



Friday, June 29, 2018
University of Maryland Fraunhofer Institute
5825 University Research Court, Suite 1300
College Park, MD 20740
8:00am – 11:00am

Meeting Minutes

Attendees:

Brian Briggs, Chair
Delegate Ned Carey
Joanie Cooper-Gerber
Saundra Lamb
Dr. Willie E. May
Patrick Nolan
Bobby Patton
Christine Ross
Tom Sanders
Scott Simmons
Phil Tulkoff

Company

TIC Gums
Maryland General Assembly
Bikle Manufacturing
Semforex
University of Maryland College Park
Orbital ATK (call-in)
Patton Electronics
Maryland Chamber of Commerce
Coherent Technical Services, Inc. (call-in)
McCormick & Company
Tulkoff Food Products

Ex-Officio Members:

R. Michael Gill, Secretary, Department of Commerce

Panel Members

Mike DiGiacomo, Governor's Workforce Development Board (GWDB)
Sarah Sheppard, GWDB
Georg Davis, Maryland Technology Development Corporation (TEDCO)
Mikael Lindvau, Fraunhofer USA
Peter O'Neil, Fraunhofer USA
Adam Porter, Fraunhofer USA
Kelly Rogers, National Institute of Science and Technology (NIST)

Commerce Staff:

Kris Shock
Julie Woepke
Todd Sabin
Sharon Markley

I. Call to Order

At 8:00 Chairman Brian Briggs called the meeting to order and welcomed members and guests.

II. Review and Approval of March 29, 2018 Minutes

Upon motion duly made and seconded, the minutes of the March 29, 2018 MMAB meeting were approved.

III. Chairman's Updates

Chairman Briggs noted the need to identify manufacturing resources available in the State. In order to accelerate the Board agenda, the MMAB should look at bringing in outside parties who can contribute, as well as break down the silos of activity towards Maryland manufacturing.

IV. Maryland Manufacturing Update

Secretary Gill reviewed recent "wins" for the State in the manufacturing industry, as well as acknowledged the recent press release of the Advanced Manufacturing Materials and Processes (AMMP) center to be located in Harford County. Mike DiGiacomo, Executive Director of the Governor's Workforce Development Board, reported on the Mid-Shore Manufacturing Workforce Stakeholder Meeting held on June 13th at Chesapeake College. Todd Sabin reported on the release of the Maryland Manufacturing Directory and update on the offshore wind industry in Maryland.

V. Old Business

A. Update On Coordination of Efforts Among Maryland Manufacturing Advocacy Groups

Ms. Kris Shock briefed the Board on her conversations with Maryland manufacturing advocacy groups in regard to the image of manufacturing and introduced materials on Maryland assets and resources that can serve to support this endeavor. Ms. Shock referenced the possibility of an informal subcommittee of the MMAB that could engage other parties, if needed, to further identify resources.

B. Perception/Image Campaign Leveraging Manufacturing Month and Day

Ms. Shock reviewed notable dates in October as opportunities for the MMAB to promote the image of manufacturing during Manufacturing Month.

Chairman Briggs highlighted Junior Achievement (JA) and suggested the creation of an informal subcommittee within MMAB to work between the quarterly meetings to further identify State resources to further the image of manufacturing.

Joanie Bikle introduced comments stating a disconnect between the State and manufacturing in Western Maryland, and gave examples of several manufacturers in her region that are challenged

with keeping their companies in Maryland versus relocating to Pennsylvania. Secretary Gill supported this discussion and asked Commerce staff to follow up with Ms. Bikle directly.

Christine Ross discussed the Maryland Chamber's tax reform task force and suggested that it may be able to support manufacturing by facilitating in-state spending.

Saundra Lamb and Scott Simmons both discussed the idea of an informal subcommittee to work on promoting the image of manufacturing in between MMAB quarterly meetings. Mr. Briggs invited members to submit their interest in participating in this subcommittee to him via email. Additional potential subgroups including Manufacturing Co-Op Development (and furthering the Career Technical Education (CTE) Magnet School conversation) and Legislative interest were discussed along with having one repository for collecting information from these groups (website or group file drive). Secretary Gill remarked on getting Commerce marketing involved in the subcommittee's message.

C. Plant Tour Program Concept

Mr. Briggs introduced Phil Tulkoff about organizing plant tours. Mr. Tulkoff initiated the conversation by speaking about the JAInspire program being held in October and inquired if the MMAB would want a table at the event. Mr. Tulkoff spoke of the JA Shadow program and the need for assistance with transportation. Mr. Tulkoff also noted various groups conducting the same type of programs in the state and inquired if a list of tours could be hosted at one location/website. Mr. Briggs said he would be willing to sponsor a booth in response to Mr. Tulkoff's suggestion. Peter O'Neil stated Fraunhofer would like to participate in the Inspire event.

Bobby Patton introduced a discussion on Co-Ops and how his company almost exclusively recruits from these programs. He noted that none of Maryland's colleges or universities have Co-Ops. Secretary Gill posed a question on why the State does not have a Co-Op program, and of the 11 institutions that comprise the University of Maryland system, can one be a Co-Op to differentiate itself.

D. TEDCO Collaboration: Expanding Mentoring Programs and other support to Manufacturing 4.0

George Davis, TEDCO CEO was introduced and reviewed the meeting he had with Ms. Shock and how TEDCO may be able to support the MMAB. Mr. Davis reviewed the Maryland Venture Fund and iConnect. Mr. Briggs stated the need to follow-up with Mr. Davis to address Ms. Lamb's call for assistance with post start-up resources. Mr. Davis confirmed he would follow up with Ms. Lamb directly.

E. CTE Presentation

Dr. Lynne Gilli reviewed the Career Technical Education (CTE) ten programs of study, the *More Jobs for Marylanders Act*, number of CTE graduates in 2017, value of credentials, demand for mid to high-skill jobs, and the Maryland Apprenticeship and Training Program (MATP)

VI. New Business

- A. Mr. Briggs requested members to contact him directly about their thoughts and ideas about participating in an informal subcommittee.
- B. Mr. Patton suggested Technology Transfer to be discussed at the next meeting.

VII. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 9:32am by Chairman Briggs.

Upon adjournment, a tour of University of Maryland's Virtual Augmentarium was conducted by our host.