



**FISCAL YEAR 2021 ANNUAL REPORT  
OF THE**



**As required by Economic Development Article §3-109**

**Respectfully submitted to the General Assembly of Maryland by**

Secretary Kelly Schulz, Commerce

401 East Pratt Street

Baltimore, MD 21202

December 2021



Larry Hogan, Governor | Boyd Rutherford, Lt. Governor

**OPEN** *for* **Business**

## **MMAB Background**

The Maryland Manufacturing Advisory Board (MMAB or Board) serves to advise the Secretary of the Maryland Department of Commerce (Commerce) on the best methods to implement the policy directives of the action plan for manufacturing competitiveness in the State, including:

- 1) encouraging the development of new manufacturing enterprises and the expansion and retention of existing manufacturing enterprises;
- 2) encouraging and facilitating training and education of individuals for manufacturing jobs;
- 3) producing a climate conducive to the growth and viability of manufacturing enterprises;
- 4) supporting research necessary to evaluate, plan, and execute effective promotion of manufacturing enterprises; and
- 5) encouraging, assisting, and coordinating the activities of local, regional, and national public or private organizations that promote manufacturing

## **Fiscal Year 2021 Board Composition**

The FY 2021 MMAB consisted of the following members:

### **Ex Officio**

Kelly M. Schulz, Secretary, Maryland Department of Commerce

### **Manufacturing Representatives (10)**

1. Scott Simmons (Chairman), VP NA Supply Chain, **McCormick & Co.**
2. Bobby Patton, CEO, **Patton Electronics**
3. Tom Sanders, Owner & Managing Director, **Coherent Technical Services (CTSI)**
4. Phil Tulkoff, President, **Tulkoff Food Products**
5. Suzy Ganz, CEO, **Lion Brothers**
6. Saundra Lamb, President, **Semforex**
7. Sam Griffith, President, National Jet Company, Inc.
8. Greg Maxwell, VP Global Supply Chain, **Northrop Grumman Corporation**
9. Mina Izadjoo, President and CSO, **Integrated Pharma Services, LLC**
10. Katarina Ennerfelt, President, **Arcon Welding**

### **Legislators (2)**

1. (Senate Appointee) Senator Katherine Klausmeier
2. (House Appointee) Delegate Ned Carey

### **Business Community Representative (1)**

1. Christine Ross, CEO, **Maryland Chamber of Commerce**

### **Labor Representatives (2)**

1. William Beckman, Vice President, **Ironworkers Local 5**
2. Jim Strong, Sub-District Director, **United Steelworkers District 8**

## **Education Representative (1)**

1. Dr. Willie E. May, Vice President for Research and Economic Development, **Morgan State University**

## **Commerce Staff Support:**

Heather Gramm, Senior Director, Office of Strategic Industries and Entrepreneurship  
Todd Sabin, Manufacturing Program Manager

## **2021 Meetings**

During 2021, the Board held four meetings which were held virtually due to the COVID-19 pandemic. The 2021 meetings were held on the following days and locations:

March 1, 2021 – Virtual Meeting  
April 26, 2021 – Virtual meeting  
September 13, 2021 – Virtual meeting  
November 8, 2021 – Virtual meeting

Through these meetings, the Board worked on the following programs to advance Maryland's manufacturing industry:

### **(1) Image of Manufacturing and Apprenticeships**

Workforce has remained a constraint by manufacturers as an obstacle to further growth in the state. As a result, the Board continued to identify areas where it may support the interests of students in pursuing careers in manufacturing. The Board invited Jeff Smith of the Department of Labor to present information on the Maryland Apprenticeship and Training Program (MATP) as it relates to manufacturing.

### **(2) Transforming Manufacturing in a Digital Economy Workgroup**

The 2021 General Assembly established the Workgroup to Study the Transformation of Manufacturing in Maryland's Emerging Digital Economy. The MMAB has a position on the Board which is fulfilled by manufacturing member Suzy Ganz. Ms. Ganz will report to the MMAB on developments with the Workgroup. The MMAB will align its efforts to support Workgroup initiatives where it feels it can best serve in 2022.

