Subject: Maryland Manufacturing Stakeholders Meeting Recap – February 21, 2025

Dear Maryland Manufacturing Stakeholders,

Thank you to everyone who attended the Maryland Manufacturing Stakeholders Meeting on February 21, 2025. Below is a summary of key discussions, updates, and upcoming events.

Meeting Recap

Attendees

- **Stephen Auvil**, TEDCO, sauvil@tedco.com
- **Kory Bailey**, Upsurge Baltimore, kory@upsurgebaltimore.com
- **Susan Banks**, Dorchester County, sbanks@docogonet.com
- **Ivy Gales**, Commerce, ivy.gales@maryland.gov
- **Chris Cosgrove**, RAMP MD, chris.cosgrove@survice.com
- **Andre Cary**, Vehicles for Change, acary@vehiclesforchange.org
- **Graham Dodge**, TEDCO, gdodge@tedco.com
- **Siona Escoto**, CTE @ WCPS, escotsio@wcps.k12.md.us
- **Michael Galiazzo**, RMI, drmikeg@comcast.net
- **Lee Greely**, St. Mary's County, lee.greely@stmaryscounty.gov
- **Brittney Hansen**, Maryland Department of Labor, brittney.hansen@maryland.gov
- **Mike Kelleher**, Maryland MEP, mkelleher@mdmep.org
- **Steve Kelley**, Garrett County, skelley@garrettcountymd.gov
- **Latrice Lewis**, Frederick County Workforce Development, llewis@frederickcountymd.gov
- **Carrie Long**, Maryland Department of Commerce, carrie.long@maryland.gov
- **Ken Malone**, Early Charm, ken.malone@earlycharm.com
- **Ben McGlaughlin**, Maryland Department of Commerce, benjamin.mcglaughlin@maryland.gov
- **Julie Oberg**, Calvert County, julie.oberg@calvertcounty.gov
- **Adam Parry**, CTE @ WCPS, parryada@wcps.k12.md.us
- **Pam Ruff**, MEDA, pamr@medamd.com
- **Tonya Rowe**, CTE @ WCPS, roweton@wcps.k12.md.us
- **Sarah Sedlak**, SC&H Group, ssedlak@schgroup.com
- **Danny Thompson**, Somerset County, dthompson@somersetmd.us

Maryland Manufacturing Network Website Launch

Mike Kelleher, Executive Director at Maryland MEP provided an update on the launch of the Maryland Manufacturing Network website, https://mdmep.org/maryland-manufacturing-network/.

This new platform serves as a centralized resource for stakeholders to share information, collaborate, and stay informed about industry events. Key features include a stakeholder directory and a shared event calendar. Mike encouraged all participants to contribute content and utilize the platform to support Maryland's manufacturing sector.

Vehicles for Change: Donation & Training Initiatives

Andre Cary, Chief Operating Officer at Vehicles for Change shared updates on their mission to transform lives through donated vehicles. This year, they aim to award approximately 150 cars to families in need. He encouraged stakeholders to consider donating cars, boats, RVs, or four-wheelers to support the initiative.

Mike Kelleher inquired about additional ways to engage with Vehicles for Change. Andre highlighted their innovative virtual reality training which prepares individuals for careers in automotive and machine operations.

Learn more about Vehicles for Change and their VR Training Program here: https://www.vehiclesforchange.org/

Manufacturing Programs and Updates

- **Maryland 4.0 Technology Grant**: Mike Kelleher discussed recent grant winners and an increase in funding for the program. Ben McGlaughlin of Maryland Department Commerce confirmed the funding increase to $6 million for the next round. Mike Galiazzo, President of RMI, emphasized the need for a report demonstrating the program's impact.

  Learn more about Maryland 4.0 and Maryland MEP programs

- **Maryland MADE 4.0 Program**: This Department of Energy-funded initiative supports companies purchasing energy-efficient technologies. Ben encouraged spreading the word, as only five applications have been received so far, with support available for 12 projects. Under this program, educational webinars and events will be held to feature

  Learn more about Maryland MADE 4.0 program and Maryland MEP programs

- **TEDCO Program Updates** – Stephen Auvil and Graham Dodge of TEDCO announced the approval of SBIR Matching Program regulations and the availability of technical assistance resources on the TEDCO website. They promoted the Equitech Growth Fund, aimed at infrastructure and workforce development, particularly in rural regions. The next round of applications opens in April. Graham introduced the Concept Capital Program for early-stage startups, deploying $25,000 - $50,000 convertible notes at 0% interest, targeting socially and economically disadvantaged individuals and rural-based founders.

    Find more information about TEDCO and Equitech Growth Fund: https://www.tedcomd.com/funding/cultivate-maryland/equitech-growth-fund

    Learn more about the Concept Capital Program here: https://www.tedcomd.com/resources/venture-development/concept-capital

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Other Key Discussions

STEM Education & Manufacturing Day

Ken Malone, Executive Officer at Early Charm Ventures shared plans for a partnership with a local high school STEM program to host a STEM and Advanced Manufacturing Day. The event aims to engage students and showcase manufacturing processes.

Adam Parry, Acting Supervisor for Career Technology Education in Washington County Public Schools discussed challenges in increasing student interest in manufacturing careers and sought support from manufacturers. Lee Greely from St. Mary's County offered to connect with Adam to explore collaboration opportunities.

Youth Apprenticeship Challenges in Manufacturing

The group discussed the state of youth apprenticeship programs across Maryland. While Lee highlighted success stories in St. Mary's County, Siona reported that 20% of Washington County's youth apprentices are in manufacturing. Key challenges identified included company workload in launching programs and age restrictions due to insurance policies. Participants agreed on the need for a statewide discussion to share best practices and address common concerns.

Upcoming Events

(*Organized by Date*)

- **March 18 - Manufacturing Tour Talk at the Naval Air Warfare Center Aircraft Division** – https://mdmep.org/makeitinmd-tour-talk-nawcad-wolf/
- **March 26 - Manufacturing Workforce Summit** – https://mdmep.org/2025-maryland-manufacturers-workforce-summit/
- **April 27 - 29 MEDA Annual Conference** – https://www.medamd.com/event/meda-2025-annual-conference/
- **May 10 - STEM in Advanced Manufacturing Day** – For more information contact Ken Malone from Early Charm at ken.malone@earlycharm.com

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Thank you for your continued support of Maryland's manufacturing sector. Please feel free to reach out with any questions, event contributions, or collaboration opportunities.