

Mapping Baltimore's Manufacturing Support Ecosystem



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Acknowledgements and Thanks

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Most importantly, thank you to the survey respondents and focus group participants for their time and insights, without which this report would not have been possible.

REPORT DESIGN Maria Klushina

All images courtesy of Made in Baltimore.

¹ Organizations included in this ecosystem map participated in our *State of Urban Manufacturing* study; UMA does not represent this constitutes a comprehensive list of organizations that serve makers and manufacturers in Baltimore. Our hope is that this encourages local partners to compile a fuller listing and keep it up-to-date as the support landscape changes over time.

² For the purpose of our study, region is geographically larger than a city and smaller than state; however, a region may contain portions of more than one state.

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About the *State of Urban Manufacturing*

The Urban Manufacturing Alliance conceived the *State of Urban Manufacturing* study as a way to give policymakers, economic development practitioners, and workforce training providers information they can use to make strategic decisions to support urban manufacturers. Longer term, this information may serve as a foundation to expand understanding across the economic development field. To inform this national research, UMA collected information directly from hundreds of manufacturers across six pilot cities — including close to 100 in Baltimore — on the nature of their businesses and the challenges they face; the research team also spoke with a variety of organizations that aim to support these firms. Those support organizations informed the following Ecosystem Map. Its intent is to help producers and the organizations that support them match the right resources to businesses' needs.

About the Urban Manufacturing Alliance

The Urban Manufacturing Alliance is a national coalition of organizations that are building manufacturing economies fit for the 21st century. Our goal is to create pathways to middle-class jobs, spark homegrown innovation, and ensure that cities and towns continue to be the places where we make things. Through our Communities of Practice, in-person Gatherings, and original policy research, UMA showcases current practices, programs, and people that are uplifting manufacturing and creating more equitable communities. Learn more at www.urbanmfg.org.

Methodology for the Ecosystem Mapping Process

A woman with blonde hair tied back, wearing a purple plaid shirt, blue jeans, black safety boots, yellow safety glasses, and red earplugs, is working at a workbench in a workshop. She is focused on her task, which involves using a tool on a piece of wood. The background shows various workshop equipment and a white wall.

UMA was able to survey 24 organizations in Baltimore that support manufacturers. The survey asked about:

- The general types of services offered to manufacturers, from among the following categories: Business Operations, Access to Capital, Product Development, Real Estate, Workforce Development, and Community Building/Ombudsman Services
- Specific programs within each service category
- Specific manufacturing subsectors on which each organization might focus
- Whether organizations served the entire city, specific neighborhoods, or particular types of manufacturers (some providers have a national footprint)

Some of the visualizations may list programmatic categories without any organizations working directly in that area. In addition to enumerating existing programs, an important goal of this process was point to gaps in existing manufacturing services. Our hope is that this information is leveraged for continued—and improved—collaborations across service providers, especially to address unmet needs. We also hope that these services will be periodically re-mapped to reflect changes in this ecosystem.



