

# **Employ Prince George's - SB 91 Testimony - FAV.pdf**

Uploaded by: Ardy Kamali

Position: FAV



EMPLOY PRINCE GEORGE'S  
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*Walter L. Simmons, President*

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**Bill Number:** Senate Bill 91  
**Title:** Workforce Development and Adult Learning – Leasing Training Program – Establishment  
**Committee:** Finance  
**Hearing Date:** February 1, 2024  
**Position:** FAVORABLE

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Employ Prince George’s, Inc. (“EPG”) is a nonprofit organization based in Prince George’s County, Maryland. EPG serves as the Administrative and Fiscal Agent of the Prince George’s County Local Workforce Development Board and is responsible for regulating policy development and the administration of workforce activities related to services and programs funded by the federal Workforce Innovation & Opportunity Act (WIOA). Under the leadership of EPG, the Prince George’s County Local Workforce Development Area serves over 30,000 jobseekers and 4,000 businesses annually.

Last year, EPG and the Maryland Multi-Housing Association (MMHA) partnered to create the Leasing Training Academy (LTA), a comprehensive training program that recruits, trains, and connects students with leasing professional careers in Maryland’s housing industry at no cost to the student. To assist with recruiting, training, and hiring, the LTA has partnered with more than twenty residential unit owners and management companies who create employment opportunities for LTA graduates and contribute valuable programmatic insights.

The LTA recently completed its fourth cohort in Prince George’s County and has secured funding to expand the LTA into Baltimore County beginning in May of this year. In 2024, the LTA expects to train 96 students, 48 in Prince George’s County and 48 in Baltimore County. Following graduation, the overwhelming majority of LTA participants are connected with good-paying jobs with full benefits. Many of these graduates are also provided discounted housing through their employment.

Under Senate Bill 91, “designated partnerships” eligible to receive Leasing Training Program funding must (1) train and connect jobseekers with careers as leasing professionals in the residential housing industry in the State and (2) have experience training and connecting jobseekers with careers as leasing professionals with landlords that manage more than 100 residential units in the State and manage residential rental units in multiple counties. The LTA partnership between EPG and MMHA qualifies as a designated partnership under this definition.

Senate Bill 91 would allow EPG to better serve jobseekers in Prince George’s County while complementing the ongoing effort to address Maryland’s housing shortage. For these reasons, EPG respectfully urges a favorable report on Senate Bill 91.

# **LTA student Written Testimony.pdf**

Uploaded by: Candice Manning

Position: FAV



#### ASHLEE ADKINSON, LEAGUE 4

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Hello, my name is Ashlee Adkinson and I want to share my experience with the LTA. I've been in so many programs and took many classes, but the LTA was a different experience. After graduation and even to this day I still could not believe how this program turned my life around. I went from serving tables and making drinks to having a career! This program is real, and I want to share with anyone who loses hope or even hasn't decided on what they want to do with their life to consider taking this class. Even if you don't want to be a leasing agent or property manager this class will teach you how to be successful in your everyday life. Candice is truly a gift from God, for designing and teaching a class like this. After graduation she still works with you, I got hired a little after graduation and she still calls to check on me. She's really like a life coach and she wants nothing but the best for you. She would do her best to point you in the right direction. If you know me and where I came from, I can assure you this program is real and its worth it.

#### CATINA REED, LEAGUE 4

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I am writing this testimonial to express my deepest gratitude to the Leasing Training Academy and specifically to Candice Manning for the incredible impact they have had on my life. Enrolling in the Leasing Training Academy has proven to be a pivotal decision that has not only provided me with the best paying job I've ever had but has also introduced me to a team of great coworkers.

The Leasing Training Academy offered a comprehensive and hands-on training program that equipped me with the skills and knowledge needed for success in the leasing industry. Candice's guidance and expertise played a crucial role in shaping my understanding of the field, and her dedication to mentorship was truly invaluable.

Upon completing the training, I secured a position that exceeded my expectations in terms of compensation and professional growth. The Leasing Training Academy not only prepared me for the technical aspects of the job but also instilled in me a strong work ethic and a commitment to excellence that set me apart in the workplace.

I would like to extend my sincere thanks to Candice for her outstanding leadership and unwavering support throughout this process. Her passion for teaching and dedication to her students' success are truly commendable. Under her guidance, I not only gained technical skills but also developed the confidence and resilience needed to navigate the challenges of the leasing industry.

In conclusion, the Leasing Training Academy has been a life-changing experience for me. I am grateful for the opportunity to learn, grow, and thrive in a fulfilling career. Thank you, Candice, and the entire Leasing Training Academy team, for making this journey possible. I wholeheartedly recommend the academy to anyone seeking a rewarding career in the leasing industry.



