Mapping Baltimore’s Manufacturing Support Ecosystem

June 2018
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.
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.
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

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<th>SUBSECTORS SERVED</th>
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<td>Real Estate</td>
<td>Chemical &amp; Material Manufacturing</td>
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<td>Workforce Development</td>
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<td>Metalwork, Machining &amp; Fabrication</td>
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### Baltimore City Chamber of Commerce
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Baltimore City Small Business Resource Center
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Baltimore Development Corporation
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### BARCO
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Center for Urban Families
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Citywide Youth Development
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Greater Baltimore Black Chamber of Commerce
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Green World Bookkeeping
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Impact Hub Baltimore
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Jane Addams Resource Corporation Baltimore
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Made In Baltimore
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Maryland Capital Enterprises
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Maryland Department of Commerce
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Maryland Department of Housing and Community Development
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Maryland MEP
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Maryland Volunteer Lawyers for the Arts
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Mayor’s Office of Employment Development
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### New Pathways
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Open Works
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### School of Food
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Small Business Resource Center
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### Station North Tool Library
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### The Foundery
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors

### U.S. Commercial Service - Maryland
- Business Operations
- Access to Capital
- Product Development
- Real Estate
- Workforce Development
- Community Building
- All Subsectors
# Business Operations

## Business Planning

- Accounting
- Wholesale Support
- Retail Placement
- Sourcing / Supply Chain
- Marketing / Sales
- Legal
- Distribution / Logistics

## 15 Service Providers

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## Access to Capital

### Service Providers

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## Product Development

### Service Providers

- Research & Development
- Prototyper
- Production Process Services
- Product Accelerator
- Maker Space & Equipment Sharing
- Contract Manufacturer
- Designer
- Accelerator / Incubator Space

### Service Providers Table

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## Real Estate

### Service Providers
- Real Estate Developer (Non-Profit)
- Real Estate Developer (For-Profit)
- Real Estate Agent
- Business Improvement District

### Table of Service Providers

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## Workforce Development

12 Service Providers

- Apprenticeship Organization
- Community College
- Four-Year University/College
- K-12 Institutions
- Labor Union
- Non-School-Affiliated Training
- Staffing Agency
- Technical College
- Trade Group

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<th>Apprenticeship Organization</th>
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<th>K-12 Institutions</th>
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## Community Building/Ombudsman Services

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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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