



# *Champions*

2018 YEARBOOK

OF MARYLAND MANUFACTURING

**RMI** REGIONAL MANUFACTURING INSTITUTE  
OF MARYLAND





# INTRODUCTION

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The Regional Manufacturing Institute of Maryland (RMI) is pleased to offer the *2018 Champions of Maryland Manufacturing Yearbook* to recognize Maryland's public and private sector Champions for their outstanding commitment to our industry and our communities.

Champions are companies, people, agencies, schools, other organizations and projects whose accomplishments promote a positive image of Maryland manufacturing. Collectively, they provide excellent leadership in so many ways as they engage our communities, grow our private sector, make our government programs more efficient and prepare our youth for great jobs in manufacturing.

Recognizing the Champions of Maryland Manufacturing is a critical element of RMI's Image Campaign to promote a positive image of the industry. By helping to tell the stories of those that are championing the manufacturing effort in Maryland, we help public policymakers better understand the products made in their jurisdictions and how those goods help us in our daily lives. We also help educators, parents, and students see manufacturing as a viable, enriching career opportunity.

As you read this publication, we hope you that you will feel a sense of great Maryland pride.

Please enjoy learning about these extraordinary Champions of our industry.

*Michael Galiazzo*

Michael Galiazzo, Ph.D.  
*President, RMI*

# 2018 GRAND CHAMPION OF MARYLAND MANUFACTURING: ARIS MELISSARATOS



Aris Melissaratos is RMI's 2018 Grand Champion of Maryland Manufacturing. This top Champions award goes to one individual who best exemplifies "championing Maryland manufacturing."

Melissaratos represents the highest caliber of success in improving the lives of Marylanders. He is a Maryland treasure, a renaissance man. He has the unique knack of knowing how to draw on complex bodies of knowledge to solve specific problems. And for that, we are all grateful as we have all benefited.

He is a Romanian-born Greek-American engineer, industrialist, aerospace executive, investor, philanthropist, university administrator, author and former government official in Maryland. His 40 plus years of leadership roles represent a legacy of accomplishments that have benefited our State tremendously.

Melissaratos is a tireless champion of people who both contributes to society and helps build communities. He is admired and respected by all who know him not only for his business accomplishments, but because he is always doing good deeds for the greater good of society. He has achieved significant results in every nomination category of the 2018 Champions of Maryland Manufacturing. Melissaratos continues to serve the industry as Chairman of the Board of Directors of the Regional Manufacturing Institute of Maryland, member of the Maryland Economic Development Commission and as Dean, The Brown School of Business & Leadership, Stevenson University.

His vision, values and vitality continue to impact public policy, motivate others and improve the ecosystem of Maryland manufacturing. His incredible achievements span many industries, touched many people and created economic and community development that we celebrate today as unparalleled Maryland assets. Across Maryland, there are tens of thousands of individuals, organizations and communities that have benefited from Melissaratos' most distinguished leadership trait – lifting others. He is a man of kindness with a history of supporting people, encouraging them, coaching them, caring for their welfare and raising their sense of self-worth. Melissaratos leads with his head and lifts with his heart.

All of Maryland's communities, business, education, government and philanthropic, have benefitted immeasurably from this kind and gentle man for all seasons.



# RMI'S 2018 CHAMPIONS NOMINATION REVIEW COMMITTEE



*RMI's 2018 Nomination Review Committee (left to right) included Kate Williams from M&T Bank, Bob Brennen from Miles & Stockbridge, Ernie Paszkiewicz from Gross Mendelsohn & Associates, Neill Christopher from the Arc NCR and Al Szydlowski from SunTrust Bank.*

RMI requested nominations from throughout Maryland for the 2018 Champions of Maryland Manufacturing. A total of 280 nominations were received from every county and Baltimore City in Maryland.

The nomination criteria requested that nominators submit descriptions as to why their champion nominees should be recognized as a 2018 Champion of Maryland Manufacturing. Descriptions were to tell a compelling, results-driven story for their respective nomination categories which included community engagement, emerging leaders, energy and sustainability, growth and productivity, international business, manufacturing technology (industry 4.0), STEM student engagement and talent attraction. Multiple nominations for the same nominee were also considered a plus.

RMI established a five-member Nominations Review Committee (pictured above) to review and rate the 280 nominations that were received over the four-month application period. There were many impressive nominees, and choosing the finalists was not an easy task. After two days of deliberations, the Review Committee made their final votes for the top Champions in each nomination category, and those Champions were then notified that they were selected.

We owe a great deal of gratitude to our private sector volunteers who took time out of their busy works schedules to be on this committee. They did a fantastic job!

RMI is very pleased to present the 39 individuals, manufacturing companies, and others that have been chosen as the 2018 Champions of Maryland Manufacturing. We are also privileged to embrace the many nominees as well as those who made nominations as vital parts of our manufacturing ecosystem.

The goal in selecting the 2018 Champions is part of a much wider effort by RMI to improve the image of Maryland Manufacturing with policymakers, educators, parents and today's youth.

