



MASSDEVELOPMENT

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Dear Sirs:

The Massachusetts Development Finance Agency (MassDevelopment) is pleased to submit this seventh annual report of the Advanced Manufacturing Futures Program (AMFP) as required by Chapter 238 of the Acts of 2012, An Act Relative to Infrastructure Investment, Enhanced Competitiveness and Economic Growth in the Commonwealth. The attached document details activities undertaken in fiscal year 2018 by the AMFP.

In 2013, MassDevelopment received \$9,375,000 of an expected \$18.5 million from the Commonwealth's fiscal year 2014 budget to capitalize the AMFP. MassDevelopment developed and manages the program in consultation with the Secretary of the Executive Office of Housing and Economic Development, the Advanced Manufacturing Collaborative, and other industry leaders. As described in the attached pages, the program initiatives capitalized on MassDevelopment's experience working with manufacturing companies across the state.

The initial capitalization from the Commonwealth has allowed the AMFP to facilitate the development and competitiveness of Massachusetts manufacturers through grants, contracts, and loans. The innovation that emerges from our manufacturing industry continues to fuel growth and strengthen our economy.

Sincerely,

Lauren A. Liss
President and CEO

Advanced Manufacturing Futures Program Initiatives Fiscal Year 2018

AMP it up! – Launched in 2013, the AMP it up! Campaign encourages students and those seeking a career change to consider advanced manufacturing. In six rounds of grants, MassDevelopment has provided more than \$470,000 to 50 partnerships across the Commonwealth for programs including internships, robotics competitions, and facility tours – all designed to raise awareness for careers in manufacturing. In fiscal year 2018, \$81,410 in funding was awarded to 10 partnerships. The lead organizations on these 10 partnerships are: Berkshire Community College (Pittsfield), Cape & Islands Workforce Investment Board (Hyannis), Girls Inc. (Worcester), Greater Lowell Workforce Investment Board (Lowell), Greater New Bedford Workforce Investment Board (New Bedford), Merrimack Valley Workforce Investment Board (Lawrence), Metro North Regional Employment Board (Cambridge), North Shore Workforce Investment Board (Salem), Quinsigamond Community College (Worcester), and Regional Employment Board of Hampden County (Springfield).

Berkshire Innovation Center (BIC) – In February 2018, the AMFP provided a grant of \$450,000 to the Berkshire Innovation Center, a nonprofit created to promote and accelerate the innovation and growth of existing life science supply chain and advanced manufacturing companies in western Massachusetts. BIC will occupy a custom 20,000-square-foot facility in Pittsfield that is expected to be completed in July 2019. The grant was awarded to support the BIC's development and start-up expenses.

Massachusetts Manufacturing Accelerator Network (MMAN) – In December 2016, the AMFP provided \$300,000 to UMass Lowell Innovation Hub, UMass Dartmouth Center for Innovation & Entrepreneurship, and UMass Amherst Innovation Institute to fund the first year of a multi-year rollout of the Manufacturing Accelerator. This network helps bring small or medium enterprise (SME) manufacturers back to the start-up mindset to discover new ways they can do business.

During fiscal year 2018 MMAN partnered with MassMEP, the Northeast Advanced Manufacturing Consortium, Massachusetts Technology Collaborative, and local manufacturers to host more than 15 events. The UMass campuses are also collaborating on marketing and outreach to manufacturers statewide– particularly small or medium enterprise manufacturers (SMEs), which comprise over 70 percent of the Commonwealth's manufacturers.

Manufacturing Month – Governor Baker once again proclaimed October “Manufacturing Month” in Massachusetts. MassDevelopment staff members participated in events, tours, discussions, and open houses across the Commonwealth to promote the industry. These Manufacturing Month activities were promoted on the www.MAmanufacturing.com website and included events hosted by AccuRounds, Franklin Hampshire Regional Employment Board, MassMEP, North Easton Machine Company, Greentown Labs, Polaris, Quabbin Wire & Cable Company, Quinsigamond Community College, and many more.

Manufacturing Advancement Center Workforce Innovation Collaborative (MACWIC Program) – In 2016, MassDevelopment and MassMEP extended the MACWIC Program for a third year, allowing it to continue operations through December 31, 2017. MACWIC offered the

Applied Manufacturing Technology Pathway, an advanced manufacturing certification and credentialing system. Dedicated to supporting manufacturing growth initiatives, this evaluation system enabled employers to match candidates with the right competencies for each position and reduce hiring costs. The Applied Manufacturing Technology Pathway was the only recognized credentialing system included within the Massachusetts Department of Education vocational high school curriculum guidelines. In its final report, MACWIC described working with more than 225 member companies and partnering with 34 vocational high schools to help 1,500 students receive certification.

Manufacturing Innovation Grants Program – In 2015, MassDevelopment authorized \$1.5 million for a manufacturing innovation grants program that allowed manufacturers with 100 or fewer employees to receive subsidized services at designated Innovation Centers. Final reports were submitted in fiscal year 2018:

- Algonquin Industries granted \$590,000 to 14 companies.
- Boston Engineering granted \$350,000 to six companies.
- Connecticut Center for Advanced Technology granted \$70,000 to 15 companies.
- Worcester Polytechnic Institute granted \$200,000 to 10 companies.

In addition to the \$1.5 million, the U.S. Office of Economic Adjustment provided another \$300,000 for the centers to support defense-related manufacturers. The funds were distributed to six Massachusetts companies including: Riptide Autonomous Solutions (Plymouth), L3 Open Water Power (Somerville), Majilite (Dracut) Spectral Sciences (Burlington), Pendar Technologies (Cambridge) and Visible Good (Newburyport).

Massachusetts Manufacturing Energy Collaborative (MassMEC) – In March 2014, MassDevelopment announced the formation of MassMEC, a group-purchasing program that enables manufacturers and other businesses to obtain electricity and natural gas at volume discounts. The ongoing initiative continues to help lower energy costs for commercial, industrial, and municipal entities and has grown its membership to 188 companies.

MAManufacturing.com – This website was created to be a resource for the Commonwealth’s manufacturing industry. The one-stop site connects Massachusetts manufacturers to resources that will help grow their businesses, including financing solutions, business support and assistance, workforce development and training, and manufacturing news and events. MassDevelopment continues to maintain and update this site. During fiscal year 2018, the site has had more than 6,000 visitors, 15,239 page views, 54 active programs listed as resources, and 93 events posted.

Advanced Manufacturing Collaborative (AMC) – The AMC met in December 2018. At this meeting, the AMC reviewed accomplishments to date, conducted a series of programmatic “deep dives,” considered expectations for the future of the AMC, and identified AMC’s key strategic goals. Through its 2018 economic development bill, *An Act Enhancing Opportunities for All*, the Baker-Polito Administration expanded the composition of the AMC by adding eight new members. These members, to be appointed by the Governor, will represent large manufacturers, small-to-medium sized enterprises, incubators, innovation centers, and federally-funded research and development centers.