

SB 453 Testimony .pdf

Uploaded by: Cory McCray

Position: FAV

CORY V. MCCRAY
Legislative District 45
Baltimore City

Budget and Taxation Committee
Capital Budget Subcommittee
Health and Human Services Subcommittee



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THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

Testimony in Support Bill 453

Economic Development – Maryland Makerspace Initiative Program

Dear Chair Guzzone and the Budget and Taxation Committee,

I write to urge you to **support** Senate Bill 453. Located in my district, Open Works is a nonprofit makerspace that has beneficially impacted its surrounding community in a plethora of ways.

The team working on Open Works' development first approached me in 2015, when I was a Delegate for District 45, and we negotiated an MOU that guaranteed local hiring for the construction work. Open Works followed through on that promise, exceeding city requirements for subcontracting with minority-owned businesses and making 5 local hires.

Since 2016, I have watched Open Works grow into a jobs machine for District 45. 211 small businesses have used Open Works to create 118 jobs and \$9.9M in statewide annual economic output. But creating jobs also requires strong educational pathways, another area that Open Works has delivered, enrolling 4,194 adults and 411 K-12 youth in technical education programs since 2016.

Open Works really stood up in March 2020 when our district, our city, and our state needed them most. They recruited 388 volunteers across the state to help manufacture 28,270 units of PPE at a time when supply chains were overwhelmed. In 2021, they 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.

I truly believe the rest of Maryland would strongly benefit from having a robust network of makerspaces similar to Open Works. We have an amazing opportunity to be the first state in the nation to take on a forward-looking project like this, and it is a smart and timely investment in Maryland's future. I urge swift passage – and I am not the only one. Over 30 organizations and local governments have filed statements of support.

Here is a snapshot of Open Works' impact:

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

If enacted, Senate Bill 453 would take effect October 1, 2022.

For the aforementioned reasons, I respectfully request a favorable report on Senate Bill 453.

Thank you for your consideration.

Respectfully,

A handwritten signature in blue ink, appearing to read "Cory V. McCray". The signature is fluid and cursive, with a large initial "C" and a long horizontal stroke.

Cory V. McCray
State Senator

SB453 - Economic Development – Maryland Makerspace

Uploaded by: Dakota Matthews

Position: FAV



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Email: rmc.mda@maryland.gov
Website: www.rural.maryland.gov
Charlotte Davis, Executive Director

John Hartline, Chair

Testimony in Support of
Senate Bill 453 - Economic Development – Maryland Makerspace Initiative Program
Senate Finance Committee
February 15, 2022

The Rural Maryland Council **Supports** SB-453 - Economic Development - Makerspace Initiative Program. The bill intends to encourage growth and development of makerspaces throughout Maryland by establishing the Makerspace Initiative Program in the Maryland Technology Development Corporation. The Corporation will administer the program and partner with the Open Works Center for Advanced Fabrication Technologies in Baltimore City to provide technical assistance to nonprofit entities seeking to establish makerspaces in the State. Additionally, the Corporation will provide financial assistance for the development or expansion of makerspaces. Makerspaces are beneficial to rural communities because they provide resources that many small rural businesses do not have access to and they provide additional trade and technological education to both youth and adults.

Makerspaces provide educational, professional, and developmental opportunities to members of all ages, and are especially helpful for new and small businesses. Some of these makerspaces, such as Openworks in Baltimore City, include access to Wi-Fi, storage lockers, and a personal mailing address. Other facilities include 3D printing, a digital fabrication shop, metal shop, woodworking shop, cut and sew studio, computer lab, and facilities for electronic fabrication. In addition to the facilities and tools, makerspaces may also provide classes for youth, adults, and seniors. School systems and universities can also benefit from makerspaces. For example, Western Maryland Works has collaborated with the Allegany College of Maryland to host the college's Advanced Manufacturing, Industrial Maintenance, and Welding programs. Another example was M4Reactor collaborating with Wor-Wic Community College for a workforce training program that resulted in 77% of the students finding employment. Other Makerspaces provide science, technology, engineering, arts, and mathematics (STEAM) based classes for children as young as eight years old.

Makerspaces provide access to facilities that many would otherwise go without. These facilities give opportunities to individuals and small businesses that do not have the ability or the finances to access the resources they need to start or grow their ideas. By allowing many people to use the tools and facilities, it allows for the prices to be more affordable for small business and individuals who have not yet developed the finances to have their own materials. Promoting the growth of these local businesses also results in the production of more American made materials and the creation of more jobs as these businesses expand.

