



MASSACHUSETTS CENTER for
ADVANCED MANUFACTURING

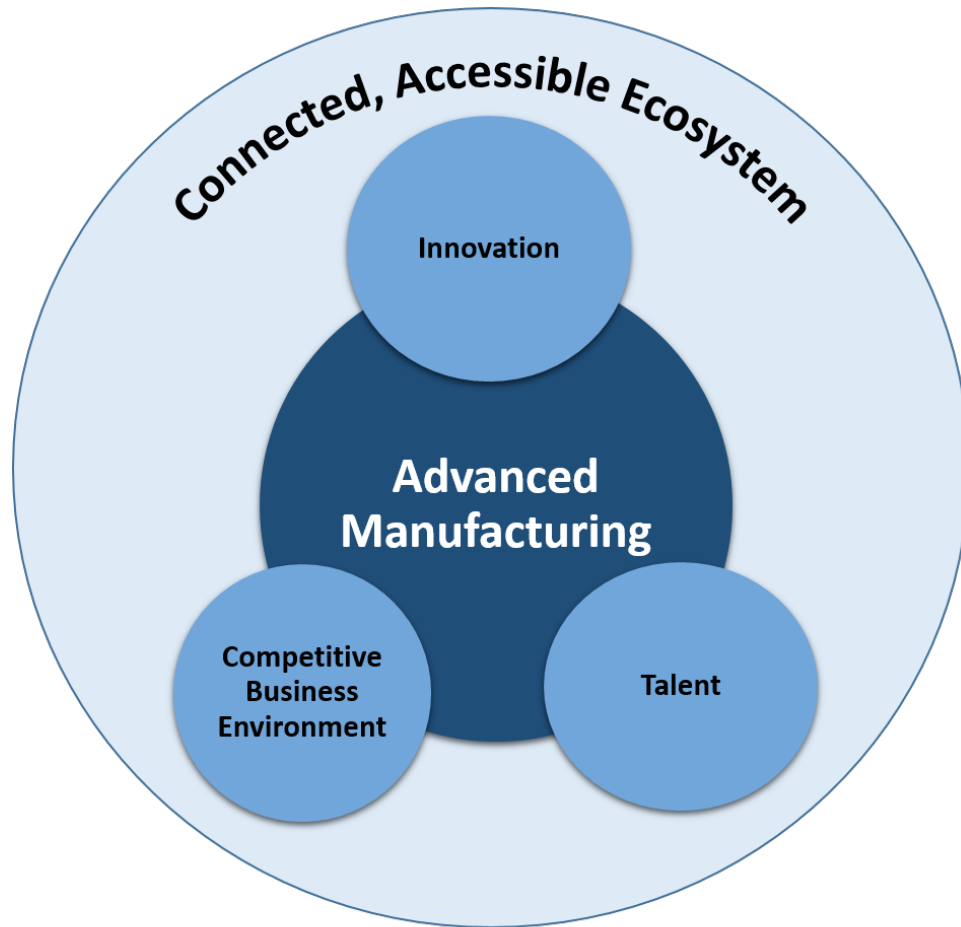


at the MasTech
Collaborative



February 8, 2023

A Center of Excellence for Advanced Manufacturing



We foster a complete, collaborative and agile manufacturing ecosystem to enable business growth from innovation through production.

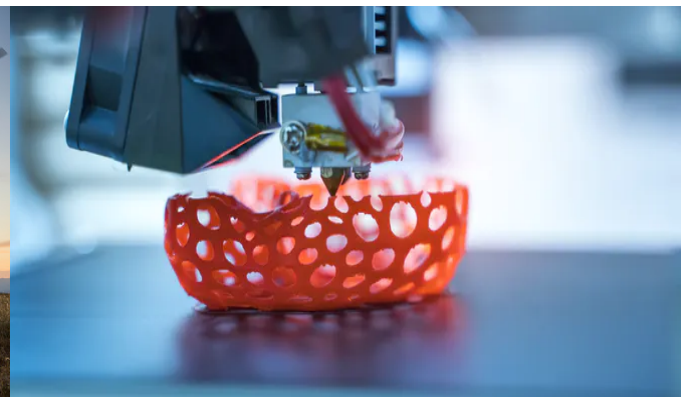
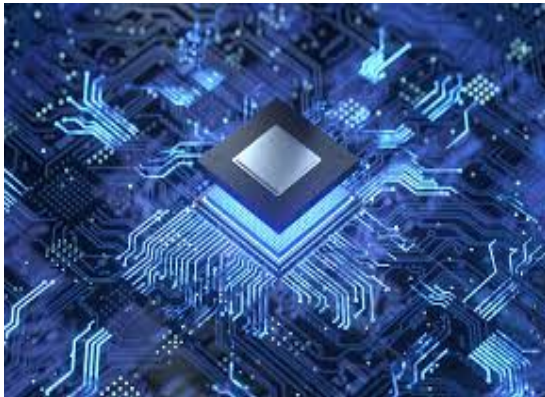
Providing our manufacturers the resources to compete

MMAP

Preparing the supply chain to meet the demands of key industries and emerging technologies

Results thus far:

- \$5.5M to 28 SMEs across the state
- **Approximately 25% of applications were funded**
- Partnerships are successful in creating business momentum



Creating a well-rounded fusion welding company in MA



Partner: Western MA Economic Development Council

Location: Springfield, MA

Grant Amount: \$250,000

New jobs: 5-10

- Approved welding supplier for Raytheon Technologies, Lockheed-Martin, Sikorsky, General Dynamics OTS, Parker Aerospace, Triumph Group and GE Aviation.
- Purchasing Electron Beam Welding and Laser Beam Weld chambers, power sources, pumps, and support equipment to meet the needs of the large defense manufacturers.
- Bringing these services under one roof will make Advance Welding one of the most well rounded Fusion Welding companies in the US.
- In addition, Advanced Welding has received support from the City of Springfield and Western MA EDC to purchase a company in CT to expand their capabilities.

