



Friday, March 1, 2021
This was a virtual meeting
Meeting ID meet.google.com/zxb-xqus-orx
Phone Numbers (US)+1 573-621-2447
3:00 p.m. – 5:00 p.m.

Meeting Minutes

Attendees:

Scott Simmons, VP NA Supply Chain, Chairman	McCormick & Co.
William Beckman, Vice President,	Iron Workers #5
Suzy Ganz, CEO	Lion Brothers
Sam Griffith, President	National Jet Co., Inc.
Mina Izadjoo, President	Integrated Pharma Services, LLC
Senator Katherine Klausmeier	District 8, Baltimore County
Sandra Lamb, President	Semforex
Dr. Willie E. May, Vice President, Research and Economic Development & Professor of Chemistry	Morgan State University
Greg Maxwell, VP - Global Supply Chain	Northrop Grumman Corporation
Bobby Patton, CEO	Patton Electronics
Christine Ross, CEO	Maryland Chamber of Commerce
Jim Strong, Sub-District Director	United Steelworkers District 8
Phil Tulkoff, President	Tulkoff Food Products

Ex-Officio Members:

Kelly Schulz, Secretary	Department of Commerce
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Notable Guest(s)

Mike Kelleher	MD MEP
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Commerce Staff:

Todd Sabin
Heather Gramm
Connie Page

I. Call to Order

At 3:00 p.m. Chairman Scott Simmons called the meeting to order and welcomed members and guests.

II. Review and Approval of September 25, 2020 Minutes

Upon motion duly made and seconded, the minutes of the September 25, 2020 MMAB meeting were approved.

III. Chairman's Updates

The Chairman welcomed new members and gave everyone an opportunity to introduce themselves. This is year 4 of the MMAB and he was asked to be the Chair and looking forward to working with everyone. The Chairman stated that it's been a challenging year due to Covid-19. As we go forward, he would like to discuss some of the things we could be doing differently to overcome those challenges as a group.

IV. Secretary's Updates

Secretary Schulz thanked new members and updated the Board on Commerce's initiatives over the course of the year. On March 12th, Commerce along with all the other state agencies celebrated our 1 year anniversary of leaving our offices and working remotely. We have distributed hundreds of millions of dollars to businesses in need to help them survive. One of our biggest accomplishments is the distribution of manufacturing grants. Overall we were able to stimulate new manufacturers of PPE, we distributed approximately \$3.2 million dollars in grants. Which help created 560 new jobs and maintain more than 860 new jobs. At the end of 2020, we had an unemployment rate of approximately 6.3%. That is down from where we were at a high in April of 10.1% unemployment. In March and April of last year we lost nearly 390,000 jobs. At the end of 2020 we regained 65% of those jobs. Lawmakers a few weeks ago passed the Governor's initiative the Relief Act of 2021. It added additional amendments to the Governor's 1 billion dollar to the economic relief plan. That is 1.3 billion dollars going out to individuals and businesses across Maryland. The Secretary highlighted some of the specific programs that the Maryland Department of Commerce will be distributing: \$10,000.000 grants up to \$9,000 to businesses in need of assistance. \$22,000 million for grants, up to \$12,000.00 for bars and restaurants, \$10,000,000 up to \$25,000 for Hotels and \$22,000,000 for restaurant funds. A new program is \$500,000 for businesses to set up online sales and help with telework. \$8,000,000 for private commuter bus operators and local transit systems. \$10,000,000 for Small Minority and Women owned business account. In keeping with the commitment for communities, \$5,000,000 to the arts community will go out to local independent artist.

V. MMAB Goal Review

Chairman Simmons reviewed passed MMAB Goals: Perception/Image Initiative, small Manufacturing Business Support Initiative and Manufacturing Co-Ops and Tech Transfer in Maryland. He welcomed new members and current members to become actively involved in one of these goals and help to figure it out. How we a MMAB can provide advice how to make these goals come more alive and how we support manufacturing in the state of Maryland. This is an opportunity as we move through the agenda to see what this looks like in 2021.

VI. Manufacturing Policy Academy Review

Todd Sabin updated the Board on Manufacturing Policy Academy. The Manufacturing Policy Academy wrapped up in January, they came up with three goals and a few strategies to support the goals. Goal 1: Improve alignment between industry needs and state programs and resources. The mission is to identify top industry needs to address and improve alignment and messaging of resources. There are two strategies: Launch industry survey to assess industry awareness of state programs related to manufacturing industry; identify gaps in what state currently offers; align state resources with industry needs. Create inventory of manufacturing resources / programs offered by county and state organizations and promote these resources. Goal 2: Position Maryland and its manufacturers to compete for unique growth opportunities. The mission is to define what Maryland manufacturing is and the messaging and resources to support it. There are three strategies: Offshore wind attraction and foreign investment. DoD: Title III funding for maritime shipbuilding, rocket and missile defense, UAVs, and leveraging the state as a DoD hub. Industry 4.0: How do we promote and implement in SMEs. Goal 3: Promote manufacturing in Maryland. The mission is to demonstrate the importance of manufacturing in Maryland to ensure it is recognized as a key sector for: government, industry and the public. There are two strategies: Promoting the “STORY” of Maryland Manufacturing to expand industry outreach and growth to 3 target demographics: underserved populations, displaced workers, and legislators; and to define and create pathways of opportunity for future workforce.

VII. Member Discussion Recap and Action Items/Next Steps

The Chairman led a member’s dialogue on goals, action items and next steps. After a discussion, the goals are in alignment. The Chairman asked Board Members to reach out to Todd and Heather to let them know which goals they would be interested in getting involved in and to create smaller committees. Heather and Todd will report back to the Board a list of goals and who will be working on them to move the agenda forward. Also, it was discussed to bring in the following groups to present to the Board: Dr. Perman, University of Maryland, Maryland Department of Education, P-Tech Schools, Baltimore County, Phil Tulkoff, Frounhofer, Onshoring, and Higher Education, Engineering Departments

VIII. New Business: Maryland Reshoring Initiative

The Chairman discussed the Maryland Reshoring Initiatives. For many people what has happened during Covid as well as Trade Policies globally, people are starting to look at off shore manufacturing and how to make it closer into the US market. How can Maryland benefit by reshoring manufacturing opportunities. Commerce has been looking at reshoring initiatives for several years. Covid has brought to light new challenges and opportunities from companies bringing back manufacturing and also Made in America initiatives. Heather will contact interested members to be included in discussion when they start.

IX. Discussion of Agenda Items for Next Meeting

Chairman Simmons to meet with Heather Gramm and Todd Sabin to agenda for next meeting. The next meeting is scheduled for April 26th.

X. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 4:43 p.m. by Chairman Simmons.