During the pandemic, many makerspaces were required to close their doors to the public as public safety restrictions were implemented. Some of these makerspaces took this opportunity to use their facilities to help their communities by creating and distributing personal protection equipment. M4Reactor, a makerspace in Salisbury, began making ear savers for masks and custom acrylic shields. Open Works of Baltimore City also took the opportunity to use their facilities to make over 28,000 face shields. Due to the positive community impacts of makerspaces, the Rural Maryland Council has provided numerous grants to makerspaces across the State through the Rural Maryland Agricultural Education Rural Development Assistance Fund.

The Rural Maryland Council respectfully asks for your **favorable** support of Senate Bill 453.

The Rural Maryland Council (RMC) is an independent state agency governed by a nonpartisan, 40-member board that consists of inclusive representation from the federal, state, regional, county and municipal governments, as well as the for-profit and nonprofit sectors. We bring together federal, state, county and municipal government officials as well as representatives of the for-profit and nonprofit sectors to identify challenges unique to rural communities and to craft public policy, programmatic or regulatory solutions.

SB0453 -- 02.15.22 - Economic Development - Makers

Uploaded by: Donald Fry

Position: FAV



POSITION STATEMENT

TESTIMONY PRESENTED TO THE SENATE FINANCE COMMITTEE

SENATE BILL 453 -- ECONOMIC DEVELOPMENT -- MAKERSPACE INITIATIVE PILOT PROGRAM

Senators McCray and Edwards

February 15, 2022

DONALD C. FRY
PRESIDENT & CEO
GREATER BALTIMORE COMMITTEE

Position: Support

Senate Bill 453 establishes the Makerspace Initiative Pilot Program in the Maryland Technology Development Corporation (TEDCO). The pilot program would award financial assistance for the establishment or expansion of makerspaces for fiscal years 2024 through 2028. The bill requires the Governor to appropriate at least \$1,000,000 annually for the Makerspace Initiative Pilot Program.

A makerspace is a collaborative work space for making, learning, exploring, and sharing that uses high tech to no tech tools. Makerspaces provide a tangible economic development and workforce training benefits because they provide students with access to experts in a variety of fields meant to nurture an entrepreneurial spirit that is so important in a modern economy. Providing students with new opportunities to learn and innovate through 21st century skills and training, including the use of real world applications for classroom concepts, is paramount. Makerspaces accomplish this by providing young people with future employment opportunities to either create new companies or find employment in a multitude of creative workplaces.

This bill is consistent with a key tenet in *Gaining the Competitive Edge: Keys to Economic Growth and Job Creation in Maryland*, a report published by the GBC that identifies eight core pillars for a competitive business environment and job growth:

Strategic and effective investments in business growth. The State must commit to substantive strategic investments, leveraged with capital assets, to nurture business and job growth. Investments should include competitive and effective tax credits, business development incentives, and tactical initiatives to nurture private investments in industry growth.

Preparing the workforce to be successful in tomorrow's economy requires innovative thinking, industry-specific training programs, and career pathways. The GBC contends that policymakers should enact legislation like SB 453 to ensure the state's workforce has well-trained workers at all skill levels.

For these reasons, the Greater Baltimore Committee urges a favorable report on Senate Bill 453.

The Greater Baltimore Committee (GBC) is a non-partisan, independent, regional business advocacy organization comprised of hundreds of businesses -- large, medium and small -- educational institutions, nonprofit organizations and foundations located in Anne Arundel, Baltimore, Carroll, Harford, and Howard counties as well as Baltimore City. The GBC is a 67-year-old, private-sector membership organization with a rich legacy of working with government to find solutions to problems that negatively affect our competitiveness and viability.

GREATER BALTIMORE COMMITTEE

Suite 1700, 111 South Calvert Street, Baltimore, Maryland 21202-6180
410. 727-2820. Fax 410. 539-5705

SB0453 Oral Testimony_Nation of Makers.pdf

Uploaded by: Dorothy Jones-Davis

Position: FAV



NATION OF MAKERS

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

Testimony by Dorothy Jones-Davis, PhD, Executive Director, 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, proudly located in Silver Spring, MD, that is committed to supporting America's maker organizations through community building, resource sharing, and advocacy.

In support of our mission, we are proud to partner with local maker organizations, such as Open Works, that 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 has quickly grown into a national leader in the maker movement, demonstrating the ability of makerspaces to deliver economic impact, diversifying a field that has seen historically low representation of ethnic and racial minorities and women, and delivering high-quality educational programming in fabrication, design, and entrepreneurship to learners of all ages and backgrounds in Maryland.