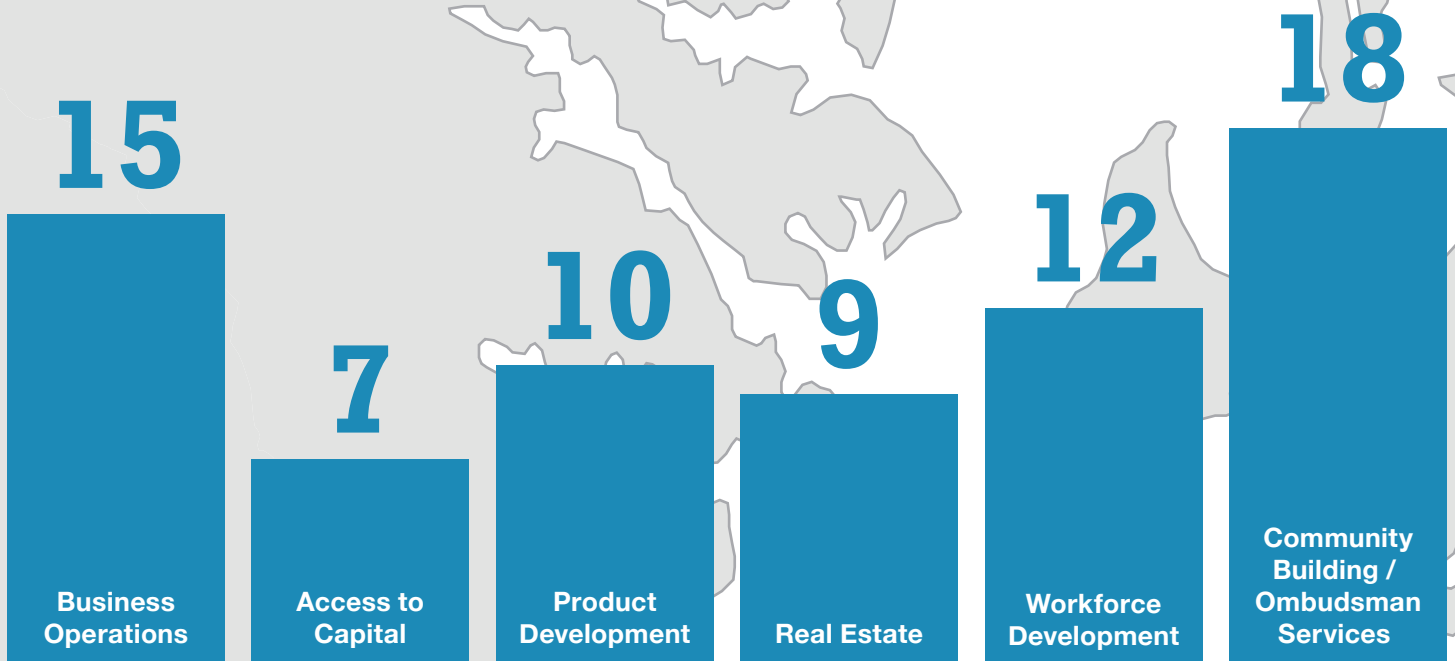
Services Provided

• ——— Service Providers

Of the 24 service providers surveyed, 75% stated that they focus on **Community Building / Ombudsman Services**, 53% stated they focused on **Product Development**, and 47% stated that they focus on **Business Operations**.

NOTE

Service providers were able to choose multiple areas of focus.



Service Provider Overview

	SERVICES PROVIDED					SUBSECTORS SERVED												
	Business Operations	Access to Capital	Product Development	Real Estate	Workforce Development	Community Building	All Subsectors	Apparel, Textiles, & Leather	Ceramics	Chemical & Material Manufacturing	Computer & Electronics Product Manufacturing	Electrical Equipment, Appliance, & Component Manufacturing	Food & Beverage	Jewelry & Accessories	Medical Product Manufacturing	Metalwork, Machining & Fabrication	Printing & Related Support Activities	Wood Product Manufacturing
Baltimore City Chamber of Commerce																		
Baltimore City Small Business Resource Center																		
Baltimore Development Corporation																		
BARCO																		
Center for Urban Families																		
Citywide Youth Development																		
Greater Baltimore Black Chamber of Commerce																		
Green World Bookkeeping																		
Impact Hub Baltimore																		
Jane Addams Resource Corporation Baltimore																		
Made In Baltimore																		
Maryland Capital Enterprises																		
Maryland Department of Commerce																		
Maryland Department of Housing and Community Development																		
Maryland MEP																		
Maryland Volunteer Lawyers for the Arts																		
Mayor's Office of Employment Development																		
New Pathways																		
Open Works																		
School of Food																		
Small Business Resource Center																		
Station North Tool Library																		
The Foundry																		
U.S. Commercial Service - Maryland																		