### **(3) Manufacturing Business Support**

The Board continued its work in addressing a need in the state to assist small to mid-sized manufacturers in gaining access to resources that would facilitate further growth. In addition, the Board also identified a need to identify potential business impacts of the COVID-19 pandemic. As a result, the Board undertook the following initiatives:

- Created a 41 question Maryland Manufacturing Survey

- Distributed it through Commerce and its partners MD MEP and RMI; among others
- Received over 300 responses

### **Closing Statement**

In its fifth year, the Maryland Manufacturing Advisory Board primarily focused on the workforce development needs facing Maryland manufacturers. Improving the image of manufacturing and its career pathways to increase access to employment in the industry remains a goal for the Board. Looking forward to 2022, the Board expects to continue its deliberations on these matters and will present additional recommendations to promote and expand Maryland's manufacturing base.

DRAFT

**APPENDIX A**

**MMAB MEETING MINUTES – APPROVED**

Friday, March 1, 2021

This was a virtual meeting

Meeting ID meet.google.com/zxb-xqus-orx

Phone Numbers (US)+1 573-621-2447

3:00 p.m. – 5:00 p.m.

**Meeting Minutes**

**Attendees:**

Scott Simmons, VP NA Supply Chain, Chairman  
William Beckman, Vice President,  
Suzy Ganz, CEO  
Sam Griffith, President  
Mina Izadjoo, President  
Senator Katherine Klausmeier  
Saundra Lamb, President  
Dr. Willie E. May, Vice President, Research  
and Economic Development & Professor of  
Chemistry  
Greg Maxwell, VP - Global Supply Chain  
Bobby Patton, CEO  
Christine Ross, CEO  
Jim Strong, Sub-District Director  
Phil Tulkoff, President

McCormick & Co.  
Iron Workers #5  
Lion Brothers  
National Jet Co., Inc.  
Integrated Pharma Services, LLC  
District 8, Baltimore County  
Semforex

Morgan State University  
Northrop Grumman Corporation  
Patton Electronics  
Maryland Chamber of Commerce  
United Steelworkers District 8  
Tulkoff Food Products

**Ex-Officio Members:**

Kelly Schulz, Secretary

Department of Commerce

**Notable Guest(s)**

Mike Kelleher

MD MEP

**Commerce Staff:**

Todd Sabin  
Heather Gramm  
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 25, 2020 Minutes**

Upon a motion duly made and seconded, the minutes of the September 25, 2020 MMAB meeting were approved.

## **III. Chairman's Updates**

The Chairman welcomed new members and gave everyone an opportunity to introduce themselves.

This is year 4 of the MMAB and he was asked to be the Chair and looking forward to working with everyone. The Chairman stated that it's been a challenging year due to COVID-19. As we go forward, he would like to discuss some of the things we could be doing differently to overcome those challenges as a group.

## **IV. Secretary's Updates**

Secretary Schulz thanked new members and updated the Board on Commerce's initiatives over the course of the year. On March 12th, Commerce along with all the other state agencies celebrated our 1-year anniversary of leaving our offices and working remotely. We have distributed hundreds of millions of dollars to businesses in need to help them survive. One of our biggest accomplishments is the distribution of manufacturing grants. Overall, we were able to stimulate new manufacturers of PPE, we distributed approximately \$3.2 million dollars in grants. Which help created 560 new jobs and maintain more than 860 new jobs. At the end of 2020, we had an unemployment rate of approximately 6.3%. That is down from where we were at a high in April of 10.1% unemployment. In March and April of last year we lost nearly 390,000 jobs. At the end of 2020 we regained 65% of those jobs. Lawmakers a few weeks ago passed the Governor's initiative the RELIEF Act of 2021. It added additional amendments to the Governor's 1 billion dollars to the economic relief plan. That is 1.3 billion dollars going out to individuals and businesses across Maryland. The Secretary highlighted some of the specific programs that the Maryland Department of Commerce will be distributing: \$10,000,000 grants up to \$9,000 to businesses in need of assistance. \$22,000 million for grants, up to \$12,000.00 for bars and restaurants, \$10,000,000 up to \$25,000 for hotels and \$22,000,000 for restaurant funds. A new program is \$500,000 for businesses to set up online sales and help with telework. \$8,000,000 for private commuter bus operators and local transit systems. \$10,000,000 for the Small Minority and Women owned business account. In keeping with the commitment for communities, \$5,000,000 to the arts community will go out to local independent artists.