#### BARBARA MCCALLUM, LEAGUE 4

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Hello, I'm Barbara... I had no idea which career path to take I just knew I wanted change and stability. The LTA before I got there was just a program that would help me get a job. My first day in class told me otherwise! The LTA prepared me for leasing, property management, and most importantly professionalism. I've gained so much confidence, how to better communicate. I also met some great people in league 4. Thank you Candice Manning, Christina Marcelo, and the rest of the LTA team.

#### LOLITA DOUGLASS, LEAGUE 3

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My name is Lolita Douglass. I am a graduate of the LTA league #3. Graduating with a certification from the Leasing Training Academy (LTA) was one of the most gratifying decisions of my life. My all-nighter's, fighting traffic in the morning going to and from class, and many more challenges along the way were worth the time and effort in the end.

I always wanted to help people to be placed in a positive home environment. I received the information about the LTA, I got excited! I knew I wanted to follow through on finding a way to help people locate a residence. I never gave up on my dream.

When I first arrived at class, I was a little nervous, but I soon saw how friendly everyone was and how helpful and patient my instructor and her staff were to me. The class setting was small, which I loved because it made it easy to communicate. My instructor, Candice Manning was very knowledgeable and took the time to answer all of our questions. Ms. Manning and my classmates kept encouraging me to keep up the good job. Ms. Manning taught us many things associated with the leasing profession and kept us motivated. I will never forget my experience at the LTA or the classmates I met.

The MMHALTA and Candice helped me with my dream. At times I want to give up. Ms. Manning made it a point that you had to learn to give more time to study and focus on what you wanted for your future.

I want to personally thank Candice Manning. She is a phenomenal instructor. She teaches, coaches, encourages, disciplines, pushes, acknowledges and promotes you. She is your biggest FAN. I also want to thank Employ Prince George's for being a partner with the MMHALTA.

#### LAPRELL WILLIAMS, LEAGUE 3

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What can I say about the LTA Program? As a student of League 3, I must say this process was great! Every class/topic is taught in perfect order. Every guest speaker gave more perspective and knowledge about how leasing can lead to greater opportunities. Before I got the text from my mother about the program, I was being mentored by a very knowledgeable man who had decades of experience. But, he got to a place in his career where he wanted to take sometime to rest and live his life. Then the LTA Program showed up at the right time and Candice Manning's class was the right place.

I walked in day one open to learning but I was very nervous. I'm leaving the class with an extra layer of confidence, more knowledge and guidance. I have gained more skills in professionalism that I needed that I can apply to my everyday life. The training and coaching to learn how to walk into any door with confidence, high standards, goals and professionalism is worth the commitment! Candice makes this



look easy! But her years of knowledge, expertise, and grace made this journey worth it. I'm looking forward to owning my interviews, building a new network and upgrading my future. If you decide to start, make a decision to finish. If current well established professionals with years of experience wish they had this program, you as a newbie have nothing to lose. Give yourself a shot with Candice Manning. Best wishes!

#### ANGEL DRAYTON, LEAGUE 4

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Dear to whom it may concerns,

I hope this letter finds you well. My name is Angel Drayton, and I am writing to express my gratitude and share my remarkable experience as a graduate of the LTA. I believe that my time in the program has truly been transformative and has provided me with invaluable opportunities for personal and professional growth.

Prior to joining LTA, I was working as a concierge, but I aspired to pursue a career with greater stability and potential for advancement. The comprehensive training and guidance I received during my time with Candice Manning, as well as the support from MMHALTA, have been instrumental in helping me transition from a concierge to a "Rover" leasing consultant at Murn Management. In fact, I was offered this position during my second week of LTA.

The training I received through LTA has equipped me with extensive knowledge in property management, further strengthening my skills and capabilities in this field. Moreover, I have been privileged to establish a lasting mentorship with Candice, whose guidance and expertise continue to inspire me in my career journey.

Since completing LTA, I have been employed by Murn Management for nearly two months, and I am delighted to share that I closed my first lease during my second week as an agent. I have found great satisfaction in my new role as a leasing consultant and truly believe that I have found my true calling in property management. I envision myself growing and excelling in this field, thanks to the solid foundation and skills that LTA has provided me with.

I would like to emphasize that LTA offers much more than just a career opportunity. The program empowers individuals to take charge of their professional growth and provides a platform for fostering lifelong connections and mentorship opportunities. Therefore, I wholeheartedly recommend LTA to anyone seeking a new direction in their career.

I would like to take this opportunity to extend my heartfelt gratitude to Candice Manning and MMHALTA for developing such a remarkable program. Unfortunately, I was unable to share my experience in person due to work commitments, but I hope that my testimony serves as an inspiration for future LTA participants.



Once again, thank you for your time, and I am truly grateful for the exceptional opportunities that LTA has provided me with.