Business Operations



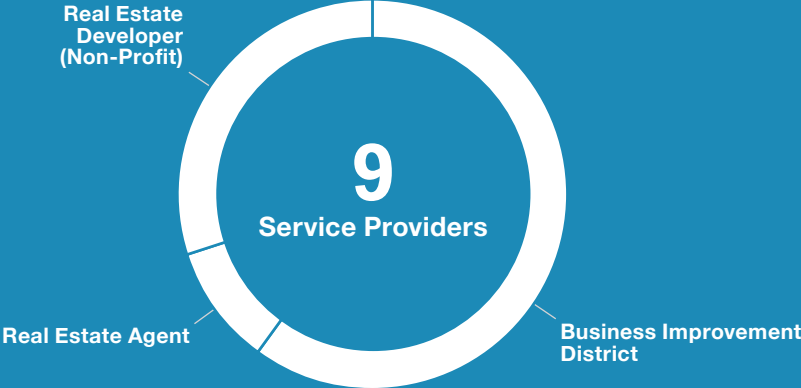
	Accounting	Business Planning	Distribution / Logistics	Information Technology (IT)	Legal	Marketing / Sales	Retail Placement	Sourcing / Supply Chain	Wholesale Support
Baltimore City Chamber of Commerce		✓				✓			
Baltimore City Small Business Resource Center	✓	✓				✓			
Citywide Youth Development							✓		
Greater Baltimore Black Chamber of Commerce		✓						✓	
Green World Bookkeeping	✓								
Impact Hub Baltimore		✓							
Made In Baltimore						✓	✓		
Maryland Capital Enterprises		✓							
Maryland Department of Housing and Community Development						✓			
Maryland MEP		✓				✓		✓	
Maryland Volunteer Lawyers for the Arts					✓				
Mayor's Office of Employment Development		✓							
School of Food		✓				✓	✓		✓
Small Business Resource Center		✓							
U.S. Commercial Service - Maryland	✓	✓	✓		✓	✓			

Access to Capital



	Community Development Financial Institution	Crowdsourcing Platform	Financial Investor	Microlender	Philanthropy
Baltimore City Small Business Resource Center		✓		✓	
Baltimore Development Corporation				✓	
Center for Urban Families			✓		
Maryland Capital Enterprises				✓	
Maryland Department of Commerce	✓				
Maryland Department of Housing and Community Development				✓	
The Foundry					✓

Real Estate



	Business Improvement District	Real Estate Agent	Real Estate Developer (For-Profit)	Real Estate Developer (Non-Profit)
Baltimore Development Corporation	✓			✓
BARCO				✓
Center for Urban Families		✓		
Greater Baltimore Black Chamber of Commerce	✓			
Impact Hub Baltimore	✓			
Maryland Department of Commerce	✓			
Maryland Department of Housing and Community Development	✓			
Maryland MEP	✓			
Open Works				✓

Community Building/ Ombudsman Services



	Advocacy Organization	Community Building	Community Organizing for Industrial Business	Networking Organization	Regulatory Services
Baltimore City Chamber of Commerce	✓			✓	
Baltimore City Small Business Resource Center	✓			✓	
Baltimore Development Corporation	✓			✓	✓
BARCO				✓	
Citywide Youth Development			✓		
Greater Baltimore Black Chamber of Commerce	✓	✓	✓	✓	
Impact Hub Baltimore		✓		✓	
Made In Baltimore	✓	✓	✓	✓	
Maryland Capital Enterprises				✓	
Maryland Department of Commerce	✓	✓	✓		
Maryland Department of Housing and Community Development	✓	✓			
Maryland MEP				✓	
New Pathways		✓			
Open Works		✓		✓	
School of Food		✓			
Station North Tool Library		✓			
The Foundery		✓		✓	
U.S. Commercial Service - Maryland	✓			✓	