## **V. MMAB Goal Review**

Chairman Simmons reviewed past MMAB Goals: Perception/Image Initiative, small Manufacturing Business Support Initiative and Manufacturing Co-Ops and Tech Transfer in Maryland. He welcomed new members and current members to become actively involved in one of these goals and help to figure it out. How we at MMAB can provide advice on how to make these goals come more alive and how we can support manufacturing in the state of Maryland. This is an opportunity as we move through the agenda to see what this looks like in 2021.

## **VI. Manufacturing Policy Academy Review**

Todd Sabin updated the Board on the Manufacturing Policy Academy. The Manufacturing Policy Academy wrapped up in January, and they came up with three goals and a few strategies to support the goals. Goal 1: Improve alignment between industry needs and state programs and resources. The mission is to identify top industry needs to address and improve alignment and messaging of resources. There are two strategies: Launch an industry survey to assess industry awareness of state programs related to the manufacturing industry; identify gaps in what the state currently offers; align state resources with industry needs. Create an inventory of manufacturing resources/programs offered by county and state organizations and promote these resources. Goal 2: Position Maryland and its manufacturers to compete for unique growth opportunities. The mission is to define what Maryland manufacturing is and the messaging and resources to support it. There are three strategies: Offshore wind attraction and foreign investment. DoD: Title III funding for maritime shipbuilding, rocket and missile defense, UAVs, and leveraging the state as a DoD hub. Industry 4.0: How do we promote and implement in SMEs. Goal 3: Promote manufacturing in Maryland. The mission is to demonstrate the importance of manufacturing in Maryland to ensure it is recognized as a key sector for: government, industry and the public. There two strategies: Promoting the “STORY” of Maryland Manufacturing to expand industry outreach and growth to 3 target demographics: underserved populations, displaced workers, and legislators; and to define and create pathways of opportunity for the future workforce.

## **VII. Member Discussion Recap and Action Items/Next Steps**

The Chairman led a member’s dialogue on goals, action items and next steps. After a discussion, the goals are in alignment. The Chairman asked Board Members to reach out to Todd and Heather to let them know which goals they would be interested in getting involved in and to create smaller committees. Heather and Todd will report back to the Board a list of goals and who will be working on them to move the agenda forward. Also, it was discussed to bring in the following groups to present to the Board: Dr. Perman, University System of Maryland, Maryland Department of Education, P-Tech Schools, Baltimore County, Phil Tulkoff, Frounhofer, Onshoring, and Higher Education, Engineering Departments.

## **VIII. New Business: Maryland Reshoring Initiative**

The Chairman discussed the Maryland Reshoring Initiatives. For many people what has happened during COVID-19 as well as Trade Policies globally, people are starting to look at offshore manufacturing and how to make it closer into the US market. How can Maryland benefit by reshoring manufacturing opportunities? Commerce has been looking at reshoring initiatives for several years. COVID-19 has brought to light new challenges and opportunities from companies bringing back manufacturing and Made in America initiatives. Heather will contact interested members to be included in discussions when they start.

## **IX. Discussion of Agenda Items for Next Meeting**

Chairman Simmons is to meet with Heather Gramm and Todd Sabin to set the agenda for the next meeting. The next meeting is scheduled for April 26th.

**X. Adjournment of MMAB Business Meeting**

There being no further discussion, the meeting was adjourned at 4:43 p.m. by Chairman Simmons.