# TABLE OF CONTENTS

Introduction from Mike Galiazzo.....	1
--------------------------------------	---

2018 Grand Champion of Maryland Manufacturing: Aris Melissaratos .....	2
---	---

RMI's 2018 Champions Nomination Review Committee.....	3
--	---

Nomination Categories .....	6
-----------------------------	---

2018 Champions .....	7
----------------------	---

## COMMUNITY ENGAGEMENT

Acadia Windows & Doors.....	7
Blind Industries & Services of Maryland .....	7
Hub Labels.....	9
Manor Hill Brewing.....	9
Pompeian, Inc.....	10

## EMERGING LEADERS

April N. Richardson, Food Opportunity.....	10
Jodie Bollinger, Frederick County Office of Economic Development .....	11
Michael Koch, Firefly Farms.....	11
Notre Dame Preparatory School.....	12
Vorbeck Materials, Inc. ....	12

## ENERGY AND SUSTAINABILITY

Dr. Mary Tung, Maryland Energy Administration .....	14
K&L Microwave.....	14
McCormick & Company.....	15
STULZ Air Technology Systems .....	15
Williams & Heintz Map Corporation .....	18

RMI Energy Edge.....	16
----------------------	----

## GROWTH AND PRODUCTIVITY

Eight O'Clock Coffee.....	18
Marc Berman, Phoenix Mecano Inc.....	19
Protenergy Natural Foods .....	19
RoosterBio, Inc.....	20
Strouse .....	20

## INTERNATIONAL BUSINESS

Chesapeake Specialty Products .....	23
Deb Kielty & Team, World Trade Center Institute .....	23
Evapco, Inc .....	26
Sisu Global Health .....	26

## MANUFACTURING TECHNOLOGY/ INDUSTRY 4.0

Lion Brothers.....	27
Michael Raphael, Direct Dimensions .....	27
Mick Arnold, Arnold Packaging.....	29
Regional Additive Manufacturing Partnership of Maryland (RAMP MD).....	29
Stanley Black & Decker Hampstead Manufacturing Facility, Connected Factory ..	30

## STEM STUDENT ADVOCATES

AMP, an Untangled Minds Program at Caroline County Public Schools .....	30
Citywide Youth Development .....	33
Community College of Baltimore County, CAMM Program.....	33
STAR Academy, Tim Rhode and Ed Mullin ...	34
Tracye Johnson, Local Motors.....	34

## TALENT ATTRACTION

Bobby Patton, Patton Electronics.....	35
Paragon Bioservices, Inc. ....	35
Strategic Factory .....	36
Textron Systems.....	36
Worthington Armstrong Venture .....	37

2018 Champion Nominees .....	40
------------------------------	----

Maryland Manufacturing Facts ....	64-65
-----------------------------------	-------

RMI Tectonic Shift Initiative.....	68
------------------------------------	----

In Closing from Peter Gourlay.....	69
------------------------------------	----

# SPONSOR ADS

## PREMIER

BGE.....	13
Chesapeake Specialty Products.....	22
First National Bank.....	21
Gross Mendelsohn & Associates.....	31
I95 Business.....	25
Maryland Department of Commerce... Back Cover	
Maryland Public Television.....	39
Maryland MEP.....	62
PSA Insurance & Financial Services.....	24
Strategic Factory.....	38

## GOLD

Acadia.....	8
Advanced Manufacturing Center.....	67
AMP/Caroline Public Schools.....	43
Baltimore County.....	46
CCBC.....	32
Galaxy Control Systems.....	47
Holmatro.....	48
Howard County Economic Development Authority.....	51
KCI Technologies.....	49
Lion Brothers.....	28
North American Millwright.....	50

## SILVER

Alliance Engineering.....	56
Arnold Packaging.....	66
Baltimore Development Corporation.....	57
Cecil County Office of Economic Development .	58
CQI Associates.....	17

Direct Dimensions.....	37
Dorchester County.....	17
Eight O'Clock Coffee.....	57
Green Bay Packaging.....	58
Howard Bank.....	59
Hub Labels.....	60
Insperty.....	60
Local Motors.....	53
Merritt Properties.....	53
Notre Dame Preparatory School.....	54
Paragon Bioservices.....	52
Phoenix Mecano.....	52
PNC Bank.....	70
Prince George's County Economic Development Corporation.....	70
SC&H Group.....	61
Stanley Black & Decker.....	66
Textron Systems.....	55
The Project Resource Group.....	61
Tulkoff Food Products.....	59
UHY LLP.....	55
Washington County Department of Business Development.....	54
Brewer Gayhardt Wisniewski Financial Consulting Group.....	63

## OTHER

KC Madigan Associates.....	63
Revel Motion.....	56
Strategic Operations Solutions.....	63

# NOMINATION CATEGORIES



## COMMUNITY ENGAGEMENT

Champions are manufacturing companies that are giving resources, time or talent to help enrich their communities and improve lives where they work.



## EMERGING LEADERS

Champions are individuals or organizations that have made a dynamic impact on the future direction of a manufacturing company or the manufacturing industry.



