



MASSACHUSETTS CENTER for
ADVANCED MANUFACTURING



at the MasTech
Collaborative

MCP and MMAP Grant Information Session

We will begin momentarily

October 16, 2024

Grow, Innovate, and
Make [in Massachusetts](#)





Center for Advanced Manufacturing

Our Mission »»

Foster the most complete, most connected, and fastest manufacturing ecosystem from **innovation through production.**



MASSACHUSETTS CENTER for
ADVANCED MANUFACTURING

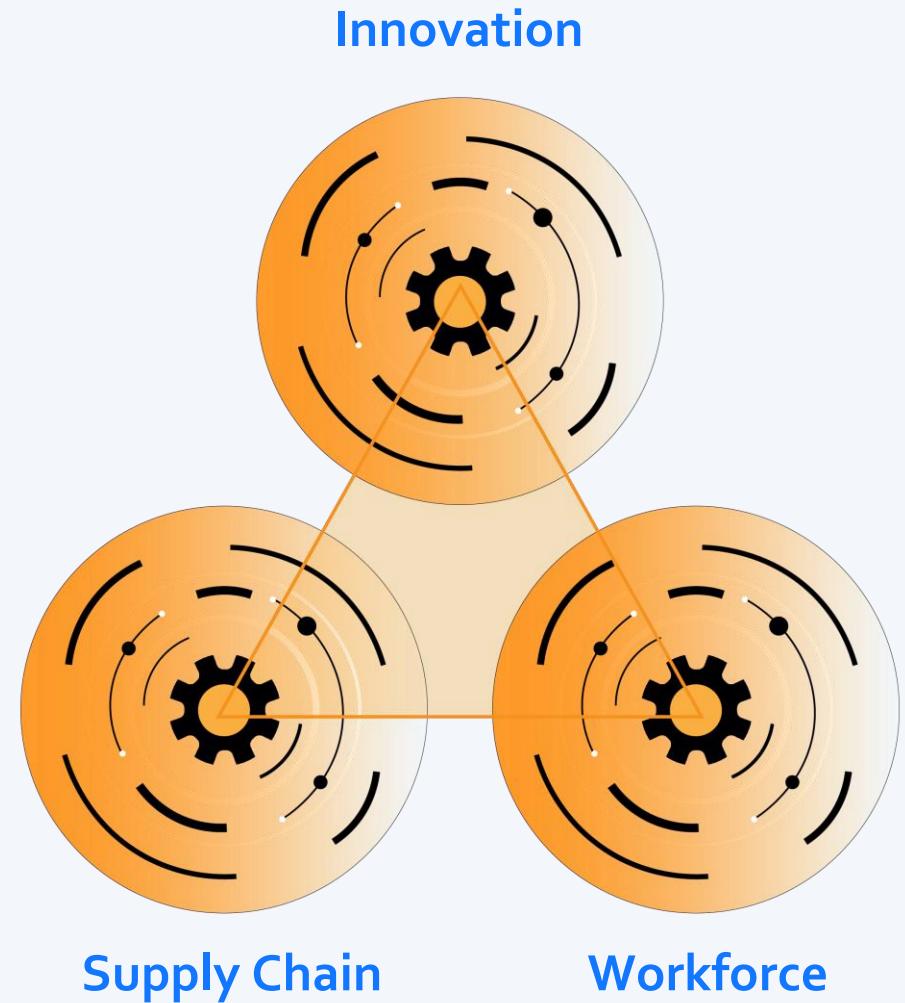


at the MassTech
Collaborative

Center for Advanced Manufacturing

Our Approach »»

- 1 Support the innovation,** commercialization of next generation advanced manufacturing technologies.
- 2 Strengthen our supply chain** adopt and implement the latest technologies and trends impacting manufacturing.
- 3 Spark the next generation workforce** innovate and scale manufacturing.





MASSACHUSETTS CENTER for
ADVANCED MANUFACTURING



at the MassTech
Collaborative

Our Capital Grant Programs »»

Manufacturing Cybersecurity Program (MCP)

Enhance cybersecurity infrastructure for SMEs to meet requirements from customers, strengthen the security of their networks, and allow them to enter additional markets.

