

DIVISION OF FINANCE PROGRAMS  
PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

ANNUAL FINANCIAL STATUS REPORT  
FISCAL YEAR 2009  
ECONOMIC DEVELOPMENT  
ARTICLE

SECTION 3-404(e)

Submitted by:

Maryland Department of Business and Economic Development

As of June 30, 2009

# PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

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## **PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM (PWQ)**

### **History and Program Description**

The PWQ Program was established by legislation in 1989 and is administered by the Department of Business and Economic Development (the “Department”). The PWQ Program encourages Maryland companies to invest in training for employees.

The Partnership for Workforce Quality provides reimbursable grants that match (1:1) the investments of Maryland’s manufacturing and technology companies in employee training, thus helping the companies improve their efficiency, develop quality management practices, modernized operations, and upgrade manufacturing processes. As a result, companies are better equipped to expand in Maryland and to compete in a global marketplace.

Funded annually through general and special funds, the Partnership for Workforce Quality helps participating companies develop and implement training systems to improve business competitiveness and worker productivity, upgrade the skills of workers to accommodate new technologies and production processes, and promote employment stability.

The Department’s goal for use of PWQ funds is “maintaining the quality of the state’s workforce,” which is consistent with Maryland’s Economic Development Strategy. PWQ provides critical funding support that is integrated with Department’s overall efforts to grow Maryland’s economy. Funds are disbursed to eligible Maryland companies in the form of a grant of up to 50% of qualified reimbursable direct cost of training. These funds enable companies to acquire new skills and technologies that have been identified by the business plan as a catalyst for growth and competitiveness in the industry.

The Department has focused the use of the PWQ funds on Maryland companies who are manufactures or threatened by the pressures of increased foreign or domestic competition.

### **Program Performance Since Inception**

Program funds are used for grants to eligible Maryland companies primarily manufacturing and technology companies with 150 or fewer employees and assists these companies to provide:

- Training in manufacturing, professional, scientific and technical services;
- Job-specific training and training to upgrade or retain existing employees; or
- Training related to strategic goals and objectives of a company.

Since the program’s inception in 1989, the PWQ Program has invested in nearly \$36 million of training for more than 97,000 employee-training slots in Maryland companies.

**Program Performance for Fiscal Year 2009**

During fiscal year 2009, Partnership for Workforce Quality Program approved grants totaling \$492,251 to 50 Maryland companies, with total project training costs of \$1.1 million that with matching funds from participating companies funded 1,007 employees trained.

**Projected Program Performance for Fiscal Year 2010**

The appropriation for PWQ for fiscal year 2010 is approximately \$250 thousand of special funds that is subject to a budget amendment. The Department is actively working to identify additional eligible training opportunities and anticipates full usage of the \$250 thousand appropriation. The Department's strategy for use of PWQ funds will emphasize support of upgrading the skills of Maryland employees to encourage Maryland companies to expand and to compete in a global marketplace.