Additionally, in the midst of the COVID-19 pandemic, makers responded across the country to fill critical supply shortages, producing and distributing over 37M units of medical supplies across the U.S. For example, Open Works, through its Makers Unite program, produced 28,270 face shields for over 100 local clients, from local hospitals to federal agencies.

As a leader of the national maker movement, I know that makerspaces are critical, not only in emergencies, but also because they deliver just-in-time, accessible community-based education and training that results in new jobs, new businesses, and new avenues for economic and community prosperity.

The proposed legislation creates a non-lapsing fund to be administered by TEDCO that would support the establishment of a network of makerspaces in the State of Maryland.

Creating a network of five makerspaces across the state of Maryland could

- produce \$45M in annual economic impact, \$2.25M in annual tax revenues, and 600 jobs through direct employment and startup business creation.
- address the diverse workforce needs of manufacturers and tech companies across the state

- educate 6,700 adults and 850 youth annually, and
- create a civil manufacturing reserve to provide supply chain resilience in case of natural disaster, terror attack, or pandemic.

As the Executive Director of Nation of Makers and citizen of Silver Spring, I can say that I am very excited for the promise of Senate Bill 453 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, I encourage a favorable vote on SB453. Thank you for your time.

SB0453 Written Testimony_Nation of Makers.pdf

Uploaded by: Dorothy Jones-Davis

Position: FAV

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Executive Director
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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,

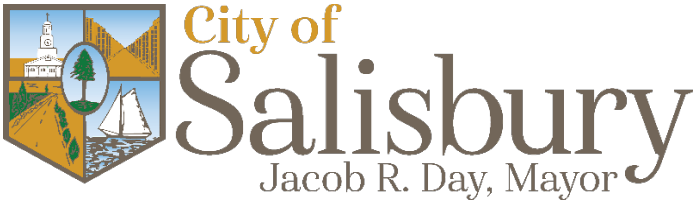
A handwritten signature in black ink, appearing to read 'D. Jones-Davis', with a large initial 'D' and a long, sweeping underline.

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

Mayor Day SB 453 FAV Testimony.pdf

Uploaded by: Jacob Day

Position: FAV



15 February 2022

Committees: Finance & Budget and Taxation

Testimony on: SB 453 – Maryland Makerspace Initiative Program

Position: Favorable

RE: Support For SB 453 – Economic Development – Maryland Makerspace Initiative Program

Dear Members of the Finance and Budget and Taxation Committees,

As you consider the merits of **SB 453**, I ask that you vote to give this legislation a **Favorable** Committee report.

Salisbury is well known as the Capital of the Eastern Shore. Home to TidalHealth, Perdue Farms, Chesapeake Shipbuilding, and Salisbury University, we are the Shore's foremost economic engine. Sharing in the success of local resources such as Salisbury University's Rommel Center for Entrepreneurship, our residents and employers alike recognize the inherent value a technical education can provide.

In addition to fostering a culture of innovative excellence, our City partners with local business and education leaders to solve real issues affecting our communities. When we learned that small businesses were struggling to procure personal protective equipment during the height of the pandemic, we partnered with M4Reactor, a local makerspace, to manufacture acrylic shields for local businesses. In response to the attention and community support this project garnered in its first round, thanks to the City's partnership with M4Reactor and with CDBG-CV funding provided by HUD, we were able to announce a second round of funding for PPE acrylic barriers. This partnership between the City and M4Reactor was a wonderful opportunity to leverage our relationship with a local makerspace to quickly respond to a community need.

The City of Salisbury strongly believes that 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. As we work to create jobs in the manufacturing sector which lost 5.5 million jobs between 2000 and 2017 according to BLS data, we recognize not only the inherent value of a technical education but the real-world impact of these jobs, which serve to help dismantle patterns of poverty. Following Chesapeake Shipbuilding's recent announcement that they will be building twelve new passenger ships for American Cruise Lines, the company announced that they intend to double the size of their workforce to meet this increase in demand. Celebrating the success of local companies such as Chesapeake Shipbuilding, our need for skilled technical and manufacturing jobs has never been greater; embracing makerspaces such as those supported by SB 453 would allow us to better connect with community members of all ages, whether they are interested in pursuing a career in manufacturing or simply embracing a new hobby.

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City of
Salisbury
Jacob R. Day, Mayor

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 additional makerspaces in the State of Maryland, significantly scaling the current impacts of Open Works' current location.

Constructing a makerspace network would help to catapult Maryland into a national leadership role by cultivating an innovation economy, which would have profound implications fostering economic growth, workforce development, STEM educational excellence, disaster preparedness, and startup activity.

I ask for your support of this legislation and request that you pass **SB 453** out of Committee with a **FAVORABLE** report.