Massachusetts Manufacturing Accelerate Program (MMAP)

Enables SMEs to expand manufacturing capabilities through capital purchases to prepare their businesses to meet the demands of Industry 4.0.

Massachusetts Manufacturing Innovation Initiative (M2I2)

Provides state grant funding to help Massachusetts innovators who are ready to begin manufacturing their hardtech technologies.



And There's More....Resources to Help You Compete

- Safety training dollars \$25,000 (Mass.gov)
- Workforce training dollars \$30,000 (Commonwealth Corp)
- Tax credits for job creating, job retention, and private investment commitments (MOBD)
- Tax exempt bonds, flexible low interest loans (MassDevelopment)
- Energy reductions..... (MassMEC)
- And more Connect with us!
 - **manufacturing@masstech.org**



Manufacturing Cybersecurity Program

Assisting small- to medium-sized Massachusetts manufacturers enhance their cybersecurity infrastructure.

Manufacturing Cybersecurity Program



Grant Overview

- Grants of up to \$30,000 for cybersecurity capital equipment
- Through necessary capital equipment purchases, a manufacturer will improve its cybersecurity infrastructure to help to meet cyber requirements including CMMC, ISO27001, AICPA SOC2, or other mappable, equivalent cybersecurity frameworks
- This program aims to make connections between manufacturers and non-profit partners to help build an ecosystem of support for our manufacturers to collaborate and rely on. These partnerships will provide assistance to help with assessments, requirements, equipment acquisition, or other cybersecurity standard compliance support.

Manufacturing Cybersecurity Program



- **Eligible applicants**

Manufacturers must complete a third-party cybersecurity assessment prior to, but not more than twelve months before, applying to the MMAP Cybersecurity Round

Manufacturers must apply directly for the grants, however applications must include a collaboration between a manufacturer and a non-profit, an institution of higher education (community college or above), or other public or quasi-public entity legally organized in Massachusetts

A minimum of 1:1 cost share

Eligible expenses

Cybersecurity capital equipment, including:

- Badge readers
- Cameras
- Servers
- Network switches
- Security appliances such as firewalls

Does not include:

- Software

Pipeline efforts

- In discussions with new potential applicants – including in priority sectors bioindustrial manufacturing, robotics, & climate tech
- Expanding awareness and pipeline to critical technology areas through webinars, community-based events and industry site visits

Programmatic updates

- Efforts to streamline program: apply via web form, updated website language, revised guideline are complete
- Awards given to 22 manufacturers in the amount of \$588,483

Questions?



MASSACHUSETTS MANUFACTURING ACCELERATE PROGRAM (MMAAP)

