

# **Transforming Manufacturing in a Digital Economy Workgroup (Made in Maryland)**

**September 14, 2021; 10:00am-12:00pm**

## **Meeting Minutes**

### **Workgroup Members in Attendance:**

- Delegate Lily Qi, Chair
- Senator Chris West
- Senator Jim Rosapepe
- Delegate Johnny Mautz
- Todd Sabin, Maryland Commerce
- Lance Schine, Deputy Secretary, Maryland DoIT
- Will Grant, Maryland Labor
- Mike Galiazzo, RMI
- Marty Rosendale, Maryland Tech Council
- Leslie Weber, MICUA
- Lindsay Ryan, USM
- Wynne Briscoe, SBDC
- Suzy Ganz, MMAB
- Kelly Koermer, MACC
- Chris Cosgrove, RAMP MD
- Mike Kelleher, Maryland MEP
- Peter O'Neill, Fraunhofer USA
- Donna Edwards, MD-DC AFL-CIO
- Bob Mather, Stanley Black & Decker
- Ken Sanchez, Chesapeake Specialty Products
- Jack Weber, Uptown Press

### **Staff:**

- Heather Gramm, Maryland Commerce
- Jen LaHatte, Maryland Commerce
- Mike Siers, Maryland Commerce
- Richard Clinch, Jacob France Institute

### **Public:**

- Christine Krone, Schwartz Metz & Wise
- Dakota Matthews, Rural Maryland Council
- David Brousell, Manufacturing Leadership Council (presenter)
- Drew Greenblatt, Marlin Steel (presenter)

### **Welcome and Introductions:**

Delegate Qi and Senator West gave welcome remarks, provided an overview of the legislation and their vision for the Workgroup. The Workgroup members introduced themselves and the organizations they represent on the Workgroup.

### **Overview of Workgroup:**

Heather Gramm with Commerce gave a presentation on the goals and tasks of the Workgroup, reporting requirements, and the role of Commerce in supporting the efforts of the group. She also presented on existing programs and resources for manufacturers in Maryland as a baseline for the current landscape for manufacturing industry support in the state.

Mike Galiazzo provided comments on RMI's vision for the Workgroup, and what RMI would like to see accomplished through this effort to help Maryland manufacturers adapt to and adopt new digital technologies in order to sustain and grow their operations in the future.

Bob Mather and Drew Greenblatt presented on the ways their companies have embraced Industry 4.0 technologies, the positive impacts those technologies have had on their operations, and why the work of this group is so important to help the broader manufacturing sector in Maryland to do the same.

Delegate Mautz emphasized the importance of ensuring the recommendations of the Workgroup were relevant to, and had a positive impact on, manufacturing throughout all of Maryland, including the Eastern Shore and the unique needs of manufacturers in that region of the state.

**Setting the Context:**

Richard Clinch (Jacob France Institute at UMB) provided a presentation on the current state of Maryland manufacturing. The presentation included broad manufacturing trends, analysis of Maryland's manufacturing sector including sectors of high concentration, manufacturing in each county, and occupational and workforce data.

David Brousell (Manufacturing Leadership Council) gave a presentation entitled "Accelerating Digital Transformation" which including an overview of Industry 4.0 broadly, the drivers of industrial disruption, and trends in Industry 4.0 technology adoption.

Following these presentations, there was a brief open discussion among the manufacturers on the workgroup regarding challenges and opportunities for technology adoption within the manufacturing sectors.

The meeting adjourned at 12:00pm