## ENERGY & SUSTAINABILITY

Champions are manufacturing companies, individuals or technologies that have significantly increased energy savings or helped to reduce carbon footprint within manufacturing facilities.



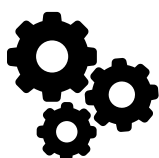
## GROWTH & PRODUCTIVITY

Champions are organizations or individuals that provided extraordinary leadership resulting in transformative productivity successes for manufacturing companies or for the manufacturing industry.



## INTERNATIONAL BUSINESS

Champions are organizations or individuals that have played an instrumental role in attracting overseas manufacturers to Maryland or exporting Maryland manufactured products overseas.



## MANUFACTURING TECHNOLOGY (INDUSTRY 4.0)

Champions are a person or organization that has demonstrated the ability to deliver results in digitizing a facet of their manufacturing operations or the operations of another manufacturing company.



## STEM STUDENT ADVOCATES

Champions are individuals, products, projects or organizations that have inspired STEM students to consider jobs in manufacturing.



## TALENT ATTRACTION

Champions are organizations or individuals that have played an instrumental role in attracting talent to a manufacturing company or the industry.



# 2018 CHAMPIONS



## Acadia Windows and Doors

Baltimore County  
Community Engagement



Acadia Windows and Doors' performance is driven by a "Never Settle" culture. One important way the company lives by this standard is through community involvement. Acadia helps support nearly 100 Greater Baltimore Area families, partners with The Arc of Northern Chesapeake Region to employ individuals with differing abilities, works with Goodwill Industries of the Chesapeake to support job placement, and partners with Folds of Honor to help spouses and children of those disabled or killed while serving our country. Acadia's "Never Settle" culture ultimately drives the company's mission to create products with purpose that support and connect the surrounding community. [www.acadiawindows.com](http://www.acadiawindows.com)



***Acadia helps support nearly 100  
Greater Baltimore Area families.***



## Blind Industries & Services of Maryland

Baltimore City  
Community Engagement



Blind Industries and Services of Maryland (BISM) employs over 700 people, a majority of whom are blind or low vision, at manufacturing locations in Maryland and North Carolina. BISM is Maryland's largest employer of blind people and operates fabric cutting and sewing facilities in Baltimore, Cumberland, Salisbury (two), and in North Carolina in Raleigh where they manufacture military uniforms for the Federal Government. For the State of Maryland BISM produces a wide variety of paper products, including customized paper pads and copy paper, janitorial products, and trashcan liners in their Baltimore and Hagerstown locations. BISM also produces custom label bottled water at their bottling facility in Federalsburg, Maryland. [www.bism.org](http://www.bism.org)



***BISM is Maryland's largest employer of blind people.***





*“Never Settle”*

Unlike any of its competitors, Acadia manufactures, installs and warrants its products creating a streamlined, worry-free experience for both property management and residents. Our goal is to provide you with the highest-quality products that address your individual needs and exceed your expectations.



Acadia is more than just a manufacturer and installer of windows & doors. One of the most important ways we live by our “Never Settle” culture is being involved in our community where we continue to grow and learn about what is most important every day. Visit us at [www.AcadiaWindows.com](http://www.AcadiaWindows.com) to learn more.

Active participation on the Board of Directors of Regional Manufacturing Institute has been important to Acadia Windows & Doors. We look forward to future collaborations with RMI and thank them for the opportunity.



# 2018 CHAMPIONS



## Hub Labels

Washington County  
Community Engagement



Hub Labels encourages employees to participate in the community through a committee that drives quarterly departmental outreach programs to support awareness, fundraisers, and volunteer projects through engagement with charitable organizations. Employees, along with company President Thomas Dahbura, raised more than \$12,000 this year and \$24,000 in 2017, contributing funds and volunteer hours of support for the Good Will, Brookes House, Micah's Backpack, Washington County Humane Society, Children in Need, REACH Shelter, Washington County United Way Day of Caring, the American Red Cross, Big Brother and Big Sister Organizations, Paralyzed Veterans of America, Maryland's Adopt a Highway Program, and more. [www.hublabels.com](http://www.hublabels.com)



*Hub Labels supports awareness, fundraisers, and volunteer projects through engagement with charitable organizations.*



## Manor Hill Brewing

Howard County  
Community Engagement

Manor Hill Brewing has raised over \$3 million for Howard County charities and other nonprofits. Owner E. Randolph Marriner, Cystic Fibrosis Foundation president emeritus and board member, founded HoCo Wine Masters in 2002, raising \$3.0 million for CF research; over \$150,000 for ECP flood relief efforts; and funding the ADG Gumbo for Katrina victims, Friends of Patapsco Valley State Park, Ellicott City flood relief's Fund for Art, Gilcrest Hospice Care Taste Events, Howard County Historical Society, Howard County Farm Bureau, Howard County Festival of the Arts, Leadership Howard County, Patapsco Valley Heritage Foundation, Robinson Nature Center, Johns Hopkins Pediatric Center Stanstock Festival, St. Andrews Episcopal Church Annual Pig and Jig, St. Louis Catholic Church and School Malone Family Fundraiser, and Voices for Children. [www.manorhillbrewing.com](http://www.manorhillbrewing.com)



