

Subject: Maryland Manufacturing Stakeholders Meeting Recap- March 21, 2025

Dear Maryland Manufacturing Stakeholders,

Thank you to everyone who attended the Maryland Manufacturing Stakeholders Meeting on March 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
- **Sam Calvo**, Maryland MEP, scalvo@marylandmep.org
- **William Carnes**, MOED, William.carnes@baltimorecity.gov
- **Graham Dodge**, TEDCO, gdodge@tedco.com
- **Ivy Gales**, Commerce, ivy.gales@maryland.gov
- **Michael Galiazzo**, RMI, drmikey@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
- **Latrice Lewis**, Frederick County Workforce Development, llewis@frederickcountymd.gov
- **Ben McGlaughlin**, Maryland Department of Commerce, benjamin.mcgloughlin@maryland.gov
- **Danielle Moran**, Maryland MEP, dmoran@marylandmep.org
- **Tamar Osterman**, Commerce, tamar.osterman@maryland.gov
- **Melanie Pursel**, Worcester County, mpursel@co.worcester.md.us
- **Pam Ruff**, MEDA, pamr@medamd.com
- **Sarah Sedlak**, SC&H Group, ssedlak@schgroup.com
- **Jamie Williams**, Kent County, jwilliams@kentgov.org

Quick recap

Mike Kelleher, Executive Director at Maryland MEP provided a welcome and reminded everyone to visit and utilize 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.

TEDCO:

BRIDGE Program

Stephen Auvil, TEDCO's Chief Federal Engagement Officer, announced that TEDCO has been awarded a \$10 million grant for a technical assistance program called BRIDGE. The BRIDGE program aims to uplift Socially, Economically Disadvantaged Individuals owned businesses and Very Small Businesses, providing better access to capital and resources. To do this, the BRIDGE Program is expanding upon several existing programs while also creating new opportunities. The BRIDGE Program consists of 8 different initiatives, including a credit repair initiative, a women's program, and a loaned executive program.

More information about the program can be found here:

<https://www.tedcomd.com/news-events/press-releases/2024/tedco-announces-business-resource-information-development-guidance>

Stephen also mentioned that TEDCO has multiple programs to support companies that would be recipients of SBIR funding. The SBIR/STTR Technical Assistance Program under TEDCO to help Maryland technology and life sciences companies build the expertise needed to access funding from America's Seed Fund (SBIR/STTR) and grow their businesses.

Learn more here:

<https://www.tedcomd.com/resources/federal-programs/sbirsttr-technical-assistance>

He encouraged entrepreneurs to apply for these programs and mentioned the upcoming Entrepreneur Expo on October 21st.

Tech Hubs and Legislative Actions

Stephen provided an update on the tech hubs and legislative actions in Annapolis. He mentioned that the SBIR matching program's funding caps are being removed to allow for more flexibility if additional funds are secured. The Cyber Maryland program is being considered for transfer to the Department of Labor due to its focus on workforce development. The state budget is facing potential cuts, but Stephen is optimistic about the programs' continuation.

Securing Federal Grants for Maryland

Stephen discussed his role in securing federal grants for Maryland and encouraged partners to reach out with potential opportunities. He emphasized the importance of growing the manufacturing sector to boost the economy.

Other Key Discussions

Federal Investment and Maryland Budget

Mike Kelleher discussed the potential for increased Federal investment in manufacturers due to the passing of the continuing resolution that extended the 2024 budget for the whole 2025 fiscal year. He also mentioned the possibility of a flood of activity as agencies try to get last year's equivalent money out the door by September. Mike Galiazzo and Ben McGlaughlin discussed the reduction of the Maryland 4.0 program's budget from \$6 million to \$1 million. They also mentioned waiting for the final budget to be presented and the possibility of still making changes through the Maryland General Assembly.

Round the Room Updates

- Lee Greely spoke on the success of Maryland MEP Tour Talk in St Mary's County at the Naval Air Warfare Center Aircraft Division Webster Outlying Field (NAWCAD WOLF).
- Tamar Osterman mentioned a successful Aerospace Roundtable in Carroll County and plans to do hold a larger manufacturing industry wide event in June.
- Latrice Lewis discussed the success of the BioTech Boot Camp and potential plans for the next phase to be held Summer 2025.
- Melanie Purcel announced a \$416 million federal contract for Hardwire, emphasizing the need to retain such manufacturers in Maryland.
- Ben McGlaughlin shared final payments for M4 2024 and initial payments for M4 2025 have been made. He also announced the completion of Maryland MADE microgrant decisions with \$200,000 in payments to be distributed.

Upcoming Events

(Organized by Date)

- **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
- **May 14- Tour of Hardwire** – for more information contact Melanie Purcel at mpursel@co.worcester.md.us

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.