



Monday, June 27, 2022

3:00-4:00pm

**Meeting Minutes**

**Attendees:**

Scott Simmons, Chair	McCormick & Co.
Secretary Mike Gill	Maryland Department of Commerce
Katarina Ennerfelt	Toroid Corporation
Suzy Ganz	Lion Brothers
Mina Izadjoo	Integrated Pharma Services, LLC
Senator Klausmeier	Maryland Senate
Kelly Koermer	Carroll Community College
Greg Maxwell	Northrop Grumman Corporation
Tom Saunders	Coherent Technical Services (CTSI)
Jim Strong	United Steelworkers, District 8

**Notable Guest(s)**

Mike Kelleher	MD MEP
Sam Salustro	Business Network for Offshore Wind

**Commerce Staff:**

Heather Gramm, Assistant Secretary BISD  
Todd Sabin, Manufacturing Program Manager

**I. Call to Order & Chairman Remarks**

At 3:00pm Chairman Scott Simmons called the meeting to order and welcomed members and guests. Chairman Simmons noted that this would be his last meeting with the MMAB, as his term is ending. He stated that his time on the MMAB has been a great experience, with many accomplishments early on and, despite an interruption in activities due to the COVID pandemic, the group is back on track. He thanked the members for their time, and stated his appreciation for the great partnership with Commerce. Secretary Gill thanked Scott for his service to and leadership of the MMAB.

**II. Approval of Minutes**

The minutes of both the November 2021 and April 2022 MMAB meetings were emailed to the members in advance of the meeting. The members reviewed the minutes and, with no revisions, the minutes were approved (Motion by Katarina Ennerfelt, 2<sup>nd</sup> by Mina Izadjoo).

**III. Secretary of Commerce remarks**

Secretary Gill recognized two other MMAB members who are stepping down, Tom Saunders and Sandra Lamb. He thanks Tom, Sandra and Scott for their support of the state's manufacturing industry, and providing important guidance and input on the needs of the manufacturing sector in Maryland. Tom thanked Secretary Gill for the opportunity to serve on the MMAB and stated he had gotten so much out of his participation and hoped he was able to have contributed value as well.

Secretary Gill provided an update on several programs following the conclusion of the 2022 Maryland General Assembly session. He noted the successful extension of the More Jobs for Marylanders tax credit program. The legislature did make some changes to the program, however Commerce is pleased to see this important program continue. He also stated that Governor Hogan announced a one-time \$50 million investment in Rural Maryland through the Rural Maryland Economic Development fund. Commerce is administering this funding, and working closely with the 15 counties and 5 regional councils who are eligible to receive these funds to support significant economic development opportunities in their regions. In addition, the legislature passed a new program, the George Edwards Fund for Western Maryland, which provides dedicated funding for Western Maryland economic development projects.

Secretary Gill stated that in January the State of Maryland will have a new Governor and new administration. He's proud of the accomplishments of the Hogan Administration over the last 8 years. He stated that the MMAB is very important to the State of Maryland, and he'd like to take the opportunity during the last 2 MMAB meetings of this year to discuss ideas about how the state can continue to improve, and develop feedback for the new administration from the MMAB.

#### **IV. State of Maryland Manufacturing Update**

Todd Sabin, Manufacturing Program Manager at Commerce, provided an update on the state of manufacturing in Maryland. The Bureau of Labor Statistics (BLS) released state jobs and unemployment data today. According to the preliminary survey data, Maryland gained 10,500 jobs and the unemployment rate decreased to 4.0% in May. This is the lowest unemployment rate since the beginning of the COVID-19 pandemic.

He also noted recent announcements including Niagra Bottling, IKO, Aquafin and Chesapeake Shipbuilding. Finally, MEA and BNOW recently launched a new website focused on Offshore Wind and the advancement of the supply chain in the US -

<https://offshorwindmaryland.org/>.

#### **V. Transforming Maryland Manufacturing Workgroup (Suzy Ganz/Todd Sabin)**

Todd Sabin and Suzy Ganz of Lion Brothers reported on the workgroup's last meeting. Information provided by Richard Clinch included a review of Maryland programs to support manufacturing and noted that while utilization of programs was high, the awareness of existing programs may be more important than the introduction of new programs. A Maryland manufacturing workforce analysis highlighted CTE as a viable talent pipeline for many but needs more diversity.

## **VI. Presentation on Offshore Wind (Sam Salustro, Business Network for Offshore Wind)**

Sam Salustro with BNOW gave a presentation on the offshore wind industry, and supply chain development within the US and Maryland. Following the presentation, the MMAB members had an opportunity for discussion and questions.

Scott asked about education and training efforts in support of manufacturing opportunities in this sector. Katarina shared information about a partnership with Junior Achievement, US Wind and Orsted to develop strong training programs. Todd added that several community colleges have also received grant funding from MEA in support of OSW training programs.

Suzy asked if there were any specific gaps in the supply chain where Maryland could focus efforts. Sam responded that they received a DoE grant to map the national supply chain and, in general, there is a large need for secondary steel components and heavy shipbuilding. In addition, there is a strong need for issues related to cybersecurity and national security issues that need to be addressed within the industry, as well as unmanned systems and robotics for things such as monitoring, inspections, etc. He noted that Maryland is very well positioned in both of those areas.

Mina asked if BNOW was collaborating with 2-year schools on workforce development. Sam responded that the 2 wind farm developers – US Wind and Orsted – were taking the lead in that area to develop those partnerships. Kelly noted that there will be a need for workforce development beyond what the community colleges could provide. She invited Sam to present at a future meeting of the Maryland Association of Community Colleges.

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

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

The next meeting of the MMAB will be Monday November 28<sup>th</sup> at 3:00pm.