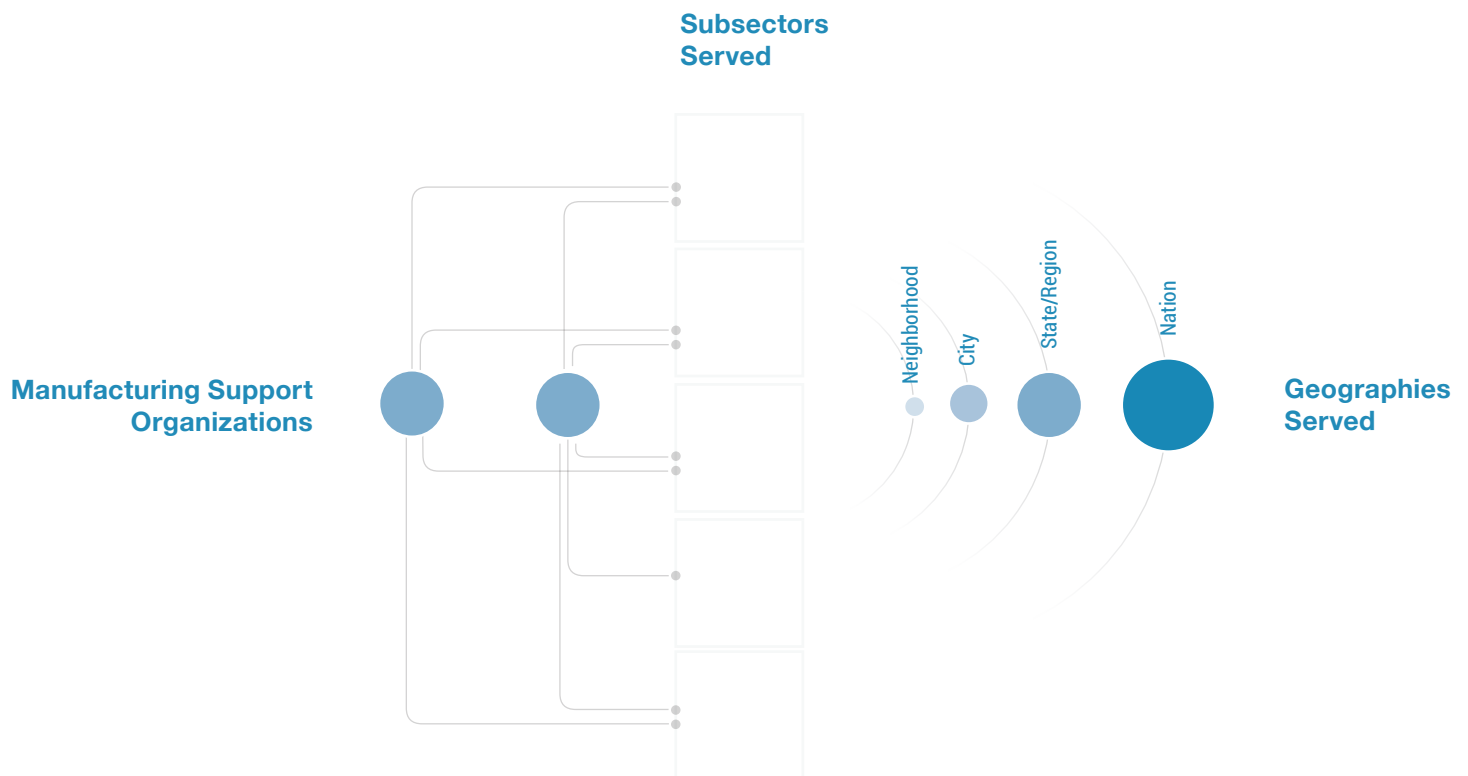
Manufacturing Subsectors Served



NOTE

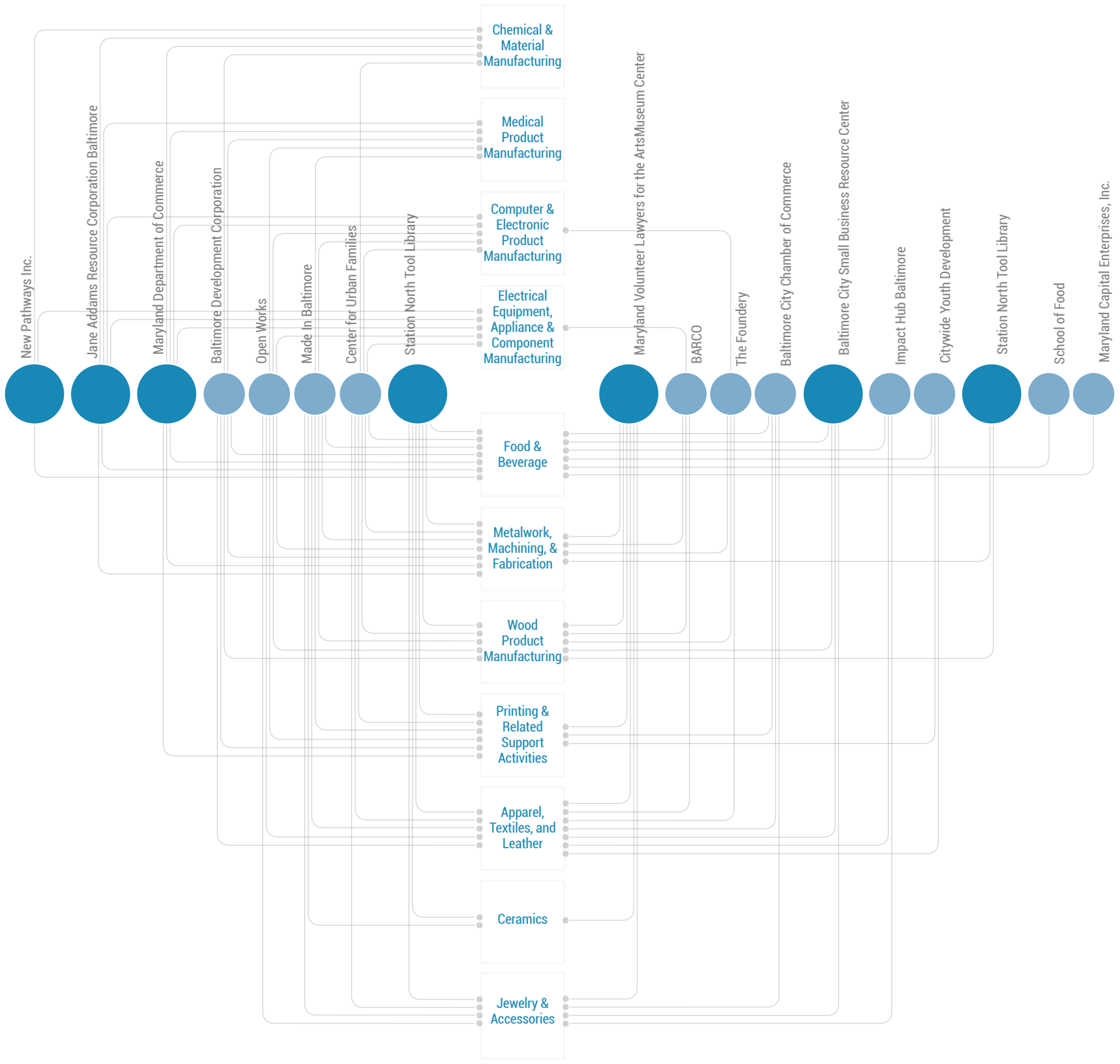
Service providers were able to select more than one subsector.

