Grow, Innovate, and Make in Massachusetts
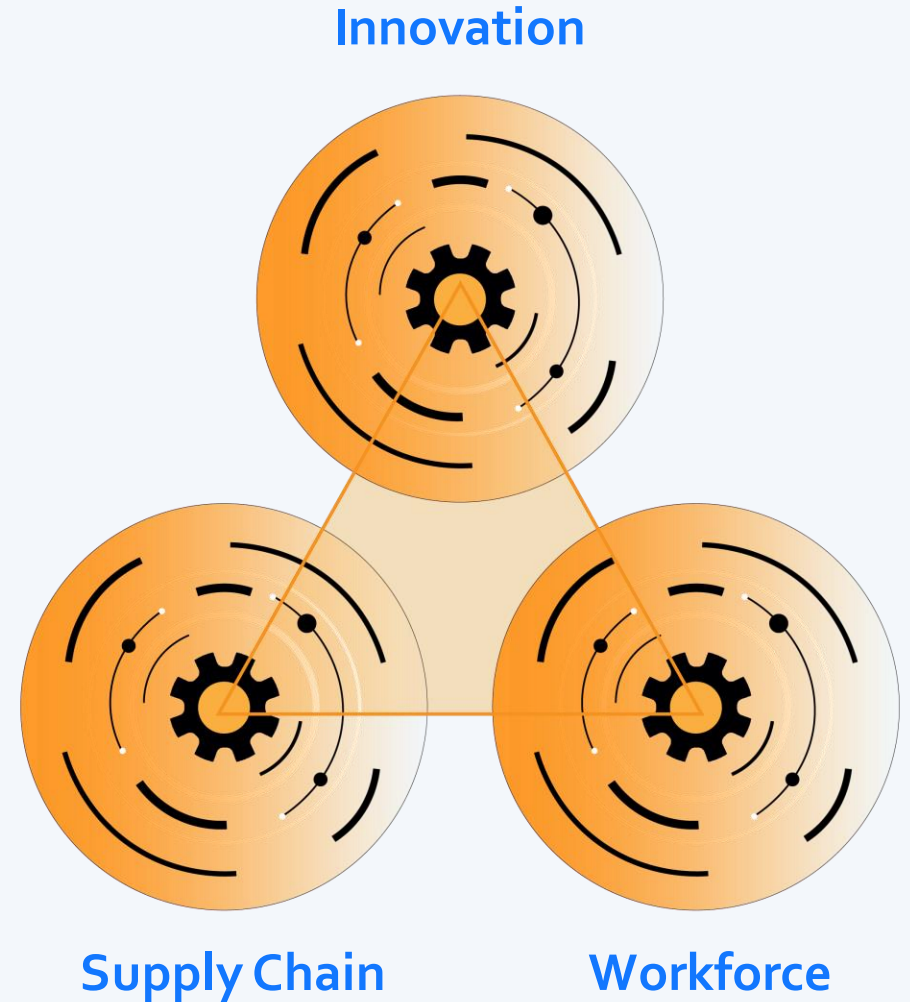
February 29, 2024

Center for Advanced Manufacturing

Our Mission »

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

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.
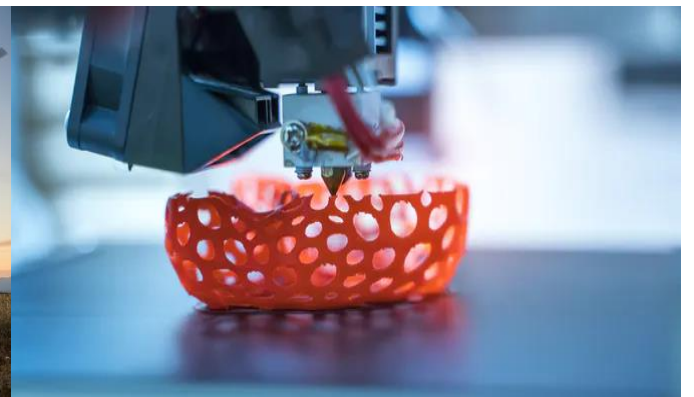
Innovation

Supply Chain

Workforce

Providing our manufacturers the resources to compete

MMAP

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

Results through 3 Rounds:

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

- Announcement of Round 4 awardees coming March 4th

Creating a well-rounded fusion welding company in MA

- Approved welding supplier for top military and defense companies, as well as medical, aerospace and power generation industries
- 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.

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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

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.
- 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

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 jobs created, jobs retained, and employees upskilled
- 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: 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
- 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").
- Example of a capital purchase: new or used equipment, the development of new technology platforms or systems
- **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.

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 (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.
- 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.

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

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Non-profit Partnerships

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, BIC, 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)

- MassTech will contract with 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.

MMAP Round 5 Timeline

TIMELINE:

RFP Re-Issued	February 22, 2024
Questions Due	March 4, 2024 at 12:00 PM
Q&A File Posted	March 8, 2024 at 5:00 PM
Applications Due	April 3, 2024 at 5:00 PM

Manufacturing Cybersecurity Program

- Spinout of MMAP, dedicated to help **small and medium manufacturers** upgrade their cybersecurity infrastructure
- Up to **$30,000 in capital cost share**
- Massachusetts manufacturers **pursuing standards like CMMC, ISO 27001, AICPA SOC2**
- Purchase hardware like servers, badge readers, cameras, network switches, and more
- 1:1 match and cybersecurity assessment required

For more information, visit:
cam.masstech.org/manufacturing-cybersecurity

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