



Monday, November 8, 2022

This was a virtual meeting

Meeting ID meet.google.com/jeb-duaq-wze

Phone Numbers (US)+1 414-882-6578 PIN: 382 219 940#

3:00 p.m. – 4:00 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
Saundra Lamb, President	Semforex
Bobby Patton, CEO	Patton Electronics
Katarina Ennerfelt, President	Arcon Welding
Tom Saunders	Coherent Technical Services (CTSI)
Greg Maxwell	Northrop Grumman Corporation
Jim Strong	United Steelworkers District 8

Notable Guest(s)

Mike Kelleher	MD MEP
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Commerce Staff:

Heather Gramm
Todd Sabin
Jennifer LeHatte
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 13, 2022 Minutes

Upon motion duly made and seconded, the minutes of the September 13, 2021 MMAB meeting were approved.

III. Maryland Manufacturing Updates – Todd Sabin

Todd updated the Board on the following recent wins:

- **Orsted and Crystal Steel Fabricators**
 - Offshore wind developer, Orsted, partners with Crystal Steel in Federalsburg to produce secondary steel for three of its projects in Maryland and New Jersey
 - 50 new jobs
 - Nearly \$70 million in supply agreements between the two companies
- **Hexagon MasterWorks Inc.**
 - Expansion of Carroll County of manufacturer of composites.
 - 100 new jobs
 - 60,000 sf, \$1 million facility
- **Aphena Pharma Solutions**
 - Easton company adding RX manufacturing to their OTC line doubling their manufacturing space.
 - 170 new jobs

October 22, 2021. Maryland Department of Labor September Jobs Report. According to the preliminary survey data, Maryland gained 1,200 jobs and the unemployment rate decreased to 5.9% in September. This is the lowest unemployment rate since the beginning of the COVID-19 pandemic. Since the beginning of 2021, Maryland has gained a total of 65,700 jobs with manufacturing gaining 300 jobs.

IV. Transforming Maryland Manufacturing Workgroup (Suzy Ganz/Heather Gramm)

Suzy Ganz and Heather Gramm updated the Board on the Transforming Manufacturing Workgroup. It's a bipartisan group, supported by legislators that will be looking at the impact of new technology, what it will mean for Maryland's workforce, and opportunities to Maryland. The group has met twice in September and October. In September, they discussed recommendations to enhance existing and create new programs to meet the changing skills needs of manufacturing employees. In October they discussed the refinement of recommendations to enhance existing and create new programs to meet the changing skill needs of manufacturing employees. The group has had good presentations about the Current State of Manufacturing in Maryland and an Overview of Industry 4.0 Technology.

V. MD MEP Manufacturing Strategy Study (Mike Kelleher)

Mike Kelleher, MD MEP gave a PowerPoint presentation on Developing a Strategic Plan to Ensure a Competitive Future for Manufacturing in Maryland. MD MEP has identified the following as primary objectives for the project and Strategic Plan: Advance the use and adoption of, and readiness for new and emerging advanced manufacturing and automation technologies, including those associated with Industry 4.0 among Maryland manufacturers; Identify one to two industry and/or market "verticals" associated with supply chain strengths

and aligned with strong growth opportunities for Maryland manufacturers for targeting into the future, including for strategic “reshoring” opportunities.

VI. MMAB Manufacturing Member Updates

Members discussed challenges with supply chains and finding manufacturing space.

VII. Discussion of Agenda Items for Next Meeting

Chairman Simmons to meet with Heather Gramm and Todd Sabin to discuss the agenda for next meeting. The next meeting is scheduled for April 4, 2022.

VIII. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 4:00 p.m. by Chairman Simmons.

FINAL