Grant program that supports small to medium-sized Mass.
manufacturers

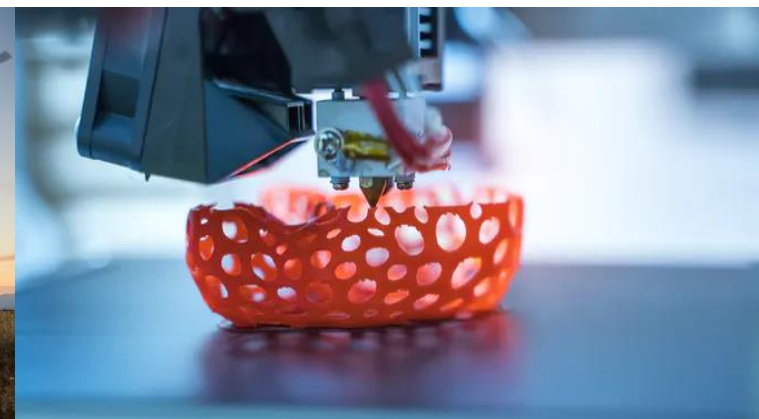
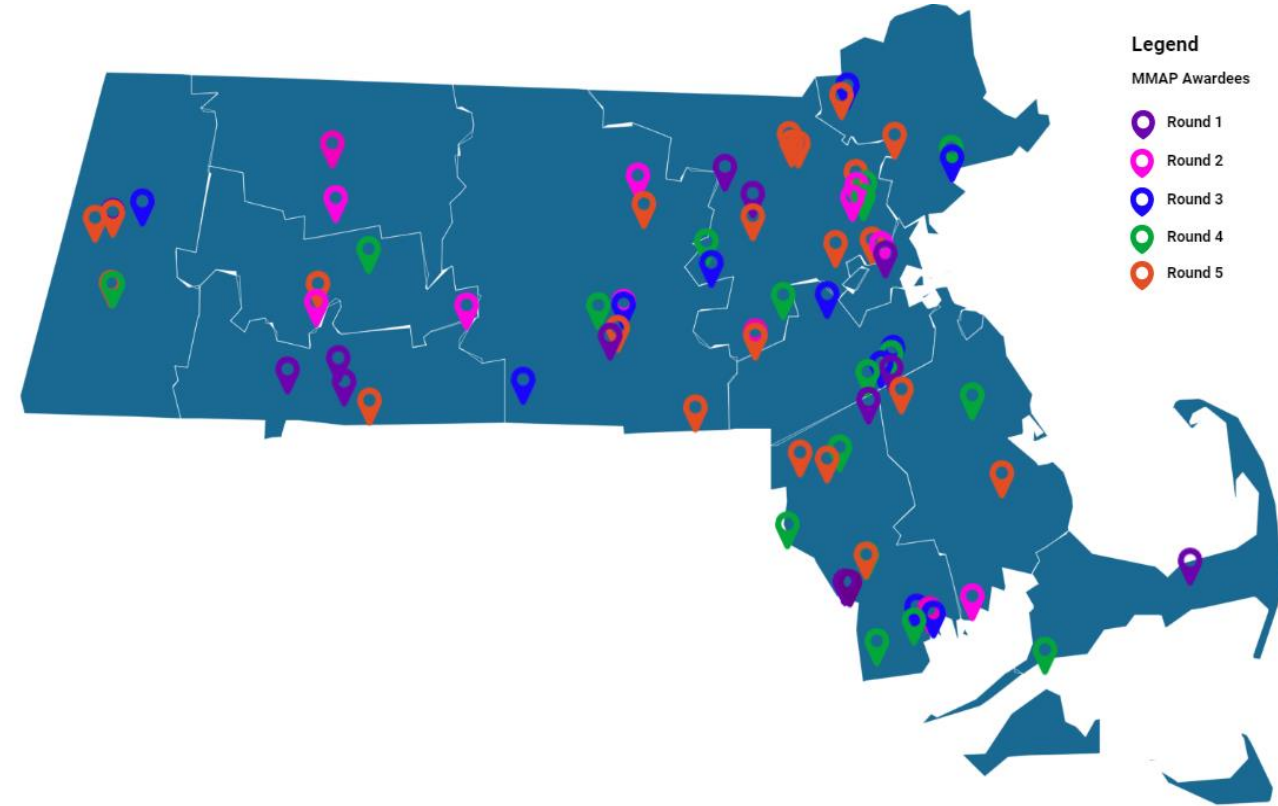
Virtual Info Session
Wednesday, October 16



Providing our manufacturers the resources to compete

MMAP results through 5 Rounds:

- \$13.9 million to 76 SMEs across all regions of the state
- 400+ MA manufacturing employees upskilled through new equipment purchases
- Approximately 29% of applications were funded



Round 5 MMAP Review Criteria

\$200K max award

- Project demonstrates operational improvements, efficiencies and progression to **Industry 4.0**
 - Use of new equipment, technologies and/or processes to deliver efficient, high quality, operational excellence.
 - Includes, but not limited to: robotics and automation, IoT-connected equipment, AI, additive manufacturing, machine learning, AR/VR, and/or digital transformation
- New employees upskilled, jobs created, and jobs retained
- New markets and customers enabled by new capabilities
- Collaboration with a non-profit partner to help drive support, business connections and growth

Round 5 MMAP Review Criteria (continued)

- Minimum of 1:1 cost share included in budget
- Alignment with key industries: Defense/Aerospace, Electrification Technologies, Additive Manufacturing, Robotics/Automation, etc.
- Contributing to geographic, social, racial and economically equitable outcomes
- Commitment to workforce training and employee development
- Maximum 5-minute video (file no larger than 1 GB) to be uploaded
- At this time, past MMAP awardees are **not eligible** for funding

