



MASSACHUSETTS CENTER for  
ADVANCED MANUFACTURING

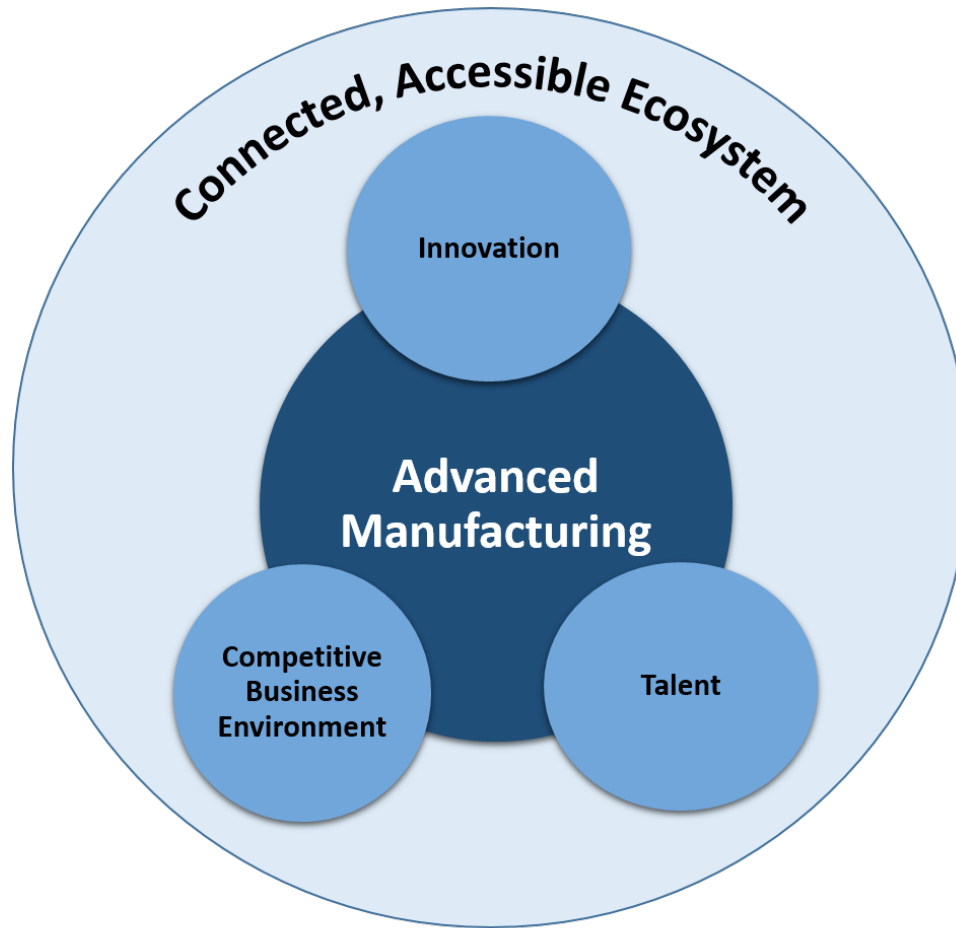


at the MassTech  
Collaborative



September 27, 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

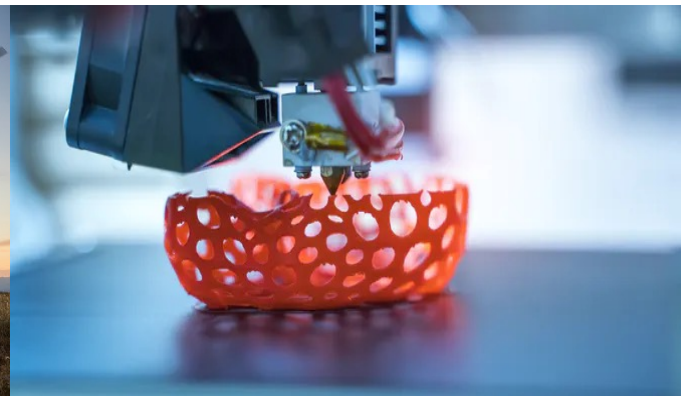
Preparing the supply chain to meet the demands of key industries and emerging technologies