*Manor Hill Brewing has raised over \$3 million for Howard County charities and other nonprofits.*



# 2018 CHAMPIONS

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**Pompeian, Inc.**  
Baltimore City  
*Community Engagement*



For more than 110 years, Pompeian has had the privilege of calling Baltimore home. We care deeply about the people and places that make up this vibrant City – and to demonstrate our passion and commitment, we launched The Olive Branch Project. Over the next 10 years, Pompeian has pledged to donate \$1 million to the City through various Olive Branch Project initiatives. Our flagship initiative, The Living Healthy Program, is designed to teach local students the basics of health and nutrition, and to provide an opportunity to visit Pompeian's facilities to learn about business and various career paths. This program, in collaboration with various nonprofit partnerships, is part of Pompeian's commitment to helping build a better future for our community. [www.pompeian.com](http://www.pompeian.com)



***Pompeian has pledged to donate \$1 million  
to the City in the next 10 years.***



**April N. Richardson, Food Opportunity**  
Prince George's County  
*Emerging Leaders*

Using their personal story of growth, Food Opportunity supports minority and women-owned companies in the food industry that wish to scale into manufacturing. Growing from a broken oven and production of 50 cakes a day, through partnering with larger companies like Starbucks, Wegmans, Nordstrom, Safeway, and QVC, Food Opportunity has built a model of success for themselves and others. Today, they are a full scale manufacturing company with multiple ovens and production space that produces upwards of 2,000 baked goods daily. Committed to job creation and opportunities, the company will partner with the City of Baltimore to hire and train formerly incarcerated persons in baking and coffee manufacturing. [www.bakedinbaltimore.com](http://www.bakedinbaltimore.com)



***April Richardson supports minority and women-owned companies  
in the food industry that wish to scale into manufacturing.***





# 2018 CHAMPIONS



**Jodie Bollinger, Frederick County  
Office of Economic Development**

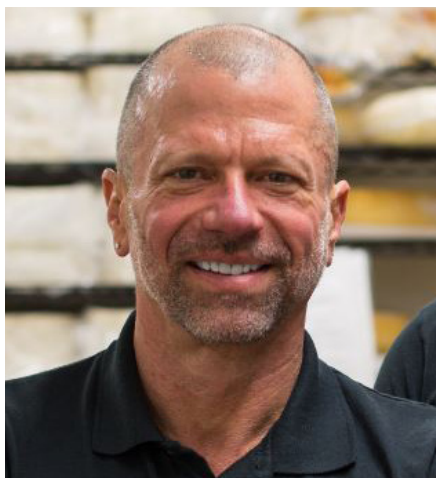
Frederick County  
*Emerging Leaders*

Jodie Bollinger of the Frederick County Office of Economic Development has been an advocate and voice for the manufacturing industry for over 20 years. She continues to lead the Frederick County Manufacturers Roundtable, bringing manufacturers together to learn from experts and to tour and learn about each other's facilities. Dedicated to growing the industry, she brings a team approach to retaining County manufacturers and attracting new companies in the industry, partnering with the Maryland Department of Commerce, the Regional Manufacturing Institute of Maryland, the Maryland World Class Consortia, and the Maryland Manufacturing Extension Partnership. She was instrumental in Frederick's manufacturing EARN Grant, and works closely with Frederick County Workforce Services and Frederick Community College in providing customized training programs. [www.discoverfrederickmd.com](http://www.discoverfrederickmd.com)

“

*Jodie Bollinger has been an advocate and voice for the manufacturing industry for over 20 years.*

”



**Michael Koch, Firefly Farms**

Garrett County  
*Emerging Leaders*

Mike Koch, President of FireFly Farms, is an emerging leader in Garrett County's agribusiness. FireFly, founded in 2002, is dedicated to excellence and in handcrafted goat cheese sustainable growth. Their cheese, made using fresh, locally-sourced milk from regional family farms, is sold throughout the country. Koch and his company are members of various cheese guilds, and their cheeses have won over 110 national and international awards of excellence. Their two newest cheeses are manufactured for Whole Foods Market, where they will be exclusively available for one-year. Koch mentors fledgling agribusinesses, such as High Country Creamery, manufacturer of cow's milk cheeses, and supports other local agribusiness to distribute their products using FireFly's distribution infrastructure. He is a leader and is establishing best practices for local agribusinesses. [www.fireflyfarms.com](http://www.fireflyfarms.com)

“

*Mike Koch mentors fledgling agribusinesses and is establishing best practices in this industry.*

”

# 2018 CHAMPIONS



## **Notre Dame Preparatory School**

Baltimore County  
*Emerging Leaders*



Notre Dame Preparatory School's STEAM program cultivates creativity, problem-solving and entrepreneurial leadership skills through integration of technology, innovative instructional approaches, and real-world learning experiences, inspiring young women to pursue STEM careers as a vehicle for positive change. The Engineering and Manufacturing pathway develops confidence and real-world career skills through interdisciplinary, project-based learning experiences: utilizing a laser cutter and CNC router to design tiny, scale model houses and 3D printers to design and manufacture a full-scale mechanism that assists communities faced with disabilities; experiencing co-curricular opportunities like the ACE Mentor Program and VEX Robotics; and interning with organizations like Whiting-Turner and NASA. Inspired to learn to calculate and reduce individual carbon footprints, STEAM Club and other students participate in a number of conservation activities. [www.notredameprep.com](http://www.notredameprep.com)



