



Monday, April 4, 2022
10:30am – 12:00pm
Meeting Minutes

Attendees:

Scott Simmons, Chair
Secretary Mike Gill
Suzy Ganz
Linda Heffner
Mina Izadjoo
Kelly Koermer
Saundra Lamb
Scott Phillips
Tom Saunders
Greg Maxwell

McCormick & Co.
Maryland Department of Commerce
Lion Brothers
Clark Machine
Integrated Pharma Services, LLC
Carroll Community College
Semforex
Baltimore MDBA
Coherent Technical Services (CTSI)
Northrop Grumman Corporation

Notable Guest(s)

Mike Kelleher

MD MEP

Commerce Staff:

Heather Gramm

I. Call to Order

At 10:35 a.m. Chairman Scott Simmons called the meeting to order and welcomed members and guests. New MMAB members Kelly Koermer, Lynda Hefner and Scott Phillips introduced themselves to the Board.

II. Secretary of Commerce remarks

Secretary Gill re-introduced himself to the MMAB Board, as this was his first MMAB meeting since being re-appointed as Commerce Secretary in January 2022. He provided remarks about the accomplishments of the Hogan Administration over the past 7 years, the importance of the manufacturing sector to Maryland's economy, and highlights of the 2022 Legislative Session.

Secretary Gill then opened the floor for comments and feedback from the MMAB members. Several members provided thoughts on the key factors facing manufacturing, including supporting the move from ideation to producing those new products in Maryland, redefining small business and ensuring there is support to move those small businesses from startup through the growth phase, and the workforce challenging facing the industry.

Secretary Gill thanks the members for their feedback, and for their continued commitment to the efforts of the MMAB.

III. Maryland Manufacturing Modernization (M3) Pilot program (Heather Gramm)

Assistant Secretary Gramm presented a new program to the MMAB, called the M3 Pilot Program. Governor Hogan provided \$1m in the FY23 budget to provide matching grants to small and mid-sized Maryland manufacturers for the purpose of implementing Industry 4.0 projects. Commerce is in the process of establishing the eligible use of funds, eligibility requirements for manufacturers, and the scoring/evaluation criteria for the grant review process. The MMAB members were asked for feedback on these aspects of the program, specifically the eligibility criteria for manufacturers, such as how to define small and mid-size companies.

MMAB members provided the following feedback:

- Important to include training costs as an eligible expense, so that companies can train their employees on the new technologies/equipment.
- Revenue is not a good measure of determining if a company qualifies as a “manufacturer”
- As part of the review process, the impact of the project on the company’s operations and profitability should be considered.

IV. Transforming Maryland Manufacturing Workgroup (Suzy Ganz)

Suzy Ganz 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 continues to meet monthly to discuss the challenges manufacturers face in adopting Industry 4.0 technologies and developing policy recommendations for the state to consider to overcome those challenges. Delegate Qi introduced a bill in the 2022 Legislative Session to create an Industry 4.0 grant program, similar to the M3 Pilot Program. Commerce is working closely with Delegate Qi to ensure strong alignment between the 2 programs. In the coming months the Workgroup will transition to discussions on new workforce needs related to greater utilization of technology in manufacturing, as well as regulatory challenges.

V. MD MEP Manufacturing Strategy Study (Mike Kelleher)

Mike Kelleher, MD MEP gave an update on the study being completed by TEconomy for the MD MEP. This included a PowerPoint presentation on TEconomy’s situational analysis, and the draft findings and recommendations from their work. Four Strategic Priorities Identified Based on Baseline Quantitative and Situational Assessments:

1. Establishing resources for starting the Industry 4.0 journey for Maryland manufacturers.
2. Addressing the barriers and challenges to Industry 4.0 technology adoption and integration.
3. Strengthening intra-state supply chain connections.
4. Seizing emerging manufacturing industry and market opportunities.

VI. Adjournment of MMAB Business Meeting

There being no further discussion, the meeting was adjourned at 12:00 p.m. by Chairman Simmons.

The next meeting of the MMAB will be Monday June 27th at 3:00pm.

Final