Monday, April 26, 2021  
This was a virtual meeting  
Meeting ID meet.google.com/jeb-duag-wze  
Phone Numbers (US)+1 414-992-6578  
3:00 p.m. – 4:30 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
Dr. Willie E. May, Vice President, Research and Economic Development & Professor of Chemistry	Morgan State University
Greg Maxwell, VP - Global Supply Chain	Northrop Grumman Corporation
Bobby Patton, CEO	Patton Electronics
Christine Ross, CEO	Maryland Chamber of Commerce
Jim Strong, Sub-District Director	United Steelworkers District 8
Phil Tulkoff, President	Tulkoff Food Products

**Ex-Officio Members:**

Kelly Schulz, Secretary	Department of Commerce
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**Notable Guest(s)**

Mike Kelleher	MD MEP
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**Commerce Staff:**

Todd Sabin  
Connie Page

**XI. Call to Order**

At 3:00 p.m. Chairman Scott Simmons called the meeting to order and welcomed members and guests.



## **XII. Review and Approval of March 1, 2021 Minutes**

Upon a motion duly made and seconded, the minutes of the March 1, 2021 MMAB meeting were approved.

## **XIII. Chairman's Updates**

The Chairman welcomed members.

## **XIV. Secretary's Updates**

The Secretary updated the Board on this year's Maryland General Assembly session. The major accomplishment for both the Governor and the Legislature was the passage of the Governor's RELIEF Act of 2021 with bipartisan support. It provided about \$1.5 billion in relief for individual Marylanders and Maryland businesses still struggling with the economic impact of COVID-19, which included \$8 million for commuter and shuttle bus companies, and \$10 million for Commerce's Small, Minority, and Women-owned Business Account (or VLT fund); \$500,000 to help businesses increase their online sales and telework capability; \$10 million for relief to hotels and \$22 million for relief to restaurants. Two bills were passed that are relevant to the manufacturing industry: Commerce's departmental bill which made changes to the Partnership for Workforce Quality (PWQ) program. While this program has traditionally supported training for incumbent workers, this change to the law means PWQ can also be used for training of new hires. The other measure that passed establishes a "Transforming Manufacturing in a Digital Economy Workgroup" to study the transformation of manufacturing in Maryland's emerging digital economy. The intent of this workgroup is to prepare the state's manufacturing sector for the adoption of new and emerging digital technologies, and to ensure the future workforce is prepared for this digital transformation in the workplace. Governor Hogan announced last Wednesday that Maryland will work closely with major employers to get their employees vaccinated and will continue to conduct vaccine clinics for essential workers at manufacturers across the state, calling the initiative, "No Arm Left Behind."

## **XV. MMAB Goal Review**

Chairman Simmons lead a discussion on the initiatives for the upcoming year, as well as Board members support to these initiatives. The MMAB discussed the alignment between the MMAB and the Manufacturing Policy Academy (MPA) goals. Namely, the MMAB's goal of The Perception/Image of Manufacturing aligned well with the MPA's goal of Promote Manufacturing in Maryland as these both address workforce constraints by promoting manufacturing career pathways. The MMAB's goal of Small Manufacturing Business Support Initiative aligned well with the MPA's goal of Improving Alignment Between Industry Needs and State Programs and Resources as they both utilize a poll of Maryland manufacturers to gain insights into gaps in state programs and industry needs. Members discussed the topic of "Reshoring" and that it would align with the MPA's goal of Promoting Manufacturing in Maryland. Board members shared valuable links:

- Maryland Commerce Advanced Manufacturing Page: <https://open.maryland.gov/industries/advanced-manufacturing/>
- Maryland Business Express: <https://businessexpress.maryland.gov/>
- NC MEP Manufacturing Resource Page: <https://www.ncmep.org/about/manufacturing-resources/>
- NAM 2020 Manufacturing Facts: <https://www.nam.org/state-manufacturing-data/2020-maryland-manufacturing-facts/>
- U of M Innovation QUEST Honors Program: <https://innovate.umd.edu/resources/quest>
- U of M Innovation Gateway for Industry: <https://innovate.umd.edu/resources/industry>
- Department of Labor Correctional Education: <https://www.dllr.state.md.us/ce/>
- Civic Works and BGE Workforce Collaborative: <http://civicworks.com/programs/8146/>
- Montgomery County Economic Development Success Stories: <https://thinkmoco.com/choose/success-stories>

