

**Advanced Manufacturing Collaborative  
Business Environment Working Group**

November 17, 10:00 - 11:00am  
Zoom Conference

**Minutes**

**Attendees:**

Julie Chen, UMASS Lowell  
Rich Sullivan, MassMEP  
Arlene Parquette, UMass Lowell  
Amy Barad, Mass Clean Energy Center  
Laura Teicher, FORGE  
Ben Linville-Engler, MassTech  
Susan Feindt – Analog Devices

**Absent:**

Emily Reichert, Greentown Labs

**Staff:**

Christine Nolan, MassTech  
Farhad Vazehgoo, MassTech  
Meghan Abella-Bowen, MassTech  
Adam Couturier – MassTech

**Guest:**

Susan Feindt – Analog Devices

**Welcome and introductions**

Christine Nolan welcomed all attendees and a roll call was taken.

**Approval of Minutes: Christine Nolan**

Amy Barad introduced a motion to approve the March 10, 2021 Business Environment Working Group minutes, seconded by Arlene Parquette.

**CAM update**

Christine Nolan shared a CAM update.

**MASH-UP**

- The Massachusetts Manufacturing Mash-Up event was a success. The event drew 600+ participants with over 300 companies represented. The event featured 40 speakers, 37 exhibitors, and 12 academic institutions. Secretary Kennealy, Lt. Governor Polito and good representation from the legislature were in attendance to speak and for the manufacturing caucus awards.

**MMAP**

- The MMAP program, launched in June, 2021. The program is focused on preparing the supply chain and building the manufacturing ecosystem. The program is focused on filling the gap for our small to medium manufacturers. We received over 50 applications totaling over \$10M in requests. Thirteen applications were selected from across the state for funding and will be announced in the near future.

## **M2I2**

- M2I2 2021 end of year update – Twenty-one applications were submitted this year and 13 were approved for funding. At this time we currently have 28 active projects. Since its inception, the M2I2 program has awarded over \$79M and created 800+ jobs in Massachusetts. The program has been expanded from the initial 4 Manufacturing USA Institutes to 12 Institutes. Two companies that received M2I2 funds, Specialty Materials and Solvus Global, were highlighted to demonstrate the impact of M2I2 grants on job creation and increasing manufacturing capabilities.

Meghan Abella-Bowen provided a talent and workforce development update.

### **MassBridge:**

- Fall 2021 – The program is piloting 9 revised manufacturing technology courses across five community colleges impacting 176 students.
- High School Awareness module program continues to move forward. Two high school teachers have been recruited to develop interactive content for the program.

### **Advanced Manufacturing Training:**

- MassTech released an Advanced Manufacturing Training grant solicitation on August 16, 2021.
- Grants to be awarded by Nov. 30, 2021.

### **Branding and Marketing:**

- Initial work on a marketing strategy had begun. Key objectives will focus on driving:
  - awareness to the opportunities that exist in manufacturing,
  - statewide rebranding initiative,
  - Workforce to enter into manufacturing, and
  - Workforce training programs to raise skill levels for entry level and incumbent workers.

Christine provided a focused ecosystem system review of projects:

### **Defense Manufacturing**

- MassTech is working with MOBD and other partners to support the defense industry in the state. CAM is responsible for developing business discussions with 80 defense companies including the primes and top sub-primes. In addition, there is a commercialization initiative to help increase the share of defense IP that results in licensing agreements, startups, prototyping and eventual production in-state.

### **Semiconductor**

- An initial group of semiconductor companies and educational institutions are working together to accelerate domestic development, scaling, and adoption of the disruptive microelectronics innovations that will ensure US leadership of the Intelligent and Secure Edge.

#### **EDA Build Back Better**

- An EDA proposal was submitted to address economic prosperity through the implementation of Advanced Manufacturing in opportunity zones across the New England region (MA, RI, CT, NH). The proposal, if funded, will invest in local manufacturing ecosystem, create new manufacturing technology implementation collaboratives, and engage underserved communities in manufacturing careers.
- The EDA is planning to fund 50-60 \$500K grants in Phase 1. Over 500 proposals were submitted nationally to the program.

#### **Next steps**

- Create a small group to discuss resources to help our small to medium manufacturers scale.
- The next full AMC Board will be Dec. 9, 2021 12:30-2:30pm
- The next set of Working Group meetings will be the week of Feb. 7, 2022.

#### **Materials and Exhibits Used at this meeting:**

- Draft Minutes – March 10, 2021 Business Environment meeting minutes
- Presentation: Business Environment Working Group, Nov. 17, 2021