimore into the top tier of innovation cities through a unique lens – Equitech. We actively support the local startup ecosystem with a specific focus on companies whose culture and values are grounded in diversity, who are led by underestimated founders and/or who are using innovation to broaden access or reduce societal barriers. That support includes hand-in-hand partnerships with organizations focused on entrepreneurial support and on training Baltimore's talented but often undervalued workforce, opening opportunities to engage more fully in the innovation economy. The goal is to foster more companies employing more Baltimoreans in more family-sustaining jobs.

Through its mission to make tools, technology, and the knowledge to use them accessible to all, Open Works exemplifies Equitech ideals. Since 2016, the organization has supported nearly 200 small businesses, provided education and training to nearly 4,200 adults and over 400 youth, and piloted flexible programs that address the need for an agile, technically-literate workforce in various industries. Moreover, its user community is 44% BIPOC, 42% female and 8% non-binary, statistics that exceed national averages and demonstrate the ways in which Open Works is reaching into Baltimore communities.

Across the country, communities are working hard to develop the kind of effective and sustainable makerspaces that will feed local creativity and entrepreneurship. Maryland is fortunate to have a sterling model in Open Works that we can use as the foundation of a statewide network. After all, Baltimore is not the only location that would benefit from this type of community gem. Other communities in Maryland will quickly see the kind of benefits that Open Works offers as the network expands to other corners of the state, and, as each space responds to local interests and demands, the sites will have opportunities to learn from and adapt each other's successes.

As Open Works has shared in other forums:

*The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:*

#### ***Economic Impact***

- *In 2019, state and local tax revenues generated by Open Works and associated businesses topped \$450,000.*
- *Five locations will produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup creation.*

#### ***Educational Impact***



- *In 2019, Open Works enrolled 1,339 adults and 171 youth in technical education classes.*
- *5 locations could educate 6,700 adults and 850 youth annually.*

### ***Emergency Resilience***

- *Based on Open Works' experience with Makers Unite, we could organize a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.*

### ***Workforce Development***

- *In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.*
- *5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete with Pennsylvania, Washington D.C., and Virginia.*

**As UpSurge is working to make Baltimore the country's first Equitech City, this makerspace network would help solidify Maryland's national leadership role in cultivating a broad and inclusive innovation economy. This focus on technology, entrepreneurship and innovation is essential to our state's long-term economic success, to our efforts to foster and attract startup companies, and to the ability of those companies to scale and offer jobs with family-sustaining wages and benefits.**

For these reasons, UpSurge Baltimore encourages a favorable vote on **SB0453**.

*Hilary Roxe  
Chief of Staff  
UpSurge Baltimore*





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301.334.1400 [FAX]

## **Makerspace Initiative Pilot Program Statement of Support by Western Maryland Workforce Development Board (WMWDB) SB0453**

WMWDB's role is to develop regional strategic plans and set funding priorities for their area. We fulfill that mission by providing an array of programs and services to help local manufacturers operate more efficiently, grow profitability, implement new technologies and create more jobs and opportunities in Maryland.

As the regional Workforce Board, we believe in maximizing opportunities for career potential for every person in Western Maryland. We support efforts in expanding skills and employability development as well as job placement and retention of those jobs. The Workforce Development Board is committed to achieving adequate funding and resources to accomplish the workforce development goals of our area, and therefore are pleased to offer our support on the Bill for Makerspace Initiative Pilot Program.

WMWDB strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

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### **Educational Impact**

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	301.791.3076 EXT.105		301.334.8136
	301.790.3502 [FAX] MD Relay 411	240.362.7329	301.334.1400 [FAX]

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Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy and have profound implications on the next 25 years of economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

For these reasons, WMWDB encourages a favorable vote on SB0453

Debora Gilbert  
Executive Director  
Western Maryland Consortium



January 31, 2022

**Makerspace Initiative Pilot Program  
Statement of Support by Baltimore Creatives Acceleration Network  
Bill # SB0453**

Greetings Members of the Finance and Budget and Taxation,

My name is Maggie Villegas and I am writing on behalf of the Baltimore Creatives Acceleration Network to express my support for the Maryland Makerspace Initiative Pilot Program. BCAN is a city-wide collective impact initiative launched by the Maryland Institute College of Art to foster a stronger, more equitable creative ecosystem and economy in Baltimore City by preparing, resourcing, connecting, and inspiring Baltimore's creative entrepreneurs to translate their ingenuity into mindful creative enterprises that strengthen the city. Since launching in Fall of 2017, BCAN has supported more than 1400 Baltimore creatives across 25 Baltimore City zip codes and incubated the launch of 79 creative enterprises including film and media production companies, 3D printed architectural firms, graphic design studios, tattoo shops and apparel brands. Program participants have grown their businesses to create jobs, open retail establishments, and secure partnerships with major national retailers.

BCAN's impact would not be possible without our networked approach: over 20 cross-sector partners—including Open Works—comprise our ecosystem of holistic support for creative entrepreneurs. Open Works provides accessible manufacturing space to startup creative enterprises within our network, giving them unparalleled space to build their businesses, and Open Works continues to be a key partner and leader in our city's creative economy recovery efforts.

BCAN strongly believes other communities in Maryland can derive similar benefits by building makerspaces, especially as communities struggle to dig out of the interlocking economic, educational, and health crises triggered by the Covid-19 pandemic. Further, creating a network of public makerspaces will scale additional operational efficiencies and funding opportunities. The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the expansion and establishment of further makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location. Creating a network of five locations would have the following impacts:

**Economic Impact**

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Constructing a makerspace network would immediately catapult Maryland into a national leadership role in cultivating an innovation economy, and have profound implications on the next 25 years of economic growth, workforce development, STEAM educational excellence, disaster preparedness, and startup activity.

For these reasons, BCAN encourages a favorable vote on **Bill # SB0453**.



#### **Maggie Villegas**

Executive Director  
Baltimore Creatives Acceleration Network