

**SB0846\_SupportLetter\_2.22.pdf**

Uploaded by: Juli McCoy

Position: FAV

February 28, 2022

The Honorable Delores G. Kelley  
Senate Finance Committee  
3 East, Miller Senate Office Building  
Annapolis, Maryland 21401

Re: SB0846 –Economic Development – Maryland Technology Infrastructure Pilot Program - Establishment

Dear Chairwoman Kelley:

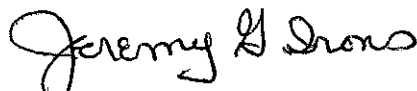
The Allegany County Chamber of Commerce respectfully urges your support of SB0846 – Economic Development – Maryland Technology Infrastructure Pilot Program - Establishment.

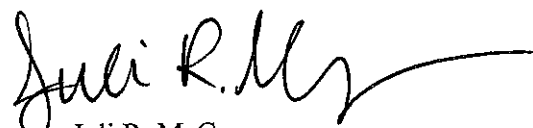
The Chamber encourages the establishment of a program specifically for western Maryland to support innovation and the development of advanced industry infrastructure and resources. In Allegany County, we are fortunate to have institutions such as Allegany College of Maryland and Frostburg State University which already support innovation and advanced industry concepts. Our area once thrived thanks to manufacturing jobs, and we recognize that a successful future, decades past those losses, is in capturing early-stage, innovation-based businesses. We feel that Senate Bill 0846 solidifies work that is already being done, and already proving successful.

To establish a Maryland Technology Infrastructure Fund, which would provide financial assistance to projects specific to those outlined in this bill will create an opportunity to replicate similar programs across the state.

Thank you for considering a **favorable report for SB0846**.

Sincerely,

  
Jeremy G. Irons  
Legislative Committee Chair

  
Juli R. McCoy  
Executive Director

cc: Honorable Brian J. Feldman, Vice Chair, Senate Finance Committee  
Finance Committee Members  
Allegany County Delegation

# **SB0846\_FAV\_MTC\_Eco. Dev. - MD Tech Infrastructure**

Uploaded by: Pam Kasemeyer

Position: FAV



# MARYLAND TECH COUNCIL

TO: The Honorable Delores G. Kelley, Chair  
Members, Senate Finance Committee  
The Honorable George C. Edwards

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

DATE: March 1, 2022

RE: **SUPPORT** – Senate Bill 846 – *Economic Development – Maryland Technology Infrastructure Pilot Program – Establishment*

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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 846.

Senate Bill 846 establishes the Maryland Technology Infrastructure Pilot Program in the Maryland Technology Development Corporation (TEDCO). The purpose of the program is to support and incentivize advanced industry infrastructure and resources that build on the existing strengths of the Western Maryland economy. An objective of the program is to support the growth of and incentivize the attraction and retention of early-stage innovation-based business through the creation of supporting infrastructure and resources. A Maryland Technology Infrastructure Fund is created within TEDCO to provide financial assistance to public or private entities in the State to: support large-scale infrastructure or resource projects to attract talent, foster collaboration, and enable concentration and growth of advanced industries. The Fund can also be used to foster public-private collaborations and to support talent development initiatives that address critical skill shortages in industries critical to growth in Western Maryland.

Western Maryland has historically faced significant challenges with respect to economic development. Passage of Senate Bill 846 will enable the region to develop an innovative and responsive pilot program designed to begin to address those challenges. If successful, it will not only enhance the Western Maryland region but also continue to advance Maryland as a leader in support of early-stage innovation-based businesses. A favorable report is requested.

**For more information call:**

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

# **SB846 - MD Information Technology Infrastructure P**

Uploaded by: Troy LeMaile-Stovall

Position: FAV



**TESTIMONY PRESENTED TO THE  
FINANCE COMMITTEE**

**SENATE BILL – 846 - ECONOMIC DEVELOPMENT – MARYLAND TECHNOLOGY  
INFRASTRUCTURE PILOT PROGRAM - ESTABLISHMENT**

**POSITION: SUPPORT**

**MARCH 2, 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 846 – Economic Development – Maryland Technology Infrastructure Pilot Program and thanks the bill sponsor, Senator Edwards, for his leadership on this important issue. Senate Bill 846 establishes the Maryland Technology Infrastructure Pilot Program, Authority, and Fund (MTIF) at TEDCO. The pilot program is focused on the Western Maryland innovation economy. Funds will support: (1) large-scale infrastructure or resource projects in Western Maryland to attract talent, foster collaboration, and enable concentration and growth of advanced industries; (2) public-private collaborations to encourage development of shared infrastructure and resources; and (3) talent development initiatives that address critical skill shortage areas in industries critical to growth in Western Maryland.

TEDCO recognizes the importance of technology and infrastructure technology investments that support economic and workforce development and growth. TEDCO supports targeted, as well as state-wide, geographical approaches to investment. For example, TEDCO’s existing Rural Business Innovation Initiative (RBII) that serves the needs of small businesses in rural areas of Maryland, including Western Maryland. RBII’s Business Mentors from the local areas help enhance technology commercialization activities by providing technical and business assistance to incubator-stage companies and incubators in the targeted counties. The program currently provides project grants and pre-seed investments.

TEDCO’s existing RBII program would work in tandem with the Pilot program established by Senate Bill 846 that may provide several types of financial assistance, such as loans and investments, etc. The bill does not mandate funding or otherwise specify an intended funding level for the program. If the program was funded at \$2.5 million annually, which is enough for TEDCO to make five awards for close to the maximum amount of \$0.5 million while still paying for TEDCO’s administrative expenses. At a funding level of \$5 million, the number of awards TEDCO could make for close to the maximum amount would increase to nine awards annually.

This program would help enable TEDCO to ensure that infrastructure investments were strategic, built upon each other consistent with the regional economic strategy, and structured to leverage and stitch together existing infrastructure. Also, the proposed pilot program fits within TEDCO’s overarching mission of a developing more coordinated ecosystem.

For these reasons, **TEDCO supports SB 846 and requests a favorable report.**

# **Maryland TEchnology Infrastructure Fund\_SB846\_Stat**

Uploaded by: Will Holman

Position: FAV



**Maryland Technology Infrastructure Fund Pilot Program  
Statement of Support by Open Works  
Senate Bill 846  
Hearing before Senate Finance Committee, March 1<sup>st</sup>, 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.

This set of outcomes was shared at the hearing for SB0453 on February 15<sup>th</sup> before this same committee. Open Works strongly believes that SB0846 has similar potential to spur strong grassroots economic growth in Western Maryland, providing a template for innovative growth strategies in other disinvested parts of Maryland. It is a smart, targeted, and inexpensive investment with a long-term upside in job generation, new company creation, and expansion of the tax base. We also see it as part of a larger strategy to make Maryland a “maker state,” building a nimble new manufacturing economy that can beat overseas companies.

This bill again demonstrates Maryland's strength and national leadership in building an innovation economy that creates inclusive prosperity for all.

For these reasons, Open Works encourages a favorable vote on SB0846.

