



Thursday, March 28, 2019  
Vulcan Food Equipment Group  
3600 North Point Blvd  
Baltimore, MD 21222  
9:00 a.m. – 11:00 a.m.

### **Meeting Minutes**

#### **Attendees:**

Brian Briggs, Chair  
Loretta Eggleston  
Saundra Lamb  
Christine Ross  
Tom Sanders  
Scott Simmons  
Jim Strong  
Phil Tulkoff  
Dr. Willie E. May  
Craig Wanner

#### **Company**

TIC Gums  
Boilermakers Local S 50  
Semforex  
Maryland Chamber of Commerce  
Coherent Technical Services  
McCormick & Company  
United Steelworkers District 8  
Tulkoff Food Products  
Morgan State University  
The Whalen Company

#### **Ex-Officio Members:**

Kelly Schulz

Secretary, Department of Commerce

#### **Notable Guest(s)**

Dr. James Fielder

Secretary, Maryland Higher Education Commission

#### **Guest Speakers**

Chris Bauermann

Vulcan Food Equipment Group

#### **Commerce Staff:**

Kris Shock  
Todd Sabin

## **I. Call to Order**

At 9:07 a.m. Chairman Brian Briggs called the meeting to order and welcomed members and guests.

## **II. Vulcan Food Equipment Group Welcoming Remarks**

Chris Bauermann, General Manager, Vulcan Food Equipment Group, opened the meeting with welcoming remarks. He provided an introduction and overview of Vulcan Food Equipment Group's operations.

### **III. Review and Approval of December 18, 2018 Minutes**

Upon motion duly made and seconded, the minutes of the December 18, 2018 MMAB meeting were approved.

### **IV. Chairman's Updates**

The Chairman gave openings remarks welcoming Secretary Schulz to the MMAB, and thanking attendees and the MMAB members and support staff for their work on the Manufacturing Image and Small Business Support initiatives.

### **V. Maryland Manufacturing Update**

Secretary Schulz presented information on Maryland's increase in manufacturing job growth over the past four years in comparison to selected, area state's showing how Maryland is second behind South Carolina in job growth. She stated that with programs like More Jobs for Marylanders, the Governor continues to support manufacturing job growth and attraction. Secretary Schulz then stated that organizations like the Maryland Higher Education Commission, the Department of Labor, Licensing & Regulation, and the Governor's Workforce Development Board are actively working to improve the state's manufacturing skills to support this growth.

Todd Sabin reviewed recent "wins" and updates for the state in the manufacturing industry. He then provided updates on the More Jobs for Marylanders and Partnership for Workforce Quality programs, including the grant awarded to the Maryland World Class Consortia through the Partnership for Workforce Quality to provide discounted manufacturing related training and consulting to its clients. He proceeded to provide updates on the Maryland Apprenticeship and Training Program, Maryland Manufacturing Extension Partnership's upcoming video series on "The Faces of Manufacturing", and the Regional Manufacturing Institute's upcoming "Why Maryland Manufacturing Matters" event in June.

### **VI. Old Business**

#### **A. Image of Manufacturing Initiative Update**

Scott Simmons opened by acknowledging Kerry Wells, Maryland Manufacturing Extension Partnership, for her work towards organizing bus tours for high school educators to visit manufacturing facilities in Baltimore City on June 20<sup>th</sup> and Baltimore County on June 24<sup>th</sup>. Todd Sabin provided an update to the Western Maryland initiative where Andrew Sargent, Commerce Regional Representative Western Maryland, will be meeting with Allegany County Public Schools on April 10<sup>th</sup> and will update the Board, accordingly. Craig Wanner gave an update on the Eastern Shore initiative and has reached out to Talbot County Office of Economic Development for assistance and will report back to the Board, accordingly. Mr. Simmons and Mr. Briggs both

brought up the challenge of engaging schools and educators to participate. Mr. Briggs asked if we should bring in Harford County for the tour to get more teachers. Secretary Fielder said he can help make a connection to Harford County.

Mr. Simmons continued with discussion on the goal for a 2020 externship program. He stated the program should be a four week program to work with manufacturers to get exposure to educators on skills necessary for a career in this industry. A stipend for the educators over the course of the externship would be \$6,500 and split between employers and the state. Christine Ross presented information on the Maryland Chamber Foundation's externship program which has its first two companies participating which are manufacturers Dixon Valve and Volvo and expects to have an additional two other companies participating for a total of four externships. She reported that Jennifer Griffin of MSDE is working on approving credits for teacher participation in these externships.

### **B. Small Manufacturing Business Support Initiative**

Kris Shock reported on the next steps for the initiative which include creating a survey and then hosting regional, focus groups for additional input. A simple, electronics survey through Survey Monkey will be created with the assistance of Harbor Design and MD MEP. Once questions for the survey have been completed, they will be distributed by Commerce, MD MEP, and the GWDB to manufacturers for completion. Three regional manufacturing focus groups will be led by MD MEP to employ a SWOT analysis of the five subject areas covered by the survey. Todd Sabin will send out the electronic copy of the survey for the Board to review prior to the next meeting.

### **C. Manufacturing Co-Ops in Maryland**

In Bobby Patton's absence, a discussion among the group on Co-Ops was led by Dr. Willie May who stated that MHEC and Morgan State would support a Co-Op program, but noted that some companies do not care about college credits aligned with Co-Ops. Secretary Schulz recommended the college system needs to be flexible to employer needs. Christine Ross asked Secretary Fielder if Co-Ops could be done in the state. Secretary Fielder responded "yes". Ms. Ross replied she would like to have the Chamber involved. She then provided an example of a Florida State school who successfully adopted the Drexel University model.

## **VII. New Business**

### **A. Morgan State University**

Dr. May provided an update on Morgan State University manufacturing initiatives which include the institution hosting a workshop for the African American community on Manufacturing USA, a public-private network of 14 manufacturing institutes, in November with all 14 institutes attending. Secretary Schulz said Commerce will promote this workshop.

Dr. May continued with a discussion about the interest from manufacturers and farmers about the hemp industry in the state. He proposed to the Board if there would be interest in presenting

information on the industry to the Board. Chairman Briggs asked the Board if they would like to hear this information and with a reply of “yes” from the Board.

### **VIII. Adjournment of MMAB Business Meeting**

There being no further discussion, the meeting was adjourned at 10:20 a.m. by Chairman Briggs. Board members and guests were then given a tour of Vulcan Food Equipment Group’s facility.