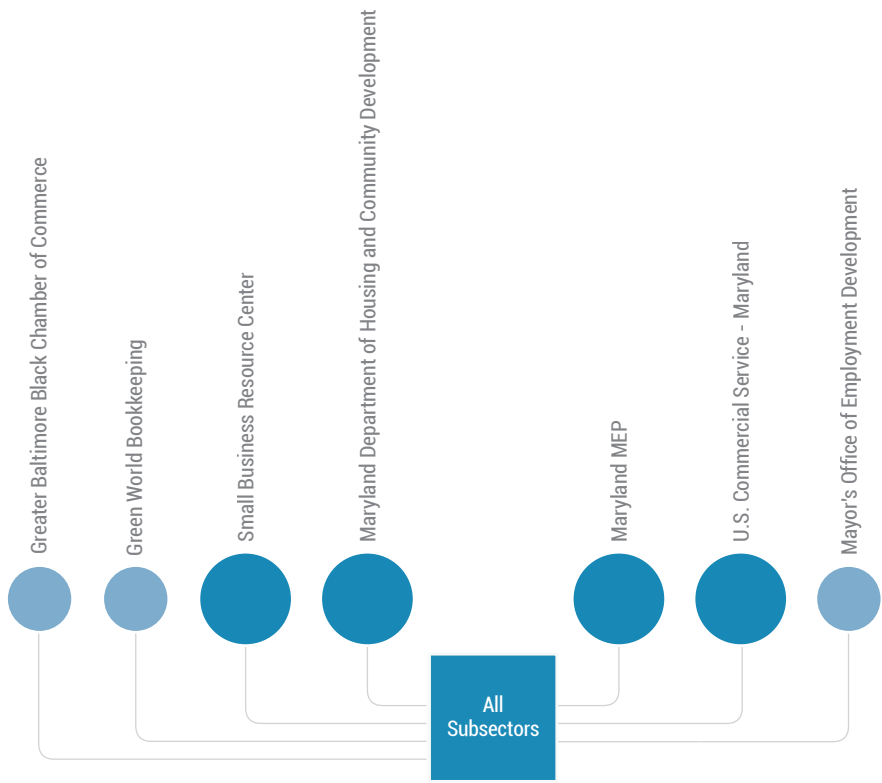
Subsectors and Geographies Served



KEY

The above key is for the visualization on the following page.







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Our local partners included the Baltimore City Department of Planning's Office of Sustainability, University of Baltimore's Jacob France Institute, and The Baltimore Development Corporation. Additional support for this study and the Made In Baltimore program provided by the U.S. Economic Development Administration, Baltimore Arts Realty Company, and The Abell Foundation.