Results thus far:

- \$7.7M to 39 SMEs across the state
- **Approximately 25% of applications were funded**
- Partnerships are successful in creating business momentum

A few aspirations:

- Help drive digital transformation
- Help with cybersecurity requirements



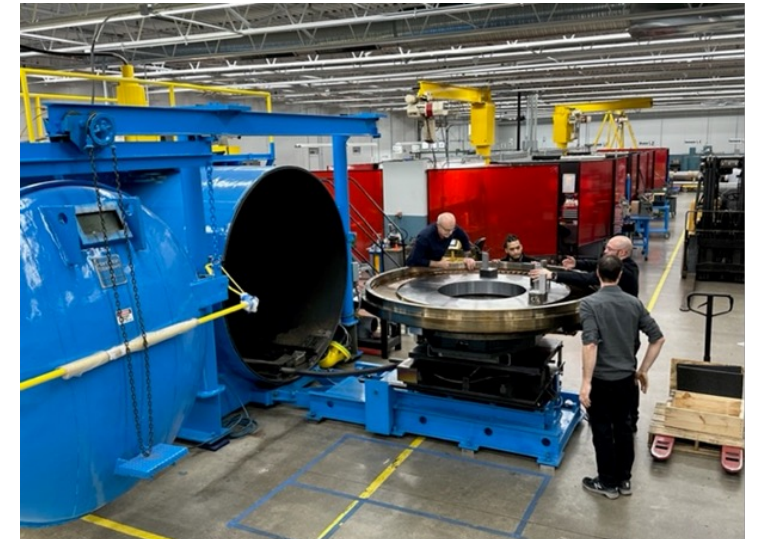


# Creating a well-rounded fusion welding company in MA



- Approved welding supplier for Raytheon Technologies, Lockheed-Martin, Sikorsky, General Dynamics OTS, Parker Aerospace, Triumph Group and GE Aviation.
- Purchased an 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.

**Partner: Western MA Economic  
Development Council**  
**Location: Springfield, MA**  
**Grant Amount: \$250,000**  
**New jobs: 5-10**



# Precision Machine Shop Ups Its Game



- Precision machining for the medical, aerospace, and scientific sectors.
- Purchased a new CMM machine and a new large 5-axis milling machine
- Leveraging a Workforce training grant to bring their business processes up to Industry 4.0 standards and to modernize milling and inspection capabilities, and drive efficiencies

**Partner: MassMEP**  
**Location: Marlborough, MA**  
**Grant Amount: \$185,087**  
**New jobs: 2-6**



# Using Robots to Make Robots



- 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.
- Consulted 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

**Partner: MassRobotics**

**Location: Avon, MA**

**Grant Amount: \$250,000**

**New jobs: 4-12**



# Round 4 MMAP Review Criteria

## **\$200K max award**

- Project demonstrates operational improvements, efficiencies and progression to Industry 4.0
- New jobs created
- New markets and customers enabled by new capabilities
- 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, Cybersecurity
- 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 allowable capital expenditures under this grant.

## **IMPORTANT:**

- 1. Capital equipment may be ordered once the application has been submitted, however the manufacturer will assume all project costs if the application is not selected for an award.**
2. Work that has been completed prior to the grant notification date is not allowable cost share.



# Non-profit partner

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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
- 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

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- 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.
- Contributions of in-kind or donated labor cannot exceed 25% of the required match amount.

# Contract Duration and Timelines

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## **TIMELINE:**

**Solicitation Issued: 09/19/23**

**Questions Due: 09/29/23**

**Answers to questions posted: 10/05/23**

**Applications Due: 11/03/23 by 5:00PM EST**





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