Respectfully,



Jacob R. Day
Mayor

BaltimoreCounty_FAV_SB0453.pdf

Uploaded by: Joel Beller

Position: FAV



JOHN A. OLSZEWSKI, JR.
County Executive

JOEL N. BELLER
Acting Director of Government Affairs

JOSHUA M. GREENBERG
Associate Director of Government Affairs

MIA R. GOGEL
Associate Director of Government Affairs

BILL NO.: **SB 453**

TITLE: Economic Development – Maryland Makerspace Initiative Program

SPONSOR: Senator McCray

COMMITTEE: Finance

POSITION: **SUPPORT**

DATE: February 15, 2022

Baltimore County **SUPPORTS** Senate Bill 453– Economic Development – Maryland Makerspace Initiative Program. This legislation would establish the Maryland Makerspace Initiative Program within the Maryland Technology Development Corporation (TEDCO).

Makerspaces are modern hubs for innovation and economic development. They provide the equipment, training, and facilities for individuals to fabricate products, brainstorm with colleagues, and launch small businesses for a low fee. These spaces reduce overhead by providing equipment and offering training services and workspaces, allowing the next generation of entrepreneurs to create and innovate together. The revenues generated by makerspaces, along with the economic and workforce development benefits they provide, brings exciting new opportunities for the states and jurisdictions that invest in them.

SB 453 would create the Maryland Makerspace Initiative Program within TEDCO, which would provide funding and technical assistance for the establishment, expansion, and operation of a makerspace. This critical assistance would promote the establishment of programs to support individuals who have suffered from waning manufacturing jobs, become unemployed as a result of the COVID-19 pandemic, or who have an interest in turning their hobby into a marketable business. This bill would further Baltimore County’s efforts to invest in business ownership and workforce development.

Accordingly, Baltimore County requests a **FAVORABLE** report on SB 453. For more information, please contact Joel Beller, Acting Director of Government Affairs, at jbeller@baltimorecountymd.gov.

SB 453_FAV_MML.pdf

Uploaded by: Justin Fiore

Position: FAV



Maryland Municipal League
The Association of Maryland's Cities and Towns

TESTIMONY

February 15, 2022

Committee: Senate Finance Committee

Bill: SB 453 – Economic Development – Maryland Makerspace Initiative Program

Position: Support

Reason for Position:

The Maryland Municipal League supports SB 453. This bill establishes the Maryland Makerspace Initiative Program in the Maryland Technology Development Corporation to encourage the establishment and expansion of makerspaces throughout the State. The bill authorizes the Corporation to award financial assistance to local governments, designees of local governments, and nonprofit entities for the establishment of makerspaces in the State.

As our municipalities interface with schools and non-profit organizations to expand on existing technological and educational opportunities in their jurisdictions, many are exploring the establishment of makerspaces within their communities. These venues allow both young and old residents to interact with one another and learn new skills. This also provides an opportunity for children and young adults to experience alternative entertainment options before and after school.

The League therefore respectfully requests that this committee provide SB 453 with a favorable report.

FOR MORE INFORMATION CONTACT:

Scott A. Hancock	Executive Director
Angelica Bailey	Director, Government Relations
Bill Jorch	Director, Research and Policy Analysis
Justin Fiore	Manager, Government Relations

1212 West Street, Annapolis, Maryland 21401

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SB0453-FIN_MACo_SUP.pdf

Uploaded by: Kevin Kinnally

Position: FAV



Senate Bill 453

Economic Development – Maryland Makerspace Initiative Program

MACo Position: **SUPPORT**

To: Finance and Budget & Taxation Committees

Date: February 15, 2022

From: Kevin Kinnally

The Maryland Association of Counties (MACo) **SUPPORTS** SB 453. This bill creates a grant program to help counties, nonprofits, and other eligible applicants establish or expand makerspaces.

Makerspaces provide the space and means for community members to design, prototype, and manufacture items using tools that would otherwise be inaccessible or unaffordable, such as 3-D printers, digital fabrication machines, and computer-aided design software.

This bill establishes the Makerspace Initiative Pilot Program within the Maryland Technology Development Corporation (TEDCO) to provide matching funds to local governments, nonprofits, and other eligible applicants for the establishment or expansion of makerspaces in the state.

Under this program, counties could expect a wide range of technology improvements – from health care equipment to computer-assisted design to small-scale manufacturing technologies. The flexibility in the grant program could spark innovations that match needs of local employers or harness regional interests from different parts of the state.

The bill could stimulate economic development and promote diverse and vibrant business communities within our counties. This in turn creates jobs, contributes to enhancing quality of life, and expands the local tax base – enabling counties to better provide core services for Maryland families and businesses.