Using Robots to Make Robots



Partner: MassRobotics
Location: Avon, MA
Grant Amount: \$250,000
New jobs: 4-12

- Increased demand from a new robotics customer
- Required robotic handling system to load/unload parts to increase throughput, eliminate tedious, repetitive work and remain cost competitive.
- Consulting with MassRobotics on technology landscaping and implementation best practices.
- Additional team members will be hired and trained to run this value stream, while the repetitive work will be performed by robots

Automated Sewing Line to Improve Efficiencies, Reduce Costs



Partner: MassMEP

Location: Fall River, MA

Grant Amount: \$87,500

New jobs: 3-9

- Implement a highly accurate automated sewing solution to enable full control of material position and optimal sewing speed.
- Hiring of new skilled positions and training of operators on computer controlled/robotic sewing equipment. Improves safety, eliminates repetitive motion.
- Efficiencies generated expected to open new markets and keep the manufacturing economically feasible in Massachusetts
- Working with MassMEP to improve production efficiencies and workforce training

Year 2, Round 2 MMAP Review Criteria

~\$6M total grants, \$250K max award

- New jobs created
- New markets and customers enabled by new capabilities
- Project demonstrates operational improvements, efficiencies and progression to Industry 4.0
- Collaboration with a non-profit partner to help drive support, business connections and growth
- Minimum of 1:1 cost share
- Alignment with key industries: Microelectronics, Defense/Aerospace, Electrification Technologies, Additive Manufacturing, & Robotics/Automation
- Contributing to geographic, social, racial and economically equitable outcomes
- Commitment to workforce training and employee development

Application requires a simple budget (including cost share) and a 5 minute video (max file size 1 GB) to be uploaded

*Past MMAP grant winners are not eligible for this round

What is considered capital?

Grants are available for capital purchases only under Generally Accepted Accounting Principles (“GAAP”).

- Example of a capital purchase: new or used equipment, the development of new technology platforms or systems
- **The acquisition of land and existing facilities, construction of new buildings, renovation of existing buildings, salaries of individuals engaged in operations, as well as other operating costs are not capital expenditures.**

IMPORTANT: Capital equipment must be ordered following notification of award to be considered as reimbursable under the grant. Work that has been completed prior to the grant notification date is not allowable cost share.

Non-profit partner

Helping to build an ecosystem of support for our manufacturers to collaborate and rely on. These partnerships will provide assistance through technical support, workforce development support, business connections, or other means of assistance, depending on the partner, to help manufacturers drive efficiencies and scale their business.

Examples:

- MassMEP
- MassHire Workforce boards
- Mass Robotics
- MA Economic Development Councils
- MA institutes of higher ed (including Community Colleges)
- Other quasi state agencies (MassVentures, MA Life Sciences, MA Clean Energy Center, MassDevelopment)

Non-profit partner continued

MassTech will contract with the the non-profit partner.

This entity will be the prime contractor and responsible for ensuring that all contractual requirements are met.

The recipient of the equipment (the manufacturer) will own the equipment.

It is your responsibility to understand non-profit administration fees prior to confirming work.

Cost share

A minimum of a 1:1 cost share is required.

- Cash or in-kind contributions from the applicant, third parties, other private investments, or federal grants.
- Any fees required from the non-profit partner can be considered as part of the manufacturer's cost share but would not be an allowable grant funded cost.
- Cash and other match from other State sources, such as a state agency or state institution of higher education, cannot be used to satisfy matching requirements.
- The match should either specifically cover a portion of the actual costs of the grant-funded project or must be necessary and directly related to the accomplishments of the project objectives.

Contract Duration and Timelines

All cost share funds must be drawn within the fiscal year(s) specified in the Agreement. Agreements may span multiple fiscal years if the equipment purchased spans multiple fiscal years, but this should be specified in the Application. **The fiscal year is from July 1-June 30.**

TIMELINE:

Solicitation Issued: 02/01/23

All Answers to Questions from today's webinar will be posted by 02/14/23

Applications Due: 03/10/23 by 3:00PM EST

Notification: May 2023

Other Resources to Help You Succeed



[Click here to view the MassMakes Resource Guide](#)

- M2i2 Innovation grants focused on development of next generation technologies
- Safety training grant
- Workforce training fund
- Bulk Energy rates (MassMEC)

Massachusetts Manufacturing **MASH-UP**

Where partners and industry come together to put the “advanced” in advanced manufacturing!

Coming Fall 2023 | See you there!



**More Details
COMING SOON!**





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