(COMPANY NAME)		(Partner Name)	
MMAP 2024 - Project Costs			
Purchased Equipment	Description	Cost	% of Total Project
Equipment name	Provide description item #1	\$ -	#DIV/0!
Equipment name	Provide description item #2	\$ -	#DIV/0!
Equipment name	Provide description item #3	\$ -	#DIV/0!
Equipment name	item #4	\$ -	#DIV/0!
Equipment name	item #5	\$ -	#DIV/0!
Equipment name	item #6	\$ -	#DIV/0!
Equipment name	item #7	\$ -	#DIV/0!
TOTAL Purchased Equipment		\$ -	#DIV/0!
Other Costs	Description	Cost	% of Total Project
Cost Item name	Training	\$ -	#DIV/0!
Cost Item name	Installation	\$ -	#DIV/0!
Cost Item name	Project Mgmt.	\$ -	#DIV/0!
TOTAL Other Costs		\$ -	#DIV/0!
TOTAL PROJECT COSTS		\$ -	#DIV/0!
COST SHARE PERCENTAGES			
	Total Project Cost	\$ -	
	MMAP Grant Request	\$ -	#DIV/0!
	Company Covered Costs	\$ -	#DIV/0!
All items to be funded with grant funds must be capital and as allowed under the RFP guidelines. Non-capital items can be used toward "match" funds for the project.			

What is Considered Capital?

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

- Allowable capital purchases under this grant: new or used equipment
- **Not allowable capital expenditures** under this grant: acquisition of land and existing facilities, construction of new buildings, renovation of existing buildings, salaries of individuals engaged in operations, other operating costs

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.

A minimum of a 1:1 cost share/match 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 (not allowable under the 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.

Cost Share (continued)

A minimum of a 1:1 cost share/match is required

- 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.
- Salary and wages of those working directly on the project are allowable under cost share, however it must be expensed during the grant contract period and must not exceed 25% of the total match.

Cost Share Examples

Examples of acceptable cost share:

- Installation/shipping fees
- Cost to remove old equipment/deconstruction
- Training costs
- Non-equipment purchases (electrical, water piping, ventilation, etc.)
- Equipment purchases that exceed the \$200k total project limit for capital
- Computer software
- Designs for tooling
- Non-profit partnership fees

Non-Profit Partnerships

Helping to build an ecosystem of support for our manufacturers to collaborate and rely on.

These partnerships should 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.

- Be sure to explain how your selected non-profit partner will support your business *outside of the baseline requirement* of managing your MMAP contract

Examples:

- MassMEP, Berkshire Innovation Center, FORGE
- MassHire Workforce boards
- MA Economic Development Councils
- MA institutes of Higher Education (including Community Colleges)
- Other quasi-state agencies (MassVentures, MA Life Sciences, MA Clean Energy Center, MassDevelopment)

Non-Profit Partnerships (continued)

The steps below provide a general overview of the contracting process and obligations.

Before applying, please ensure that your non-profit partner is willing and able to commit to this requirement.

Contracting Process and Obligations - General Overview

- 1) If selected as an MMAP awardee, the chosen manufacturer's non-profit partner will enter into a grant agreement with MassTech; all contractual obligations must be managed by the non-profit partner.
- 2) After contracting, awarded manufacturers will place orders for capital items set forth in their approved budget and submit invoices and supporting documentation to their non-profit partner. This process is to be managed by the non-profit partner and the manufacturer.
- 3) The non-profit partner will then submit those invoices and required supporting documentation to MassTech for reimbursement.
- 4) Once reimbursed by MassTech, the non-profit partner will reimburse the manufacturer. This process is to be managed by the non-profit partner and the manufacturer.
- 5) All reporting submission requirements are the responsibility of the non-profit partner.

As the manufacturer, it is your responsibility to understand non-profit administration fees prior to confirming work.

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



- Experienced 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



MMAP Round 5 Timeline

TIMELINE:

Date Issued	October 4, 2024
Questions Due	Accepted on a rolling basis
Q&A File Posted	Posted on a rolling basis
Batch 1 Responses Due	November 22, 2024 by 5:00 PM
Batch 2 Responses Due	March 7, 2025 by 5:00 PM



Questions?

Send an email to Proposals@masstech.org

<https://cam.masstech.org/>