SB 453 creates an efficient and effective system for leveraging state and local resources to support creative enterprises in Maryland. Accordingly, MACo urges a **FAVORABLE** report on SB 453.

SB 453_MDCC_Economic Development - Makerspace Init

Uploaded by: Maddy Voytek

Position: FAV



MARYLAND
Chamber of Commerce

LEGISLATIVE POSITION:

Favorable

Senate Bill 453

Economic Development – Maryland Makerspace Initiative Program

Senate Finance Committee

Tuesday, February 15, 2022

Dear Chairwoman Kelley and Members of the Committee:

Founded in 1968, the Maryland Chamber of Commerce is the leading voice for business in Maryland. We are a statewide coalition of more than 5,500 members and federated partners working to develop and promote strong public policy that ensures sustained economic recovery and growth for Maryland businesses, employees, and families.

At the Maryland Chamber of Commerce, we support an educational and vocational ecosystem focused on developing, retaining, and attracting a more globally competitive workforce. We believe in strategies that seamlessly link education and workforce development and embed skills-based learning into academic instruction. We strongly believe that communities throughout Maryland can reap significant benefits by building makerspaces, especially in this incredibly tight labor market.

SB 453 would create a non-lapsing fund that would be administered by TEDCO to support the expansion and establishment of makerspaces throughout the State. It is estimated that this will produce \$45 million in annual economic impact and 600 jobs through direct employment and startup creation. Increasing the number of locations of makerspaces would also educate 6,700 adults and 850 youth annually. This will create a pipeline of skilled workers for manufacturers and tech companies across the state and allow us to compete with our neighbors. Lastly, this would provide Open Works with the opportunity to organize a civil manufacturing reserve to provide supply chain resilience which would ensure economic stability in the case of a pandemic or natural disaster.

This legislation helps to bring Maryland into a national leadership role in cultivating an innovation economy and ensure the next 25 years are filled with economic growth, workforce development, and disaster preparedness. For these reasons, the Maryland Chamber of Commerce respectfully requests a **favorable report** on **SB 453**.

MDCHAMBER.ORG

60 West Street, Suite 100, Annapolis 21401 | 410-269-0642

SB 453 - MoCo_Elrich_FAV (GA 22).pdf

Uploaded by: Marc Elrich

Position: FAV



OFFICE OF THE COUNTY EXECUTIVE

Marc Elrich
County Executive

February 15, 2022

TO: The Honorable Delores G. Kelley
Chair, Finance Committee

FROM: Marc Elrich
County Executive

RE: Senate Bill 453 – *Economic Development - Maryland Makerspace Initiative Program* – Support

I am writing to express my strong support for Senate Bill 453, *Economic Development - Maryland Makerspace Initiative Program*, which will formalize the structure of a Statewide Makerspace Program within the Maryland Technology Development Corporation. The legislation also ensures a minimum level of funding for the program for the next few years, which will allow for the growth of new Makerspace programs around the State.

Since my first visit to Open Works Baltimore City in 2019, I have been hoping to be able to replicate such an exciting program in Montgomery County. In my current capacity as the County's Executive, I have reviewed a number of innovative proposals that would create new opportunities in new industries. Many of them would be perfect candidates for the Makerspace concept.

This legislation reflects an idea whose time has come and, without a program like this, Maryland would not be capitalizing on the strengths it has to compete, regionally and otherwise. I am looking forward to competing for the resources that will be made available under this bill. I am anxious to begin the process of creating a Makerspace in the County, so that our creative and entrepreneurial youth and adults can take advantage of this modern form of manufacturing.

Senate Bill 453 is the vehicle for allowing this to occur. Therefore, I urge the committee to pass this legislation so places like Montgomery County can take advantage of the many benefits it will offer.

SB453 - Maryland Makerspace Initiative Program.Tes

Uploaded by: Marianne Navarro

Position: FAV



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**

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
Mobile: 443-286-4812

SB453_Makerspace_Support_CEBall_Final.pdf

Uploaded by: Maureen Evans Arthurs

Position: FAV



HOWARD COUNTY OFFICE OF COUNTY EXECUTIVE

3430 Courthouse Drive ■ Ellicott City, Maryland 21043 ■ 410-313-2013 Voice/Relay

Calvin Ball
Howard County Executive
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www.howardcountymd.gov
FAX 410-313-3051

February 15, 2022

Senator Delores G. Kelley, Chair
Senate Finance Committee
Miller Senate Office Building, 3 East
Annapolis, MD 21041

Senator Guy Guzzone, Chair
Senate Budget and Tax Committee
3 West, Miller Senate Office Building
Annapolis, MD 21041

Re: Testimony **IN SUPPORT** of SB 453: Economic Development – Maryland Makerspace Initiative Program

Dear Chair Kelley and Chair Guzzone,

I commend Senator McCray for introducing Senate Bill 453 which would establish a Makerspace Initiative Program within the Maryland Technology Development Corporation to encourage the establishment and expansion of makerspaces throughout our State.

