



Senate Bill 91

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

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 4th 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.