



Wednesday, December 18, 2024 | 12-1:30 pm
World Trade Center Baltimore, 17th Floor Conference Room
401 E Pratt Street, Baltimore, MD 21202

I. Call to Order

The meeting was called to order at 12:09 PM by the Temporary Chair, Benjamin McGlaughlin.

II. Attendance

The following board members and participants were present:

Board Members:

April Richardson - Owner, Food Opportunity, LLC

Mina Izadjoo, PhD. - President & Chief Science Officer, Integrated Pharma Services

Luke Chow - President and CEO, Prime Manufacturing Technologies Inc.

Kelly Koerner – Vice President, Carroll Community College (Virtual)

*Greg Maxwell – Vice President of Supply Chain, Northrop Grumman Mission Systems (Virtual)

Sam Griffith – President/Owner, National Jet Company (Virtual)

Sue Chambers – President/CEO, Strauss (Virtual)

*Note: Greg Maxwell departed early at 1:09PM due to a prior scheduling conflict.

Commerce Participants:

Ricardo Benn - Deputy Secretary of Innovation and Growth, Maryland Department of Commerce

John Gilstrap – Assistant Secretary of Innovation and Growth, Maryland Department of Commerce

Benjamin McGlaughlin – Manufacturing Program Manager, Maryland Department of Commerce

III. Review and Acceptance of the June 20, 2024 Meeting Minutes

The minutes were reviewed and approved as presented.

Motion: Greg Maxwell

Seconded: Sam Griffith

Vote: Unanimously approved

IV. Nominations for Board Chair

Nominations were solicited for the Board Chair position:

Nominees:

April Richardson (Self-nominated; seconded by Sam Griffith)

Greg Maxwell (Nominated by Sue Chambers; seconded by Luke Chow???)

The nominations will be forwarded to Commerce Secretary Kevin Anderson for selection.

V. Department of Commerce Manufacturing 4.0 (M4.0) Program Updates

Presented by Benjamin McGlaughlin, Manufacturing Program Manager

Benjamin McGlaughlin began with a discussion of current focus areas, emphasizing the efforts to understand the needs of manufacturers across Maryland. There is a continued push for M4.0 funding to drive technological adoption among manufacturers. As part of the Department of Energy (DOE) Manufacturing Energy Supply Chain funding program, tools for assessment and grants for micro-equipment are set to roll out in early 2025. In January 2025, the team will also host a webinar about the Small Business Administration 7a Working Capital Pilot Program, aimed at providing financial resources to manufacturers. Workforce development remains a priority, with ongoing efforts to partner with educational institutions to enhance workforce recruitment and training.

The Manufacturing 4.0 Grant Program (M425) update highlighted significant progress. Out of 124 applications reviewed, 43 were funded, representing 35% of total submissions. A total of \$5 million in funding is being awarded, which is projected to leverage \$11.7 million in project funding, demonstrating a 2.3x impact. Notably, 65% of the grants were awarded to small firms. These firms collectively represent 699 full-time employees (FTEs), while mid-sized firms account for 1,790 FTEs. Diversity in grant allocation was also a key highlight, with 26% of awards going to minority and/or women-owned firms, as identified voluntarily.

Key lessons learned from this year's M4.0 grant cycle were also discussed. Challenges with web portal latency during the submission deadline underscored the need to extend next year's application window. Additionally, consistent and earlier funding announcements are expected to increase participation in the program.

The Maryland MADE Program was reviewed, showcasing its focus on promoting energy-efficient advanced manufacturing technologies. With \$1.3 million in funding (a combination of DOE grants and matching funds) allocated through June 2026, the program supports equipment grants, educational events, readiness assessments, and technical assistance in collaboration with MD MEP.

Looking ahead, the group explored future opportunities, including initiatives to integrate AI into industrial manufacturing in Baltimore and efforts to secure federal DOE and Department of Commerce funding for Maryland-based projects.

Finally, the Board outlined priorities for 2025, which include increasing participation in M4.0 funding programs, enhancing workforce development to address skills gaps, and promoting greater involvement of small and minority manufacturers in state initiatives. These efforts aim to build on the progress made in the current year while addressing the evolving needs of Maryland's manufacturing sector.

VII. Public Comments and Discussion

There were no members of the public present at the meeting or on the provided phone call login. Participants emphasized the importance of advocating for manufacturing funding through industry-led initiatives. Suggestions were made to ensure small businesses remain prioritized in funding programs.

VIII. Closing Remarks

The Temporary Chair thanked participants for their contributions and encouraged continued collaboration.

IX. Adjournment

The meeting was adjourned at 1:25 PM from a motion provided by Mina Izadjoo, PhD. and seconded by April Richardson.

Action Items

1. Distribute the M425 Manufacturing 4.0 sector summary and scoring rubric to board members.
2. Work within Commerce to document the impact of the state's investment in the Manufacturing 4.0 program.
3. Send the 2022 Transforming Manufacturing in a Digital Economy Workgroup Report to board members.

Minutes Submitted By: Benjamin McGlaughlin

Date Submitted: [Insert Date]

Upcoming Meetings:

January 29, 2025

12:00 pm to 1:30pm

Virtual or in-person - World Trade Center Baltimore, 17th Floor Conference Room, 401 E Pratt Street, Baltimore, MD

March 12, 2025 - Location TBD

12:00 pm to 1:30pm

May 7, 2025 - Location TBD

12:00 pm to 1:30pm