# Approved Report

## 7/1/2008 Through 6/30/2009

<i>Approved Date</i>	<i>Client Name</i>	<i>Loan</i>	<i>Loan Amount</i>	<i>Guarantor Percentage</i>	<i>Loan Guarantee</i>	<i>County</i>	<i>Total Project</i>	<i>Trainees Pro /</i>	<i>New Actual</i>	<i>Retained Jobs</i>	<i>Jobs</i>
<i>Partnership for Workforce Quality</i>											
11/21/2008	Kohn Design & Printing	8840101	\$6,000.00	0.0%	\$0.00	Carroll	\$19,780.00	3	3	1	20
11/21/2008	Nemetschek, N.A., Inc.	8780101	\$5,934.00	0.0%	\$0.00	Howard	\$19,780.00	12	12	0	107
12/15/2008	M-Cubed Information Systems, Inc.	8810101	\$10,000.00	0.0%	\$0.00	Montgomery	\$37,000.00	21	21	8	11
12/17/2008	JASINT Consulting,	8850101	\$7,072.00	0.0%	\$0.00	Anne Arundel	\$23,576.00	12	11	5	12
2/2/2009	Akonni Biosystems, Inc.	5820501	\$6,999.00	0.0%	\$0.00	Frederick	\$13,999.00	18	18	7	30
2/6/2009	Sierra Nevada Corporation	8970101	\$20,000.00	0.0%	\$0.00	Washington	\$46,175.00	18	12	0	429
2/9/2009	Masterworks Machining, Inc.	8960101	\$4,136.00	0.0%	\$0.00	Carroll	\$8,272.00	7	6	1	36
2/9/2009	Phoenix Color Corporation	5730201	\$20,000.00	0.0%	\$0.00	Washington	\$45,430.00	28	28	33	442
2/9/2009	Raman Technologies, Inc.	8980101	\$2,000.00	0.0%	\$0.00	Baltimore City	\$8,000.00	1	1	0	1
4/7/2009	Ellicott Dredges, LLC	9230101	\$19,117.00	0.0%	\$0.00	Baltimore City	\$38,235.00	12	12	0	127
4/7/2009	Perdue Farms, Inc. Corporate	9220101	\$17,640.00	0.0%	\$0.00	Wicomico	\$35,280.00	49	49	0	146
4/21/2009	East Coast Machining, Inc.	9430101	\$4,725.00	0.0%	\$0.00	Carroll	\$9,450.00	9	Active	0	8
4/27/2009	Autoscribe Corporation	9270101	\$3,675.00	0.0%	\$0.00	Carroll	\$7,350.00	3	3	0	35
4/27/2009	DynPort Vaccine, LLC a CSC	9280101	\$20,000.00	0.0%	\$0.00	Frederick	\$52,667.00	25	28	0	123
4/27/2009	Electromet Corporation	9260101	\$5,250.00	0.0%	\$0.00	Washington	\$10,500.00	8	8	0	121
4/27/2009	SA Biosciences Corporation	9290101	\$20,000.00	0.0%	\$0.00	Frederick	\$41,350.00	16	36	0	90
5/26/2009	Bowles Fluidics, Inc.	9400101	\$20,000.00	0.0%	\$0.00	Howard	\$56,959.00	24	24	0	0
5/26/2009	CFM Project Consulting Group, Inc.	9410101	\$1,410.00	0.0%	\$0.00	Anne Arundel	\$2,820.00	19	Active	0	19
5/26/2009	clearAvenue, LLC	9420101	\$20,000.00	0.0%	\$0.00	Howard	\$44,000.00	11	Active	0	18
5/26/2009	Interstate Communication Services,	9390101	\$2,150.00	0.0%	\$0.00	Washington	\$4,300.00	5	5	0	10
5/26/2009	Key Technologies, Inc.	9380101	\$3,397.00	0.0%	\$0.00	Baltimore City	\$6,795.00	19	19	0	19
5/27/2009	Integral Consulting Services	9440101	\$20,000.00	0.0%	\$0.00	Montgomery	\$42,250.00	22	22	0	42
5/27/2009	M-Cubed Information Systems, Inc.	8810201	\$20,000.00	0.0%	\$0.00	Montgomery	\$40,000.00	23	23	0	54
5/27/2009	MDA Federal, Inc.	9450101	\$6,582.00	0.0%	\$0.00	Montgomery	\$13,164.00	6	Active	0	160
6/12/2009	Ark Systems, Inc.	9560101	\$4,358.00	0.0%	\$0.00	Howard	\$8,715.00	9	7	0	110
6/12/2009	Brekford International Corporation	9590101	\$7,200.00	0.0%	\$0.00	Anne Arundel	\$14,400.00	16	16	0	25
6/12/2009	Embedded Systems Design, Inc.	9600101	\$9,150.00	0.0%	\$0.00	Howard	\$18,300.00	7	7	0	25
6/12/2009	Praxis Engineering Technologies	9570101	\$9,619.00	0.0%	\$0.00	Anne Arundel	\$19,238.00	12	12	0	60
6/12/2009	Sharp Communication Services,	9580101	\$3,360.00	0.0%	\$0.00	Howard	\$6,720.00	3	2	0	45

