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Thursday, June 20, 2024  
11:00-12:30 PM  
**Meeting Minutes**

**Attendees:**

Mina Izadjoo, Integrated PharmaServices  
Sue Chambers, Strouse  
Luke Chow, Prime Manufacturing Technologies, Inc  
Sam Griffith, National Jet  
Greg Maxwell, Northrop Grumman  
Bobby Patton, Patton Electronics  
April Richardson, Food Opportunity, LLC  
N. Scott Phillips, Scott Phillips Consulting

**Commerce Staff:**

Heather Gramm, Assistant Secretary BISS  
Ulyana Desiderio, Senior Director, OSIE  
Benjamin McGlaughlin, Manufacturing Program Manager OSIE

**I. Call to Order & Chairman Remarks**

At 11:02 am Heather Gramm called the meeting to order.

**II. Approval of the December 2023 minutes**

**Board members were provided the draft minutes from the December 13, 2023 meeting both** via email and hard copy at the meeting. Heather asked the Board to review the minutes, then requested a motion to approve. A motion was made to approve by Greg Maxwell, this motion was 2nd ed by Luke Chow, with no discussion the minutes were approved unanimously.

**III. Finalizing the MMAB Recommendations to Secretary of Commerce**

The Board dedicated this portion of the meeting to discussion of recommendations to be delivered to the Secretary of Commerce. The discussion began with a draft of the recommendations compiled by Benjamin McGlaughlin using the meeting minutes from the prior year.

A discussion ensued regarding the recommendations draft. The Board discussed several key priorities and recommendations for Maryland's manufacturing sector. They emphasized

encouraging biotech (biomanufacturing) companies with the appropriate NAICS codes to participate in the Manufacturing 4.0 Grant Program. Additionally, they stressed the importance of having a knowledgeable review panel for this program, focusing on impactful grant decisions. Current Maryland companies expressed a preference for these funds to be accessible to them rather than attracting new companies to the state. The Board also recommended that state R&D or innovation investments ensure manufacturing remains tied to Maryland when commercialized. They suggested performing resource mapping to connect communities with contract manufacturing resources and strengthening STEM programs to integrate with community colleges and trade schools. The discussion included investigating past strategies to attract students to manufacturing careers, displaying clearer career pathways, and investing in public relations campaigns to counter outdated perceptions of manufacturing jobs. They addressed the disconnect between federal grants and state-identified manufacturing needs and recommended enhancing school counselors' exposure to manufacturing. Reviewing other states' manufacturing incentives, considering tax incentives for reusing vacant land and buildings, and incentivizing succession planning for second- and third-generation companies were also proposed to ensure business continuity and competitiveness. The agreement was made to compile this additional information where appropriate into the recommendations.

#### **IV. Department of Commerce Manufacturing Program Updates**

Benjamin McGlaughlin provided an update on the current focus on the Department of Commerce's efforts to connect with manufacturers in Maryland, including a review of and changes to the Manufacturing 4.0 Grant Program, a grant received from the US Department of Energy, and some future opportunities to participate in funding from the US Department of Commerce.

#### **V. Public Comments/Discussion**

There were no members of the public in attendance

#### **VII. Adjournment**

Heather Gramm asked for a motion to close the meeting and upon receiving this motion the meeting was adjourned