



Senator Pamela Beidle, Chair
Senator Antonio Hayes, Vice Chair
Senate Finance Committee
3 East Miller Senate Office Building
Annapolis, Maryland 21401

Re: Senate Bill 69/ House Bill 147: Nonprofit Organizations Navigator - Termination Provision - Repeal

January 29, 2026

Dear Chairwoman Beidle and Finance Committee Members:

Over the past eight years, I have had the pleasure of representing several nonprofit organizations in Maryland, including, *Allegany County Historical Society, Allegany Museum, Innucvate, S.S. JOHN W. BROWN Liberty Ship, the Western Scenic Railroad, and the YMCA of the Chesapeake.*

Each of them provides their own unique missions and significant contributions to Maryland's economy, workforce, education, historical preservation, and tourism. Their impacts to their surrounding communities and the region are well documented and acknowledged. And while many of them are vastly different, they share a common need, universal to almost any non-profit organization - and that is the continued support for financial funding (whether it's private or publicly funded).

Non-profit organizations, similar to those like WMSR, have been fortunate enough to have ongoing support from the state, but as rising operational (and capital) expenses persist, the demand on these organizations to seek new and alternative appropriations, (through state grants opportunities), becomes a growing and a more intimidating challenge – especially for those groups that rely solely on part-time staff or volunteers.

Even for organizations that have additional resources for dedicated on-site personnel, or a hired lobbyist experience the tribulations of: grant-access information; questions on eligibility and applying; or navigating through the complexities of the State-grant making process.

These universal issues have now been addressed through the creation of a non-profit organization navigator within the Department of Commerce, as a result of the enactment of *Senate Bill 365/House Bill 541 (2025).*

The establishment of this new position and website has provided Maryland non-profits, like those I represent, with direct assistance from the state to navigate through these complexities so they can continue to remain financially viable and more importantly, to continue their great work for the communities and residents of Maryland.

The legislation before you today, Senate Bill 69/ House Bill 147, would repeal a termination provision relating to provisions of law establishing a nonprofit organizations navigator within the Department

of Commerce. The repeal of this provision of the law would secure this navigator's operations within the Department, indefinitely. More importantly, it would allow for the navigator to continue providing direct support to Maryland non-profit organizations that have challenges searching for new funding sources or requiring support throughout the grant approval process. In short, the new navigator is an integral connection between the Department and non-profit organizations statewide and a needed voice on the Maryland Efficient Grant Application Council.

It is for these reasons, we proudly support the passage of this legislation and respectfully requests a **FAVORABLE** report on Senate Bill 69/ House Bill 147 by this committee.

Sincerely,

Richard J. Reinhardt, II

Richard J. Reinhardt, II
Partner
Percy Public Affairs