***NDP inspires young women to pursue STEM careers as a vehicle for positive change.***



## **Vorbeck Materials, Inc.**

Howard County  
*Emerging Leaders*



Vorbeck is a leader in research, design, development, and manufacturing of graphene-enhanced wearables, conductive inks, high-strength and chemical-resistant rubber and composites, antennas, RFIDs, and next-gen batteries. Their commercial-scale facility produces graphene and manufactures specialized inks, coatings, polymers, and composites for customers in consumer electronics, defense/aerospace, and commercial industries. A major focus is production of thin and flexible communications equipment used to send and receive vital information in clothing and worn accessories, on ground vehicles, and airborne applications such as UAVs. Another concentration is in graphene-enhanced rubber used in Aerospace, Automotive, and Commercial manufacturing. They have also produced a robust RFID tag for PCB manufacturing that is very small and is also able to be printed on for barcode purposes. [www.vorbeck.com](http://www.vorbeck.com)



***A major focus at Vorbeck is production of thin and flexible communications equipment.***





# Want to lower your business's energy costs? **Let's talk!**

BGE's energy efficiency experts are working with businesses, organizations and agencies across Maryland to help them save energy and money. Let us show you how our financial incentives and technical assistance can make your retrofit, equipment replacement and new construction projects affordable. Together we'll implement solutions that will give you a great return on investment.

Call 410.290.1202 or  
visit [BGESmartEnergy.com/Biz](http://BGESmartEnergy.com/Biz).

This program supports the EmPOWER Maryland Energy Efficiency Act.

# 2018 CHAMPIONS



## **Dr. Mary Tung, Maryland Energy Administration**

Baltimore City  
*Energy and Sustainability*

Mary Beth Tung, Ph.D., Esq. has been an avid leader and influencer advocating the importance of energy efficiency for Maryland's manufacturers for the value it brings to manufacturers' bottom lines and the impact efficiency plays for our environment. Director of the State of Maryland Energy Administration, Dr. Tung works to ensure Maryland's energy portfolio benefits Maryland residents, businesses, and local government organizations by improving the effective use of all Maryland energy. Acting as a conduit for public and private energy partnerships, Dr. Tung helps leverage state resources with private and commercial investments, including the agency's continued investment in RMI's Next Generation Energy Efficiency Gains Program. [www.energy.maryland.gov](http://www.energy.maryland.gov)



***MEA advocates the importance of energy efficiency for Maryland's manufacturers.***



## **K&L Microwave**

Wicomico County  
*Energy and Sustainability*



K&L Microwave is a world leader in the design and manufacture of RF and microwave filters, multiplexers, and integrated assemblies. The company's Environmental Policy, R I C C A (Reduce-Improve-Conserve-Comply-Apply), is known by all employees and provided as a wallet card. K&L has sustained a 20 percent reduction in the amount of coolant disposed of and purchased, recycled an average of 91K pounds per year of scrap brass and aluminum, reduced energy usage by 36.4 percent between 2011 and 2017, and plans to replace HVAC units and building roofs with a white roof to reduce solar heat gain. K&L Microwave's Environmental Management System (EMS) conforms to ISO 14001. [www.klmicrowave.com](http://www.klmicrowave.com)



***K&L Microwave reduced energy usage by 36.4 percent between 2011 and 2017.***





# 2018 CHAMPIONS



## **McCormick & Company**

Baltimore County  
*Energy and Sustainability*



At McCormick and Company, sustainable manufacturing is one component of a larger corporate social responsibility effort. Creating innovative flavor solutions that translate to about 150 countries and territories around the world takes a passion for problem solving, extraordinary effort and teamwork. It means being mindful of the company's role in supporting the environment by investing in infrastructure to optimize energy performance, as well as reducing solid waste, water consumption, and packaging. The company's greenhouse gas strategy is to focus on energy efficiency and use renewable energy where market conditions are favorable. While many companies believe it is too expensive to be sustainable, McCormick realizes that there are many opportunities for "triple bottom line" investments that are good for the environment, economy, and people. [www.mccormickcorporation.com](http://www.mccormickcorporation.com)



***McCormick realizes that there are many opportunities for 'triple bottom line' investments for the environment, economy and people.***



## **STULZ Air Technology Systems**

Frederick County  
*Energy and Sustainability*



STULZ, a leader in the design and manufacture of environmental control equipment, produces the STULZ CAH-1080, the industry's leading air handling product for delivering savings on customers' energy bills. STULZ is recognized for sustainability leadership and action. The company implemented an auger-compactor system to consolidate seven tons weekly of packaging wood waste, now incinerated at a power plant for energy recovery instead of going into the local landfill, reducing waste pickup by 80 percent. STULZ switched to LED shop lighting and reduced average daily power consumption nearly seven percent while doubling LUX in the work space. Installation of approximately 2309 solar panels on the roof on their over 200,000sf facility in the City of Frederick generates greater than 20 percent of the total electricity usage. [www.stulz-usa.com](http://www.stulz-usa.com)