Maryland's makerspaces offer our startups, small businesses, and entrepreneurs a collaborative work environment. They develop and share new products, learn about new tools and techniques, and explore ideas about the role of craftsmanship in an increasingly digitized world. I am encouraged that SB 453 would dedicate State funding from 2022-2028 to support such spaces in jurisdictions across our state.

Prior to COVID-19, I toured OpenWorks Baltimore, one of the largest nonprofit makerspaces in the country, where local small businesses and nonprofit organizations can use 34,000 square feet of fabrication shops, studio spaces, and classrooms to learn and apply new skills, launch a new business or network with other creators. This grant and member funded makerspace contributes \$9.5 million to Maryland's economy each year. A State investment in our makerspaces would not only benefit the individuals and organizations that use them but would also help grow Maryland's economy overall.

Howard County and the Town of Sykesville are partnering to create Skykesville's first makerspace on a site that previously supported industrial uses in the late 18th century. The Apple Butter Warehouse, located in South Branch Park and bordering Carroll County, is a historic facility that plans to be renovated into a makerspace for youth and adults and serve as an innovation hub and a community center. This space would not only prepare our communities for the jobs of tomorrow but would also bolster historic preservation efforts and improve tourism and quality of life in downtown Sykesville and other small towns like it.

Senate Bill 453 could provide jurisdictions like ours with additional resources to ensure that our residents, businesses, and nonprofits can tap into the power of creativity and collaboration to enhance themselves, our communities, and our State.

I welcome your partnership and a favorable report on SB 453.

All the best,

Calvin Ball
Howard County Executive

SB0453-FIN-BT-FAV.pdf

Uploaded by: Natasha Mehu

Position: FAV



BRANDON M. SCOTT
MAYOR

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

SB 453

February 15, 2022

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

FROM: Natasha Mehu, Director of Government Relations

RE: Senate Bill 0453 – Economic Development - Maryland Makerspace Initiative Program

POSITION: Support

Chairs Kelley and Guzzone, Vice Chairs Feldman and Rosapepe, and Members of the Committees, please be advised that the Baltimore City Administration (BCA) **supports** Senate Bill (SB) 453.

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.

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

*Annapolis – phone: 410.269.0207 • fax: 410.269.6785
Baltimore – phone: 410.396.3497 • fax: 410.396.5136
<https://mogr.baltimorecity.gov/>*

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

- 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.

We respectfully request a **favorable** report on Senate Bill 453.

SB0453_FAV_MTC_Eco. Dev. - MD Makerspace Initiativ

Uploaded by: Pam Kasemeyer

Position: FAV



MARYLAND TECH COUNCIL

TO: The Honorable Delores G. Kelley, Chair
Members, Senate Finance Committee
The Honorable Cory V. McCray

FROM: Pamela Metz Kasemeyer
J. Steven Wise
Danna L. Kauffman
Christine K. Krone

DATE: February 15, 2022

RE: **SUPPORT** – Senate Bill 453 – *Economic Development – Maryland Makerspace Initiative Program*

The Maryland Tech Council (MTC) is a collaborative community, actively engaged in building stronger life science and technology companies by supporting the efforts of our individual members who are saving and improving lives through innovation. We support our member companies who are driving innovation through advocacy, education, workforce development, cost savings programs, and connecting entrepreneurial minds. The valuable resources we provide to our members help them reach their full potential making Maryland a global leader in the life sciences and technology industries. On behalf of MTC, we submit this letter of **support** for Senate Bill 453.

Senate Bill 453 establishes the Maryland Makerspace Initiative Program within the Maryland Technology Development Corporation (TEDCO). Through the program, TEDCO would provide matching funds to local governments, nonprofits, and other eligible applicants for the establishment or expansion of makerspaces in the state. A makerspace is a collaborative community workspace that provides educational, professional, and developmental opportunities to individuals of all ages, and is especially helpful for new and small businesses.

Makerspaces provide access to facilities that many would otherwise go without. These facilities give opportunities to individuals and small businesses that do not have the ability or the finances to access the resources they need to start or grow their ideas. Makerspaces provide tangible economic development and workforce training benefits because they provide individuals with access to experts in a variety of fields meant to nurture an entrepreneurial spirit that is so important in our modern economy. Passage of Senate Bill 453 will advance Maryland's commitment to workforce development and enhance the ability of new organizations to produce sustainable, community-based economic growth and productivity. A favorable report is requested.

