Urban Manufacturing Alliance

2023 National Gathering
Baltimore, MD | Oct. 10-12

With local host partners:
What is a UMA Gathering?

Gatherings serve as an opportunity to create a more interconnected urban manufacturing ecosystem – locally and nationally.

Attendees explore how workforce development, supply chains, access to capital, product development, land use and real estate policies, and entrepreneurial ecosystems can create jobs, support workers and entrepreneurs, and build resilient communities and regions.
What Happens at a Gathering?

The Gathering will feature a range of interactive events, opportunities to connect, and engaging formats, including:

- Rapid share presentations
- Neighborhood and factory tours
- Happy hours
- Facilitated group conversations
- Makers market
- Breakout learning sessions

**Tue., Oct 10**
- **Evening**
  - Welcome Reception
  - Makers Market

**Wed., Oct 11**
- **Morning**
  - Main Session 1
- **Afternoon**
  - Workshops
  - Tours

**Thu., Oct 12**
- **Morning**
  - Main Session 2
- **Afternoon**
  - Workshops
  - Tours
Gathering Facts

200+ Attendees this Year

100+ Cities and Towns Represented

Organizations Represented
- Municipal government
- Faith-based networks
- Workforce development
- Entrepreneurial service organizations
- Academic institutions
- Lenders
- Real estate or housing developers
- Retailers
- Makerspaces & commercial kitchens
- Community-based organizations
- Makers and manufacturers
- Any organization that contributes to the manufacturing ecosystem

Who Attends?
- Community Organizers, Executive Directors, Lending Officers, Thought Leaders, Urban Planners, Innovation Officers, Professors, Entrepreneurs, and more...

10 Host Cities
- Philadelphia, New York, Los Angeles, Indianapolis, Somerville, Seattle, Pittsburgh, Milwaukee, Houston ...and Baltimore
Gathering Themes and Topics

- Racial Equity
- Workforce Development
- Land Use & Real Estate
- Ecosystem Building
- Entrepreneurship
- Capital Access
- Local Branding
- Sustainability
“I knew we had a bunch of makers in our facilities but I wasn’t sure if that aligned with manufacturing [...] When I came to the conference it really cleared it up. A manufacturer is that sole proprietor, that creator, that maker, that entrepreneur—but these groups aren’t identifying themselves [to us] as manufacturers. The Gathering helped us understand how to tell that story, that they are part of the manufacturing world and we can support them.”

-Kate Bartlett, Riverworks Business Improvement District, Milwaukee, WI

“For me, it was transformational. The Gathering was very informing, engaging, and interactive. It really allowed attendants to get acquainted with urban manufacturing in a very practical and educational way.”

-Art Hall, Buffalo Urban Development Corporation, Buffalo, NY
Sponsoring UMA’s Baltimore Gathering is a meaningful and authentic way to reach community leaders, businesses, and other stakeholders as they work to build more equitable and inclusive communities and manufacturing ecosystems.

Sponsor packages provide partners with the opportunity to:

- Demonstrate thought leadership across a wide variety of topics related to manufacturing, economic mobility, and racial equity
- Connect directly with local and national practitioners from cities near and far
- Support communities on their path to building more equitable economies
Presenting Sponsor

$25,000

- Featured speaker in our video content
- Formal speaking role at the event
- Branded part of the event
- Featured in our written content
- Introduction to UMA’s network via newsletter
- Distribute materials at an individual table
- 12 complimentary tickets to Welcome Reception & Main Sessions + 6 Workshops or Tours
Platinum Sponsor

$15,000

- Formal speaking role at the event
- Branded part of the event
- Featured in our written content
- Introduction to UMA’s network via newsletter
- Distribute materials at an individual table
- 10 complimentary tickets to Welcome Reception & Main Sessions + 4 Workshops or Tours
Gold Sponsor

$10,000

- Branded part of the event
- Featured in our written content
- Introduction to UMA’s network via newsletter
- Distribute materials at an individual table
- 8 complimentary tickets to Welcome Reception & Main Sessions + 2 Workshops or Tours
Silver Sponsor

$5,000

- Featured in our written content
- Introduction to UMA’s network via newsletter
- Distribute materials at an individual table
- 6 complimentary tickets to Welcome Reception & Main Sessions
Bronze Sponsor

$2,500

- Introduction to UMA’s network via newsletter
- Distribute materials at an individual table
- 4 complimentary tickets to Welcome Reception & Main Sessions
Community Sponsor

$1,500

- Distribute materials at an individual table
- 3 complimentary tickets to Welcome Reception & Main Sessions
Neighborhood Sponsor

$750

- Distribute materials at an individual table
- 2 complimentary tickets to Welcome Reception & Main Sessions
Design, host, or sponsor an interactive session on our second or third day: From a tour of a facility, a training on your or a partner’s platform, or another event that provides our attendees with a hands-on experience that drives their learning.
We work to keep our Gatherings affordable as a way to be inclusive. Costs should never be a barrier to attending. However, we know that financial resources are not distributed evenly, and therefore we are seeking partners to donate to a fund to subsidize tickets and other event expenses for attendees.
The Urban Manufacturing Alliance believes that manufacturing is a strategy for economic mobility, particularly for BIPOC and other underserved communities, through career pathways, entrepreneurship, and ownership.

We build interwoven national and local ecosystems of those who traditionally associate with manufacturing, as well as those who do not, to authentically connect the opportunities manufacturing provides to those who it would most benefit. This coalition works together to grow more equitable and prosperous economies in cities by building a robust, sustainable, and inclusive urban manufacturing sector.

UMA has been the national leader on the intersection of manufacturing, racial equity, and economic and community development since we were founded out of a commitment in the Clinton Global Initiative in 2011.

For more information, visit www.urbanmfg.org.
We support makers and manufacturers in Baltimore City. Our mission is simple: Encourage investment in Baltimore’s economy by growing the market for locally-made goods and supporting the people who make them.

At the heart of our program is a strong community of manufacturers, retailers, and maker spaces working together to create and promote locally-made products. Our growing network of over 200 product-based businesses ranges from home-based maker to large scale manufacturer. You can see the award-winning products they make in our business directory.

We provide support services to our business network. From our retail concepts featuring local product lines, free business development workshops and resources, robust print and media campaigns, connections with large institutions and universities, and ongoing work to advance policy for urban manufacturing, Made In Baltimore is working constantly to elevate makers and manufacturers in the city of Baltimore.

For more information, visit www.madeinbaltimore.org.
Contact

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Thank You!