***STULZ is the industry's leading air handling product for delivering savings on customers' energy bills.***



# REGIONAL MANUFACTURING INSTITUTE OF MARYLAND



ANOTHER COMPETITIVE EDGE PROGRAM  
FOR MARYLAND MANUFACTURERS

## RMI's Energy Efficiency Program

*\$Cost Recovery for Maryland Manufacturers*

*Join Maryland's leading manufacturers who have participated in a unique manufacturing services program to free up cash from energy inefficiencies*



RMI's State-funded energy efficiency program helps manufacturers being served by Delmarva and PEPCO to reduce energy costs. The program was designed knowing that manufacturers have limited time available to focus on energy, even though its often one of their top four cost items.

Under the grant, eligible manufacturers can benefit from up to \$20,000 worth of engineering services, including an energy assessment of their facility and deep dives into energy intensive processes. RMI will also provide devoted engineering time to help firms access State and utility resources to pay for energy upgrades.

We identify energy upgrade opportunities and then make the saving payback case. Once firms decide what they want to upgrade, RMI can help manage the vendor process ensuring installation is thorough to help reduce energy and save money.

We are evaluated based on how much money we save companies from reduced energy uses. Recently, we saved manufacturers almost \$2 million off their energy bills in the BGE service area. Bottom line - manufacturers that participated in RMI's program discovered new sources of cash, have increased productivity, spend less on energy, and have lower emissions. A win-win-win-win!

### Sampling of Past RMI Program Participants

American Yeast Corp  
Berry Plastics  
Beynon Sports Surfaces  
C-Care  
Chesapeake Specialty Products  
Cloverland Farms Dairy  
Danko Arlington  
DAP Products  
Eight O'Clock Coffee  
Ellicott Dredges  
Frito Lay  
GM Baltimore Operations  
Green Bay Packaging  
Hamilton Associates  
Holmatro USA  
JM Huber  
Maritime Applied Physics Corp  
Marlin Steel Wire  
Maryland Thermoform  
MD-VA Milk Producers  
McCormick & Co  
Medifast  
Meggitt  
Northrop Grumman  
Pompeian  
Prime Manufacturing  
Pritchard Brown, LLC  
Procter & Gamble  
Products Support, Inc  
Ross Machine Company  
Smiths Detection  
T.W. Perry  
Tenax  
Textron Systems  
Thorlabs Quantum Electronics  
Titan Steel  
Tulkoff Food Products  
Unilever  
US Gypsum  
W.R. Grace  
Zentech Manufacturing

To participate, call RMI's Energy Program Manager Peter Gourlay today at 443-275-2489 or email him at [peter.gourlay@rmiofmaryland.com](mailto:peter.gourlay@rmiofmaryland.com). Find out more at [www.rmiofmaryland.com](http://www.rmiofmaryland.com)





Tom Powley | CEO

water moves us  
to Weave a  
Wire Revolution

At, GKD water moved us to design the  
world's first mega media marquee  
from woven stainless steel fabric.

DORCHESTER  
water moves us  
MARYLAND

DORCHESTER COUNTY ECONOMIC DEVELOPMENT

A photograph of a man and a woman standing outdoors in front of trees. The man is wearing a dark suit and a patterned tie, and the woman is wearing a grey top and a necklace. They are both smiling.

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Maryland  
Community  
since 1995

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[www.cqiassociates.com](http://www.cqiassociates.com)

# 2018 CHAMPIONS



## **Williams & Heintz Map Corporation**

Prince George's County  
*Energy and Sustainability*



Williams & Heintz Map Corporation has been a map printer for entrepreneurs, government agencies, and map publishers since 1921. Holly Heintz Budd, 4th generation owner, president/CEO, uses green materials and sustainable environmental practices that combine sound business principles with environmental stewardship, including recycling; energy saving; continuous improvement; and nontoxic, renewable materials use. The company has installed a more energy efficient roof, is installing solar panels, has new air compressors and LED lighting, and is updating the heating and cooling systems. Williams & Heintz is a member of the Maryland Green Registry and is registered as ISO 14001:2015 for "Cartographic Production, Large Form Cartographic Printing and Specialized Map Folding." Williams & Heintz has reduced energy consumption by using a demand response and energy management company. [www.whmap.com/environmental-practices](http://www.whmap.com/environmental-practices)



***Williams & Heintz Map Corporation uses green materials and sustainable environmental practices.***



## **Eight O'Clock Coffee**

Prince George's County  
*Growth and Productivity*



Eight O'Clock Coffee is a top performing, continually improving organization approaching a competitive \$.32/lb. manufacturing cost with zero harm priority. Their "Top Gun" employees are training to become masters of their business and technologies. Reliability and capacity are optimized as they strive to supply defect-free products at the best cost and execute projects flawlessly. They are transforming to withstand adverse production volume and new ways of working to meet new market, product, or people capability or technology needs. Performance and productivity highlights include Walmart Private Label Brand acquisition, 27 percent cost reduction in overhead equating to a \$2.8 million savings, more than \$30 million capital investment for automation within the past few years, and highest rating through BRC certification, while servicing customers at greater than 99 percent. [www.eightoclock.com](http://www.eightoclock.com)