For more information call:

Pamela Metz Kasemeyer
J. Steven Wise
Danna L. Kauffman
Christine K. Krone
410-244-7000

SB453 - MD Makerspace Initiative Program - TEDCO_W

Uploaded by: Stephen Auvil

Position: FAV



**TESTIMONY PRESENTED TO THE
FINANCE AND BUDGET AND TAXATION COMMITTEES**

**SENATE BILL – 453
ECONOMIC DEVELOPMENT –
MARYLAND MAKERSPACE INITIATIVE PROGRAM**

POSITION: SUPPORT

FEBRUARY 15, 2022

The Maryland Technology Development Corporation (TEDCO) is dedicated to economic growth through the fostering of an inclusive entrepreneurial and innovation ecosystem. TEDCO discovers, invests in, and helps build great Maryland-based, technology companies.

TEDCO supports Senate Bill 453 – Economic Development – Maryland Makerspace Initiative Program and thanks the bill sponsors, Senators McCray and Edwards, for their leadership on this important issue. Senate Bill 453 establishes a new program and fund in TEDCO to provide financial assistance and technical assistance in support of establishing, expanding, and operating makerspaces in the State of Maryland. The bill allows TEDCO to partner with the Open Works Center for Advanced Fabrication Technologies (“Open Works”) in Baltimore City to provide the technical assistance to participating makerspaces.

TEDCO recognizes the importance of makerspaces as a valuable component of the of the infrastructure for an innovation-based ecosystem and economy. They serve the ecosystem in several important ways that include:

- Providing tools, equipment, and expertise for prototyping and advancing product ideas for small businesses and entrepreneurs;
- Training workforce on software and equipment used in product design, prototyping, and manufacturing;
- Providing technical education to adults and youth;
- Fostering the creation of small businesses, which use the makerspace facilities for small scale manufacturing and product development; and
- Serving to inspire creativity and ingenuity in those who will be the next generation of entrepreneurs and business leaders in our State.

Open Works, a makerspace located in Baltimore City and a national leader in the maker movement, is an example of the impact that a makerspace can have in a region. Since its

opening in 2016, 194 small businesses have utilized the Open Works facility to create \$8 million in local and \$9.9 million in statewide annual economic impact according to an economic impact study conducted by Coppin State University's Center for Strategic Entrepreneurship ("Study"). Prior to the COVID-19 pandemic, member businesses employed 85 people in addition to the 33 jobs created by Open Works itself. Open Works has enrolled 4,194 adults and 411 K-12 youth in maker education programs; moreover, the Open Works user community is diverse - 44% Black, Indigenous, and people of color (BIPOC), 42% female, and 8% non-binary. According to the Study, Open Works created 252 direct and indirect jobs in Baltimore City and across the state. For every dollar spent on Open Works' operations, they contributed \$6.60 back into the State economy.

Senate Bill 453 will help create a network of makerspaces across the State leveraging the best practices developed at Open Works. This represents an opportunity to strengthen Maryland's innovation infrastructure and expand the economic impact that makerspaces, like Open Works, are already having on our economy. An investment in makerspaces will be an investment in Maryland's economy through the creation of more companies, the development of more entrepreneurs, and a faster road to market for new products launched by Maryland's early-stage companies.

For all of these reasons, **TEDCO is supportive of SB 453 and requests a favorable report.**

Supporting Testimony_SB0453.pdf

Uploaded by: Will Holman

Position: FAV



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

- 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

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Educational 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

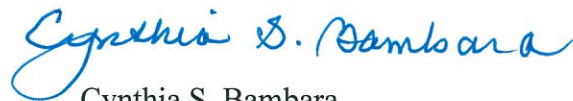
In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.

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

Sincerely,



Cynthia S. Bambara,
President



BALTIMORE CITY COUNCIL
KRISTERFER BURNETT, 8TH 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

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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 – 8th 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

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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.

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

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 21st 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:

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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, 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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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:

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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.

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

- 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, a civil manufacturing reserve to provide supply chain resilience could be organized in case of natural disaster, terror attack, or pandemic.

