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Makerspace Initiative Pilot Program

Statement of Support by National Association of Mom Entrepreneurs (formally Moms As Entrepreneurs)

Bill # SB0453

House Ways and Means Committee Hearing date: March 30th, 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

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- 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

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