***Eight O'Clock Coffee achieved 27 percent cost reduction in overhead equating to a \$2.8 million savings.***





# 2018 CHAMPIONS



## **Marc Berman, Phoenix Mecano, Inc.**

Frederick County  
*Growth and Productivity*



Since Marc Berman joined Phoenix Mecano in 2014 as the Production Manager he has improved production time to plan by an average of 20 percent, reduced router times an average of 15 percent across all operations, added additional manufacturing capabilities including laser engraving, improved surface treatment systems, and added a new product/production line to the company. Average lead times have been reduced by 30 percent. Lean initiatives include the complete reorganization of the production floor to reduce/remove waste and improve workflow, and staff cross training to improve/expand competencies, consistent and standardized processes and documentation. More work is being accomplished resulting in an increase in operations from 100 a day capacity to 200 a day capacity with fewer resources, improved technology, and greater competency. [www.phoenixmecano.com](http://www.phoenixmecano.com)



***Marc Berman has improved production time to plan by an average of 20 percent.***



## **Protenergy Natural Foods**

Dorchester County  
*Growth and Productivity*



Protenergy Natural Foods drives innovation and provides state of the art packaging designs that produce in a way that achieves shelf stability and best-in-class flavor and performance. Since they opened their doors in 2011, Protenergy has grown from producing a million cases a year to finishing 2017 at 8.3 million cases produced. The company leverages operational excellence to grow their people and their capabilities. Protenergy's latest expansion will launch them into the glass and can ready to drink beverage category nationwide.

[www.protenergyfoods.com](http://www.protenergyfoods.com)



***Protenergy has grown from producing a million cases a year to finishing 2017 at 8.3 million cases produced.***



# 2018 CHAMPIONS



## **RoosterBio, Inc.**

Frederick County  
*Growth and Productivity*



RoosterBio was founded in 2013 to radically change how stem cells are made and used by executing to a strategic stem cell manufacturing technology roadmap. RoosterBio products are designed to enhance customers' manufacturing efficiencies and radically streamline product development and stem cell based therapeutics supply chain. The company aims to impact the emerging Regenerative Medicine Industry to the level Intel impacted the computer industry. Championing the concept that stem cells are having a "transistor moment" as a technology segment, RoosterBio has commercialized first-in-class products that demonstrate 10-100X scale enhancements and 10-50X productivity gains compared to existing products. Their products are truly ushering in a new era of productivity in the field, setting the stage for a sustainable Regenerative Industry based on innovations in manufacturing sciences. [www.roosterbio.com](http://www.roosterbio.com)



***RoosterBio's products are truly ushering in a new era of productivity in the field.***



## **Strouse**

Carroll County  
*Growth and Productivity*



The Strouse Corporation designs and manufactures pressure sensitive adhesive solutions. A 3M Preferred Converter of pressure sensitive adhesive/flexible materials, Strouse solves complex problems for medical, automotive, electronics, industrial, aerospace, and military industries. Known for superior product performance backed by a quality management system registered to ISO 9001:2008 standards and ISO 13485:2016 registration, Strouse's growth is unprecedented with revenue gains of 58 percent in the last three years, 55 percent capacity increase, and a staggering 21 percent improvement in productivity. Continuous focus on productivity, next level automation, and quality allow for double-digit growth projections the next few years, making Strouse a capable global competitor. Susan Chambers, president, recently received the 3M Supplier of the Year for Woman-owned business award highlighting outstanding performance as a 3M supplier. [www.strouse.com](http://www.strouse.com)



***Strouse's growth is unprecedented with revenue gains of 58 percent in the last three years.***







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**Chesapeake**  
SPECIALTY PRODUCTS, INC.

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Create Less Waste For Our Landfills And Helps  
Preserve Our Steel Structures.

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High Performance Steel Abrasives



# 2018 CHAMPIONS



## **Chesapeake Specialty Products**

Baltimore County  
*International Business*



Chesapeake Specialty Products leadership is visionary and global. Ken Sanchez, president, knew there was international demand for the company's sand foundry additive and worked with the company's team to connect to distributors to sell into foreign markets. Working with the U.S. Commercial Service to promote sales into South Korea, Turkey, Vietnam, and Thailand, the company also utilized an SBA- Export Maryland grant to promote sales to Vietnam and Cambodia. Expanded sales in Europe and Asia diversified revenue streams to maintain Chesapeake's Baltimore County employment base. Company expansion into Turkey and East Asian markets fuels the company forward, contributing to international sales, which comprise 40 percent of overall sales. Chesapeake Specialty Products is the recipient of an Export Achievement Award from the U.S. Commerce Service. [www.chesprod.com](http://www.chesprod.com)



