

DIVISION OF FINANCE PROGRAMS
PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

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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 specific line item appropriations, 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 focuses 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 \$35 million of training for more than 94,000 employee-training slots in Maryland companies.

Program Performance for Fiscal Year 2007

During fiscal year 2007, Partnership for Workforce Quality Program funded grants totaling \$1.3 million to 122 Maryland companies that with matching funds from participating companies funded 4,958 employee-training slots. There were 870 training projects consisting of the following training types: 34% computer systems applications, 31% management and business, and 34% process and product improvements.

Projected Program Performance for Fiscal Year 2008

The allocation of PWQ funds to the Department for fiscal year 2008 is approximately \$1.0 million and was received on July 1, 2007. The Department's current pipeline for PWQ includes thirty (30) companies that will utilize approximately \$472,964. The Department is actively working to identify additional eligible training opportunities and anticipates full usage of the \$1 million appropriation. The Department's strategy for use of PWQ funds will emphasize support of upgrading the skills of Maryland employee's to encourage Maryland companies to expand and to compete in a global marketplace.

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

<u># of Companies</u>	<u>Company</u>	<u>Amount</u>	<u>County</u>
1	Action Products, Inc.	\$14,593.88	Washington
2	Amata, Inc.	\$8,421.67	Montgomery
3	Amdex Corporation	\$8,280.00	Montgomery
4	American Metal Fabricators, Inc.	\$11,897.50	Calvert
5	Applied Sensor Research and Development Corporation	\$2,499.00	Anne Arundel
6	AQUAS Inc.	\$3,927.00	Montgomery
7	Aquilent, Inc.	\$31,475.00	Prince George's
8	ARK Systems, Inc.	\$5,567.50	Howard
9	Artistic Elevator Interiors, Inc.	\$4,237.00	Charles
10	Ascellon Corporation	\$25,865.00	Prince George's
11	Avalon Pharmaceuticals, Inc.	\$22,548.00	Montgomery
12	Avid Technology Professionals, LLC	\$5,709.00	Prince George's
13	Baltimore Dredges, LLC	\$5,251.00	Baltimore City
14	Baxter Healthcare Corporation	\$12,270.37	Prince George's
15	Belkov Yacht Company	\$5,272.00	Anne Arundel
16	Berry Plastics Corporation (Poly-Seal Corporation)	\$24,680.50	Baltimore City
17	BioServe Biotechnologies, Ltd.	\$3,808.00	Prince George's
18	Blue Seal Feeds, Inc.	\$2,159.00	Washington
19	Brunswick Family Boat Company, Inc.	\$2,842.00	Allegany
20	Carter Control Systems, Inc.	\$16,500.00	Frederick
21	CASEWORK LTD	\$7,500.00	Montgomery
22	Charles River Laboratories, Inc.	\$7,648.92	Montgomery
23	Chopp & Company, Inc.	\$22,500.00	Charles
24	Citrus and Allied Essences Ltd.	\$11,636.00	Harford

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25	Computer Temporaries, Inc.	\$2,022.50	Prince George's
26	Consulting & Engineering Next Generation DBA CenGen	\$8,795.50	Howard
27	Corporate Network Services	\$4,782.50	Montgomery
28	Creative Systems and Design, LLC	\$950.00	Baltimore
29	Digene Corporation	\$7,500.00	Montgomery
30	Digital Receiver Technology, Inc.	\$10,543.56	Montgomery
31	DM Group, LLC	\$14,910.00	Calvert
32	Duvinage Corporation	\$8,862.50	Washington
33	Earth Resources Technology, Inc.	\$17,252.00	Anne Arundel
34	EarthData International, Inc.	\$13,260.38	Washington
35	Eaton Corporation	\$2,200.00	Prince George's
36	Eight O'Clock Coffee Company	\$5,803.72	Prince George's
37	Embedded Systems Design, Inc.	\$22,292.00	Howard
38	Enabling Technologies Corp.	\$3,995.00	Baltimore
39	E-Site Marketing, L.L.C.	\$6,993.75	Montgomery
40	EVI Technology, LLC d/b/a EDO EVI	\$23,786.00	Baltimore
41	Fil-Tec, Inc.	\$10,343.98	Washington
42	Force 3, Inc.	\$11,524.50	Anne Arundel
43	Foxfire Printing and Packaging, Inc.	\$2,500.00	Prince George's
44	Freedom Consulting Group, LLC	\$6,908.00	Howard
45	Frito- Lay, Inc.	\$1,225.00	Harford
46	Gantech, Inc.	\$24,231.00	Baltimore City
47	Gardner Denver Hanover, Inc.	\$25,000.00	Anne Arundel
48	Garrett Container Systems, Inc.	\$23,473.24	Garrett
49	Hagerstown Kitchens, Inc.	\$12,429.00	Washington