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6/17/2009	Digital Infuzion, Inc.	9620101	\$15,000.00	0.0%	\$0.00	Montgomery	\$30,000.00	30	Active	2	47
6/18/2009	Artistic Elevator Interiors, Inc.	9610101	\$5,750.00	0.0%	\$0.00	Prince George's	\$11,500.00	6	6	0	30
6/18/2009	Freedom Consulting Group, LLC	9630101	\$10,796.00	0.0%	\$0.00	Howard	\$21,592.00	9	Active	0	25
6/26/2009	AASKI Technology, Inc.	9730101	\$3,250.00	0.0%	\$0.00	Howard	\$6,500.00	2	Active	0	3
6/26/2009	Agency Consulting Group, Inc.	9720101	\$20,000.00	0.0%	\$0.00	Howard	\$42,955.00	15	Active	0	10
6/26/2009	CCC Diagnostics, LLC	9710101	\$8,214.00	0.0%	\$0.00	Baltimore	\$16,428.00	4	Active	0	10
6/26/2009	Force 3, Inc.	9680102	\$20,000.00	0.0%	\$0.00	Anne Arundel	\$44,400.00	38	Active	0	38
6/26/2009	Trusant Technologies, Inc.	9700101	\$7,007.00	0.0%	\$0.00	Howard	\$14,014.00	10	10	5	22
6/26/2009	Wood Products, Inc.	1130301	\$12,900.00	0.0%	\$0.00	Garrett	\$37,800.00	9	Active	0	88
6/29/2009	Group Z, Inc.	9690101	\$1,500.00	0.0%	\$0.00	Howard	\$3,000.00	3	Active	0	10
6/30/2009	Avid Technology Professionals,	9770101	\$6,773.00	0.0%	\$0.00	Prince George's	\$13,546.00	5	Active	0	30
6/30/2009	Casework, Ltd.	9820101	\$2,700.00	0.0%	\$0.00	Montgomery	\$5,400.00	12	Active	0	25
6/30/2009	Evapco, Inc.	9830101	\$20,000.00	0.0%	\$0.00	Carroll	\$55,900.00	350	Active	0	360
6/30/2009	Harsh Environment Applied	9800101	\$722.50	0.0%	\$0.00	Charles	\$1,445.00	1	Active	0	22
6/30/2009	High Rock Studios, Inc.	9790101	\$5,135.00	0.0%	\$0.00	Washington	\$10,270.00	4	Active	0	9
6/30/2009	Integral Components, Inc.	9760101	\$10,607.00	0.0%	\$0.00	Carroll	\$21,215.00	29	Active	0	44
6/30/2009	MailerMailer, LLC	9810101	\$4,000.00	0.0%	\$0.00	Montgomery	\$13,980.00	2	Active	0	8
6/30/2009	Maryland Thermoform Corporation	9750101	\$4,100.00	0.0%	\$0.00	Baltimore City	\$8,200.00	12	Active	7	61
6/30/2009	Shakthy Information Systems, Inc.	9880101	\$8,000.00	0.0%	\$0.00	Montgomery	\$17,160.00	4	Active	0	4
6/30/2009	Sparta, Inc.	9780101	\$15,000.00	0.0%	\$0.00	Howard	\$32,500.00	32	Active	0	112
6/30/2009	Systems Integration &	9900101	\$11,022.00	0.0%	\$0.00	Montgomery	\$22,044.00	12	Active	0	110
<b>Totals:</b>		<b>50 Loans</b>	<b>\$492,250.50</b>		<b>\$0.00</b>		<b>\$1,124,354.00</b>	<b>1007</b>	<b>401</b>	<b>69</b>	<b>3393</b>

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