Sincerely,  
Angel Drayton  
Leasing Professional

# **SB 91\_Workforce Development and Adult Learning – L**

Uploaded by: Destiny Bell

Position: FAV



CORY V. McCRAY  
Legislative District 45  
Baltimore City

DEPUTY MAJORITY WHIP

Budget and Taxation Committee

*Subcommittees*

Chair, Health and Human Services

Vice Chair, Capital Budget

Executive Nominations Committee

Legislative Policy Committee

Joint Committee on Gaming Oversight



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THE SENATE OF MARYLAND  
ANNAPOLIS, MARYLAND 21401

**Vote Yes on Senate Bill 91**

**Bill Title: Workforce Development and Adult Learning – Leasing Training Program – Establishment  
Finance Committee  
Hearing Date: February 01, 2024**

Dear Chair, Vice Chair, and Members of the Committee,

I am writing to request your support for Senate Bill 91 (Workforce Development and Adult Learning – Leasing Training Program -- Establishment). The definition of middle-skill development is a process that involves education beyond high school but less than a bachelor's degree. Workforce development refers to job training services to enhance workers' skills and employment opportunities.<sup>1</sup> Research suggests workforce development works to close the skills gap – meaning the job skills employers seek and the skills applicants applying for the job possess.<sup>2</sup>

**Senate Bill 91** provides training to individuals interested in residential property management through the Leasing Training Academy. Before pairing individuals with a job in the field, the program seeks to train students with the proper skills for success and advancement through Maryland's housing authority. LTA is the first program of its kind in the region and may be the first program of its kind in the country. The program experienced great success in Prince George's County, connecting 82% of graduates with employment.

The significance of **SB91** is it requires the Division of Workforce Development and Adult Learning to carry out the Leasing Training Program. This bill ensures employers and skilled workers are connected—currently, the program partners with 23 owners and management companies that create student employment opportunities. Under the direction of the Division of Workforce Development and Adult Learning, the program will increase its number of partners and job seekers (benefitting the underemployed and unemployed).

The critical points in **SB91** are:

<sup>1</sup> <https://files.eric.ed.gov/fulltext/ED592002.pdf>

<sup>2</sup> <https://files.eric.ed.gov/fulltext/ED592002.pdf>

- Award of \$250,000 annually to eligible designated partnerships.
- Require the Governor to include \$250,000 in the program's annual budget bill for FY 26, 27, and 28.
- Require a progress report by January 1st of each year.

This year, the program will expand to Baltimore County beginning in May, and it expects to train 48 students. In total, the program will teach 96 students this year, including 48 in Prince George's County.

In closing, **SB91** will help expand the pathway to employment and toward meaningful careers for individuals in Maryland that allow them to advance within companies that hire them from the program.

Respectfully,



Cory V. McCray  
45<sup>th</sup> District

**MMHA - 2024 - SB 91 - LTA Bill.pdf**

Uploaded by: Grason Wiggins

Position: FAV



## Senate Bill 91

**Committee: Finance**  
**Date: February 1, 2024**  
**Position: Favorable**

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The Maryland Multi-Housing Association (MMHA) is a professional trade association established in 1996, whose members house more than 538,000 residents of the State of Maryland. MMHA's membership consists of owners and managers of more than 210,000 rental housing homes in over 958 apartment communities and more than 250 associate member companies who supply goods and services to the multi-housing industry.

Senate Bill 91 ("SB 91") establishes the Leasing Training Program in the Maryland Department of Labor to train, prepare, and connect job seekers with careers in the residential rental housing industry. Additionally, SB 91 establishes an annual budget allocation of \$250,000 for each of fiscal years 2026, 2027, and 2028 for the program.

In 2023, Employ Prince George's and the Maryland Multi-Housing Association partnered to create the Leasing Training Academy (LTA), a comprehensive training program that recruits, trains, and connects students with leasing professional careers in Maryland's housing industry **at no cost to the student**. To assist with recruiting, training, and hiring, the LTA has partnered with more than twenty owner/manager companies that create employment opportunities for LTA graduates and contribute valuable insight for the program.

The LTA recently completed its 4<sup>th</sup> cohort in Prince George's County and secured funding to expand the LTA into Baltimore County beginning in May of 2024. In 2024, the LTA expects to train 96 students, 48 in Prince George's County and 48 in Baltimore County.

The LTA experienced tremendous success in 2023. Through the first three cohorts, 90% of students graduated from the program, 82% of graduates obtained employment through the program, and the average *starting* pay was approximately \$20 an hour plus commission, plus full benefits. Additionally, 96.7% of students were African American, and 87% of students were African American women.

Maryland has consistently recognized that housing and workforce development are critical to the State's success. SB 91 recognizes that housing and workforce development can be combined to benefit Marylanders. For This reason, MMHA respectfully requests a favorable report on SB 91.

Please contact Grason Wiggins at (912) 687-5745 with any questions.