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50	Hardwire LLC		\$20,719.24	Worcester
51	Harley-Davidson of Frederick Racing		\$17,796.50	Frederick
52	HBP, Inc.		\$14,591.75	Washington
53	Hub Labels, Inc.		\$11,143.00	Washington
54	Human Genome Sciences, Inc.		\$51,511.00	Montgomery
55	INGENIUM CORPORATION		\$5,081.00	Prince George's
56	ISP Pharma Systems, LLC		\$18,374.96	Howard
57	Jamison Door Company		\$7,491.50	Washington
58	Key Technologies, Inc.		\$8,287.50	Baltimore City
59	Kop-Flex, Inc. a Division of Emerson Power Transmission		\$17,385.78	Anne Arundel
60	Lion Ribbon Company, Inc.		\$10,060.00	Washington
61	Lippincott, Williams & Wilkins		\$14,387.00	Washington
62	Logical Consulting Group, Inc.		\$11,561.38	Baltimore
63	Lorch Microwave, Inc.		\$12,703.00	Wicomico
64	Mac Machine Company, Inc.		\$19,451.70	Baltimore
65	Machining Technologies, Inc.		\$14,083.15	Wicomico
66	MailerMailer, LLC		\$7,349.50	Montgomery
67	Marada Industries, Inc.		\$14,406.00	Carroll
68	Maryland Thermoform Corporation		\$10,736.00	Baltimore City
69	Master Works Machining, Inc.		\$14,335.00	Carroll
70	Maxim Biomedical, Inc.		\$1,027.74	Montgomery
71	Merkle Response Services, Inc.		\$5,630.66	Washington
72	Milestone Tarant, LLC		\$18,080.00	Prince George's
73	Morningstar Foods Inc.		\$8,515.13	Frederick
74	Mosaic Technologies Group, Inc.		\$4,485.00	Prince George's
75	Nanavati Consulting, Inc.		\$19,318.94	Anne Arundel
76	Network Connectivity Solutions Corporation		\$20,837.76	Washington

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77	Oak Printing, Inc.	\$7,500.00	Washington
78	ODDI Atlantic, LLC	\$22,205.00	Somerset
79	Parker Plastics, LLC	\$17,385.75	Washington
80	Pharmaceutics International, Inc.	\$5,182.00	Baltimore
81	Plexus Installations, Inc.	\$1,683.80	Baltimore
82	Poole & Associates, Inc.	\$20,022.00	Somerset
83	Praxis Engineering Technologies, Inc	\$16,116.00	Anne Arundel
84	Prime Solutions, LLC	\$9,772.50	Carroll
85	Prism Communications, Inc.	\$5,767.00	Howard
86	Production Services Management Inc.	\$3,132.50	Baltimore
87	Rampf Molds Industries, Inc.	\$12,187.00	Washington
88	Random House, Inc.	\$4,017.00	Carroll
89	Random House, Inc.	\$4,485.00	Carroll
90	Rayloc , Division of Genuine Parts Company	\$10,764.88	Washington
91	Redland Brick, Inc.	\$12,000.00	Washington
92	Robotic Research, LLC	\$12,532.00	Montgomery
93	ROI Technologies, Inc.	\$12,000.00	Baltimore City
94	Rolling Frito Lay Sales, LP	\$7,954.00	Prince George's
95	Rolling Frito-Lay Sales, LP	\$5,107.09	Baltimore City
96	Royal Aircraft Services, LLC	\$825.00	Washington
97	RTR Technologies, LLC	\$3,212.00	Harford
98	Selby Sign Company, Inc.	\$4,230.00	Worcester
99	Shire US Manufacturing Inc.	\$23,190.50	Baltimore
100	SoBran, Inc	\$5,115.00	Montgomery
101	Social & Scientific Systems, Inc.	\$27,593.50	Montgomery
102	SolidTops, LLC	\$11,979.38	Talbot
103	Specialized Communications, Inc.	\$9,533.50	Washington

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104	Stulz Air Technology Systems, Inc.	\$7,321.00	Frederick
105	Sumatech, Inc.	\$20,000.00	Baltimore
106	SuperArray Bioscience Corporation	\$17,583.15	Frederick
107	Supernus Pharmaceuticals, Inc.	\$15,373.22	Montgomery
108	Tate Andale, Inc.	\$21,700.00	Baltimore
109	Telesis Corporation	\$4,687.00	Montgomery
110	Terumo Medical Corp	\$14,950.00	Cecil
111	The 223 Group, Inc. (dba Dishes, Decor and MORE)	\$4,367.00	Allegany
112	The Stationery House, Inc.	\$13,894.00	Washington
113	The Victory Racing Plate Company	\$5,485.00	Baltimore
114	Tri-State Printing, Inc.	\$3,820.00	Washington
115	Trusant Technologies, LLC	\$1,099.00	Howard
116	Tulkoff Food Products, Inc.	\$6,967.50	Baltimore City
117	Unilever Foods	\$12,307.50	Baltimore City
118	United Electric Supply CO., Inc.	\$28,397.00	Howard
119	Urban Design, Inc. T/A Aetna Shirt and Oncall Medical Coats	\$2,000.00	Baltimore
120	Velsicol Chemical Corporation	\$3,328.00	Kent
121	Ward Machinery Co., Inc. - D.B.A. MarquipWardUnited	\$6,600.00	Baltimore
122	Yale Sportswear Corporation	\$3,404.70	Caroline
	Total	\$1,386,799.13	