## **XVI. Discussion of Agenda Items for Next Meeting**

MMAB members then discussed topics and suggested speakers for the next meeting:

- Doug Handy of MSDE
- Dr. Perman of the University System of Maryland
- Fraunhofer Institute
- Tulkoff to discuss doing business in Ohio vs Maryland.
- Onshoring as a topic
- Dr. May suggested what higher education's role is in manufacturing and specifically about the state's engineering programs.

Chairman Simmons to meet with Heather Gramm and Todd Sabin to agenda for next meeting. The next meeting is scheduled for July 26th.

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

There being no further discussion, the meeting was adjourned at 4:30 p.m. by Chairman Simmons.

Monday, September 13, 2021

This was a virtual meeting

Meeting ID meet.google.com/dju-ptje-bkj

Phone Numbers (US)+1 612-326-1129 PIN: 239 452 318#

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  
Mina Izadjoo, President  
Senator Katherine Klausmeier  
Saundra Lamb, President  
Bobby Patton, CEO  
Phil Tulkoff, President  
Katarina Ennerfelt, President

National Jet Co., Inc.  
Integrated Pharma Services, LLC  
District 8, Baltimore County  
Semforex  
Patton Electronics  
Tulkoff Food Products  
Arcon Welding

**Notable Guest(s)**

Mike Kelleher  
Jeffrey Smith

MD MEP  
Labor

**Commerce Staff:**

Todd Sabin  
Connie Page  
Heather Gramm

**XVIII. Call to Order**

At 3:00 p.m. Chairman Scott Simmons called the meeting to order and welcomed members and guests.

**XIX. Review and Approval of March 1, 2021 Minutes**

Upon a motion duly made and seconded, the minutes of the April 26, 2021 MMAB meeting were approved.

**XX. State of Manufacturing**

**Maryland Manufacturing Updates – Todd Sabin**

Todd updated the Board on wins over the last 6 months. The US Department of Labor Job report Maryland gained 22,200 jobs over the last year and unemployment increased 6 percent in July. Commerce is working a robust pipeline of business attraction and expansion opportunities representing 55 projects.

**US Wind and Tradepoint Atlantic Announcement – Todd Sabin**

**Transforming Manufacturing Workgroup – Suzy Ganz**

Ms. Ganz updated the Board on the Transforming Manufacturing Workgroup. They will be meeting tomorrow. She represents the advisory board on this workgroup. It's a bipartisan group, supported legislators that will be looking at the impact of new technology what it will mean for Maryland's workforce, and opportunities to Maryland. Ms. Ganz will update the Board at later meetings.

### **Maryland Manufacturing Survey Report – Saundra Lamb**

Ms. Lamb gave a quick overview of the Maryland Manufacturing Survey Report. Three hundred people participated in the survey. Ms. Lamb encouraged the board to go over the report when you get a chance. She highlighted some interesting results that would help the Advisory Board.

### **XXI. Maryland Apprenticeship and Training Program— Jeffrey Smith**

Jeffrey Smith, Program Manager for Apprenticeship and Training, Maryland Department of Labor

Mr. Smith gave a PowerPoint presentation on the Maryland Registered Apprenticeship program at the Maryland Department of Labor. Registered apprenticeships are jobs where workers “earn and learn.” While working on the job, employees receive one-on-one full-time training from a skilled craftsperson as well as related classroom instruction. An apprentice is “sponsored” by an employer or association and is paid according to a progressive pay scale.

### **VI. Discussion of Agenda Items for Next Meeting**

Chairman Simmons is to meet with Heather Gramm and Todd Sabin to set the agenda for next meeting. The next meeting is scheduled for November 8, 2021.

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

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