Workforce Development

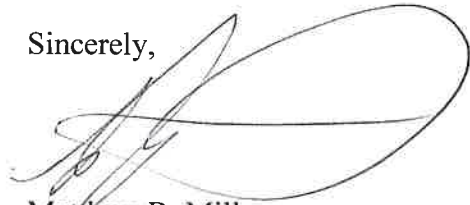
- In late 2021, Open Works was awarded \$223,000 from the City of Baltimore to run a two-year apprenticeship program for industrial sewing machine operators.
- 5 locations will provide the scale to address the diverse workforce needs of manufacturers and tech companies across the state and better compete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

- 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 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

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



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.
- 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, Fearless encourages a favorable vote on SB0453.

Delali Dzirasa
CEO
Fearless

Feb 8, 2022

**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**

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
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



**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 long, flowing tail.

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



NATION OF 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

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



- 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



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

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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:

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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:

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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

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



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:

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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.

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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.

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

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





Sew Lab USA LLC
439 E Preston St
STE A-2
Baltimore MD 21202
(443)708-2561
www.sewlabusa.com
www.holdfastordie.com
info@sewlabusa.com

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:

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Workforce Development

Insert Organization Footer Here



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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, 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



\$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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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, Turnaround Tuesday encourages a favorable vote on SB0453.

Terrell Williams

CoDirector, Turnaround Tuesday Inc.
1601 E. Preston Street
Baltimore, MD 21213
www.turnaroundtuesday.org

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:



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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, 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

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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.*

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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WASHINGTON COUNTY
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301.791.3076 EXT.105
301.790.3502 [FAX]
MD Relay 411

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Suite 100
Cumberland, MD 21502
240.362.7329

GARRETT CO. OFFICE
14 NORTH 8th St.
Oakland, MD 21550
301.334.8136
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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A proud partner of the
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network

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301.334.1400 [FAX]

- 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, 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

- 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, 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

SB 453 MD Makerspace Initiative (McCray and Edward

Uploaded by: Barbara Wilkins

Position: INFO



Maryland

DEPARTMENT OF BUDGET
AND MANAGEMENT

LARRY HOGAN
Governor

BOYD K. RUTHERFORD
Lieutenant Governor

DAVID R. BRINKLEY
Secretary

MARC L. NICOLE
Deputy Secretary

SENATE BILL 453 Economic Development - Maryland Makerspace Initiative Program (McCray and Edwards)

STATEMENT OF INFORMATION

DATE: February 15, 2022

COMMITTEE: Senate Finance and Senate Budget & Taxation

SUMMARY OF BILL: SB 454 creates the Maryland Makerspace Initiative Program in TEDCO for the purpose of encouraging the establishment and expansion of community spaces that provide access to tools, technology, and knowledge that results in prototyping or creation of physical goods and develops workforce training and early-stage business ventures. The bill mandates an annual appropriation in the amount of \$1 million to the Makerspace Fund for FY 2024 through FY 2027.

From the Fund, TEDCO provides financial assistance to a local government, an entity designated by a local government, or nonprofit, which are to provide matching funds or in-kind contributions. Awards of financial assistance may not exceed \$250,000 within any county per fiscal year, unless approved by two-thirds of the TEDCO Board. Administrative costs may not exceed \$100,000. TEDCO may partner with Open Works Center for Advanced Fabrication Technologies in Baltimore City to provide technical assistance to nonprofit entities seeking to establish Makerspaces, for which they would receive reimbursement through the Fund.

EXPLANATION: The Department of Budget and Management's focus is not on the underlying policy proposal being advanced by the legislation, but rather on the aggregate \$5 million mandated appropriation that impacts the FY 2024 through FY 2027 budgets.

DBM has the responsibility of submitting a balanced budget to the General Assembly annually, which will require spending allocations for FY 2024 to be within the official revenues estimates approved by the Board of Revenue Estimates in December 2022.

Changes to the Maryland Constitution in 2020 provide the General Assembly with additional budgetary authority, beginning in the 2023 Session, to realign total spending by increasing and adding items to appropriations in the budget submitted by the Governor. The legislature's new budgetary power diminishes, if not negates, the need for mandated appropriation bills.

Fully funding the implementation of the Blueprint for Maryland's Future (Kirwan) will require fiscal discipline in the years ahead, if the State is to maintain the current projected structural budget surpluses. Mandated spending increases need to be reevaluated within the context of this education funding priority and the Governor's tax relief proposals.

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Economic conditions remain precarious as a result of COVID-19. High rates of inflation and workforce shortages may be short lived or persist, thereby impacting the Maryland economy. While current budget forecasts project structural surpluses, the impact of the ongoing COVID-19 pandemic continues to present a significant budgetary vulnerability. The Department continues to urge the General Assembly to focus on maintaining the structural budget surplus.

**For additional information, contact Barbara Wilkins at
(410) 260-6371 or barbara.wilkins1@maryland.gov**