

DIVISION OF FINANCE PROGRAMS
PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

ANNUAL FINANCIAL STATUS REPORT
FISCAL YEAR 2008
ECONOMIC DEVELOPMENT
ARTICLE

SECTION 3-404(e)

Submitted by:

Maryland Department of Business and Economic Development

June 30, 2008

PARTNERSHIP FOR WORKFORCE QUALITY PROGRAM

(PWQ)

TABLE OF CONTENTS

History & Program Description.....	1
Performance Since Inception of the Program Through June 30, 2008	1
Program Highlights for Fiscal Year 2008.....	2
Projected Program Performance for Fiscal Year 2009.....	2
 <i>Exhibits</i>	
Listing of PWQ Activity 07/01/2007 – 06/30/2008.....	3

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 96,000 employee-training slots in Maryland companies.

Program Performance for Fiscal Year 2008

During fiscal year 2008, Partnership for Workforce Quality Program funded grants totaling \$1.0 million to 82 Maryland companies that with matching funds from participating companies funded 2,561 employee-training slots. There were 464 training projects consisting of the following training types: 35% computer systems applications, 30% management and business, and 35% process and product improvements.

Projected Program Performance for Fiscal Year 2009

The appropriation for PWQ for fiscal year 2009 is approximately \$890 thousand of special funds. The Department is actively working to identify additional eligible training opportunities and anticipates full usage of the \$890 thousand 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># Companies</u>	<u>Company</u>	<u>Amount</u>	<u>County</u>
1	ABSi Corporation	\$25,100.00	Montgomery
2	Advanced Thermal Batteries, Inc.	\$3,459.00	Baltimore
3	Akonni Biosystems, Inc.	\$3,850.00	Frederick
4	American Electronics, Inc.	\$15,251.12	St. Mary's
5	Applied Data Systems	\$4,628.22	Howard
6	Aquilent, Inc.	\$27,061.50	Prince George's
7	Ark Systems, Inc.	\$5,975.90	Howard
8	Avalon Pharmaceuticals, Inc.	\$12,500.00	Montgomery
9	Baltimore Dredges, LLC	\$12,665.00	Baltimore City
10	Beachley Furniture Company, Inc.	\$10,399.00	Washington
11	Bel Art Products	\$9,267.50	Worcester
12	Berry Plastics Corporation	\$26,252.50	Baltimore City
13	BioServe Biotechnologies, Ltd.	\$14,805.40	Prince George's
14	Brooks Barrel Company, Inc.	\$10,019.00	Dorchester
15	Canam Steel Corporation	\$42,560.00	Frederick
16	CEL-SCI Corporation	\$3,535.00	Baltimore City
17	Chaney Enterprises	\$7,917.00	Charles
18	Choice Technologies, Inc.	\$747.50	Baltimore
19	Clemco Products, Inc.	\$2,156.25	Carroll
20	Creafill Fibers Corporation	\$13,784.87	Kent
21	Dixon Valve & Coupling Company	\$2,663.00	Kent
22	DM Group, LLC	\$5,098.00	Calvert
23	DocuTrac, Inc.	\$3,426.00	Washington
24	Duvinage, LLC	\$12,500.00	Washington
25	D'Vinci Interactive, Inc.	\$2,612.00	Washington
26	DynPort Vaccine Company, LLC	\$16,167.00	Frederick

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

27	Earth Resources Technology, Inc.	\$13,383.00	Anne Arundel
28	Embedded Systems Design, Inc.	\$24,387.50	Howard
29	First Source Electronics, LLC	\$5,437.50	Howard
30	Force 3, Inc.	\$21,172.00	Anne Arundel
31	Foxfire Printing and Packaging, Inc.	\$8,100.00	Prince George's
32	Freedom Consulting Group, LLC	\$8,278.50	Howard
33	Fugro Earthdata, Inc.	\$12,009.62	Washington
34	Gantech, Inc.	\$24,713.00	Baltimore City
35	Garrett Container Systems, Inc.	\$17,071.50	Garrett
36	GenVec, Inc.	\$17,350.00	Montgomery
37	Greenlight Biofuels Princess Anne, LLC	\$8,492.00	Somerset
38	H.R. Simon & Co., Inc.	\$1,022.50	Baltimore
39	Harley-Davidson of Frederick, Inc.	\$12,912.00	Frederick
40	HBP, Inc.	\$8,764.00	Washington
41	Interstate Communication Services, Inc.	\$3,200.00	Washington
42	ISP Pharma Systems, LLC	\$27,562.50	Howard
43	JASCO Incorporated	\$28,066.00	Talbot
44	Key Technologies, Inc.	\$3,657.50	Baltimore City
45	Kirkegaard & Perry Laboratories, Inc.	\$2,424.00	Montgomery
46	Logical Consulting Group, Inc.	\$19,732.00	Baltimore
47	Lorch Microwave, Inc.	\$17,272.00	Wicomico
48	Marlin Steel Wire Products, LLC	\$5,490.00	Baltimore City
49	Maryland Thermoform Corporation	\$4,363.00	Baltimore City

PWQ

Page 4 of 6

Last Updated 06/30/2008

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

50	MasterWorks Machining, Inc.	\$10,535.70	Carroll
51	Mills Creek Builders, Inc.	\$8,270.00	Worcester
52	Miltec Corporation	\$13,995.00	Queen Anne's
53	Nanavati Consulting, Inc.	\$6,012.00	Anne Arundel
54	Nemcheck North America, Inc.	\$16,100.00	Howard
55	Network Connectivity Solutions Corporation	\$22,845.00	Washington
56	NGEN, LLC	\$3,750.00	Prince George's
57	Norwood Marble & Granite, Inc.	\$28,250.00	Prince George's
58	OpSec Security, Inc.	\$4,350.00	Baltimore
59	Optimal Networks, Inc.	\$2,824.00	Montgomery
60	Parker Plastics (Maryland) LLC	\$11,734.00	Washington
61	Perdue Farms, Inc.- Corporate Supply Chain Management	\$13,514.00	Wicomico
62	Poole & Associates, Inc.	\$11,078.00	Somerset
63	Rampf Molds Industries, Inc.	\$12,354.00	Washington
64	Random House, Inc.	\$20,302.00	Carroll
65	Resource Management Concepts	\$10,184.25	St. Mary's
66	RTR Technologies, LLC	\$12,000.00	Baltimore City
67	Sensata Technologies – Power Controls Cambridge	\$3,000.00	Dorchester
68	Sherwin-Williams Crisfield	\$19,832.00	Somerset
69	Shire US Manufacturing, Inc.	\$24,791.00	Baltimore
70	Sierra Nevada Corporation	\$30,165.00	Washington
71	Sumatech, Inc.	\$17,000.00	Baltimore
72	SuperArray Bioscience Corporation	\$17,632.00	Frederick
73	The McConnell Group, Inc.	\$4,694.09	Montgomery
74	Trinity Sterile, Inc.	\$27,564.00	Wicomico
75	Tri-State Printing, Inc.	\$4,222.00	Washington

PWQ

Page 5 of 6

Last Updated 06/30/2008

DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT

76	Trusant Technologies, LLC	\$15,375.25	Howard
77	Tulkoff Food Products, Inc.	\$27,784.75	Baltimore City
78	Under Armour, Inc.	\$25,000.00	Baltimore City
79	Vapotherm, Inc.	\$8,959.00	Queen Anne's
80	Wildes-Spirit Design & Printing	\$5,430.00	Charles
81	Willets Systems, Inc.	\$872.50	Allegany
82	Yale Sportswear Corporation	\$32,210.00	Caroline