**BaltimoreCounty\_FAV\_SB0091.pdf**

Uploaded by: Jennifer Lynch

Position: FAV



JOHN A. OLSZEWSKI, JR.  
*County Executive*

JENNIFER AIOSA  
*Director of Government Affairs*

AMANDA KONTZ CARR  
*Legislative Officer*

WILLIAM J. THORNE  
*Legislative Associate*

**BILL NO.:**            **SB 91**

**TITLE:**                Workforce Development and Adult Learning – Leasing  
Training Program – Establishment

**SPONSOR:**            Senator McCray

**COMMITTEE:**        Finance

**POSITION:**           **SUPPORT**

**DATE:**                February 1, 2024

Baltimore County **SUPPORTS** Senate Bill 91 – Workforce Development and Adult Learning – Leasing Training Program – Establishment. This legislation allocates \$250,000 for a Leasing Training Program Fund to train, prepare, and connect job seekers with careers in the residential housing industry. Program participants would be connected to qualified partners who have experience in training those in the rental housing industry and have experience as leasing professionals.

Currently, the Maryland Multi Housing Association (MMHA), headquartered in Baltimore County, operates the Leasing Training Academy in Baltimore and Prince George’s Counties – a 20-day training program to prepare individuals for employment opportunities in the leasing field and pairs them with landlords for employment opportunities. The Leasing Training Academy is currently funded by the Baltimore County Department of Economic and Workforce Development. Baltimore County has been an early supporter of this program, which has seen four classes graduate since the program’s commencement. This legislation presents an opportunity to replicate this successful program statewide, advancing both workforce development and supporting affordable housing expansion.

Accordingly, Baltimore County urges a **FAVORABLE** report on SB 91 from the House Environment and Transportation Committee. For more information, please contact Jenn Aiosa, Director of Government Affairs at [jaiosa@baltimorecountymd.gov](mailto:jaiosa@baltimorecountymd.gov)

**MBIA Letter of Support SB 91 .pdf**

Uploaded by: Lori Graf

Position: FAV

February 1, 2024

The Honorable Pam Beidle  
Finance Committee  
3 East Miller Senate Office Building  
Annapolis, Maryland 21401

**RE: Senate Bill 91 - Support Workforce Development and Adult Learning - Leasing Training Program - Establishment**

Dear Chairman Beidle:

The Maryland Building Industry Association, representing 100,000 employees statewide, appreciates the opportunity to participate in the discussion surrounding **(Issue)**. MBIA supports SB 91 - **Workforce Development and Adult Learning - Leasing Training Program – Establishment** in its current version.

The proposed legislation would seek to establish a Leasing Training Program within the Maryland Department of Labor to train, prepare, and connect job seekers with careers in the residential rental housing industry. Workforce development programs at a very base level play a pivotal role in fostering economic growth.

The need to fill vacant jobs in the rental housing industry is crucial, employment retention in this field has decreased notably since the pandemic and trying to hire for these job types has been challenging due to the lack of available training opportunities, as well as the expense that comes with the training. House Bill 11 would provide annual grant dollars to eligible partnerships, which would greatly expand training opportunities.

For these reasons, MBIA respectfully requests the Committee this measure a favorable report. Thank you for your consideration.

For more information about this position, please contact Lori Graf at 410-800-7327 or [lgraf@marylandbuilders.org](mailto:lgraf@marylandbuilders.org).

cc: Members of the Senate Finance Committee



**SB0091\_MACC\_FWA.pdf**

Uploaded by: Drew Jabin

Position: FWA

**Senate Finance Committee  
Testimony by  
Dr. Brad Phillips, Executive Director  
February 1, 2024**

**SB 91 - Workforce Development and Adult Learning - Leasing Training Program - Establishment**

**Position: Favorable with Amendments**

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The Maryland Association of Community Colleges (MACC), representing Maryland's 16 community colleges, supports **SB 91**, which would establish a Leasing Training Program to train, prepare, and connect job seekers with careers in the residential rental housing industry in Maryland.

MACC appreciates this bill and requests a friendly amendment that would enable community colleges to be included as one of the organizations that train and connect job seekers with careers as leasing professionals in the State's residential housing industry. Maryland's community colleges play a pivotal role in training the workforce for careers in the residential rental housing industry within the state. Our colleges offer comprehensive programs and courses tailored to the specific needs of the industry, ensuring that students receive relevant and up-to-date training. Through partnerships with local businesses and industry experts, community colleges provide students with practical skills necessary for success in the residential rental housing field.

Maryland's community colleges are instrumental in bridging the skills gap and preparing a qualified workforce that can contribute to the growth and sustainability of the residential rental housing sector in Maryland. Accordingly, MACC urges the Committee to issue a **FAVORABLE** vote on **SB 91** with **AMENDMENTS** to make Maryland's community colleges eligible for the Leasing Training Program.