***Chesapeake Specialty Products' international sales,  
comprise 40 percent of overall sales.***



## **Deb Kielty & Team, World Trade Center Institute**

Baltimore City  
*International Business*



For 30 years Maryland's World Trade Center Institute (WTCI) has empowered manufacturers in the region with new ideas and valuable connections. WTCI believes that sharing knowledge and experiences helps lift the manufacturing community and prepare companies for international success. Programs like the Inside Series allow manufacturers to give outsiders an inside view of their facilities and of what they have been doing to innovate and grow. Professional development programs like WTCI's EDGE and AGILE help seasoned executives connect and learn from one another and form deep networks across industries. Deb Kielty and the WTCI team work tirelessly to connect companies to resources needed to find success in a complex and increasingly global marketplace and economy. [www.wtci.org](http://www.wtci.org)



***WTCI empowers manufacturers in the region  
with new ideas and valuable connections.***





# PSA is Proud to Support the Maryland Manufacturing Industry

*Congratulations to  
the 2018 Champions of  
Maryland Manufacturing*

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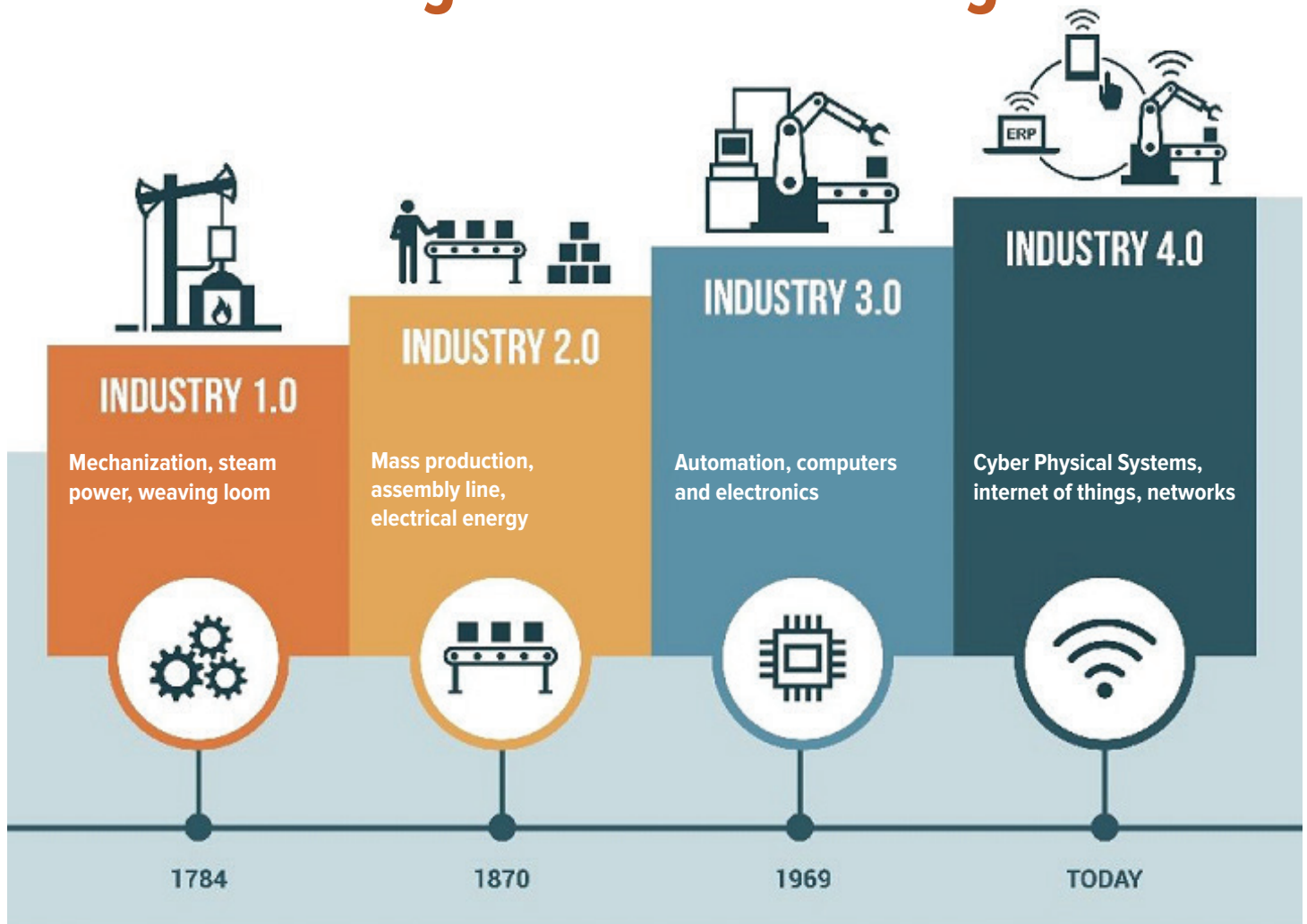
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## Working Together to Champion the Image of Manufacturing



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# 2018 CHAMPIONS



**Evapco, Inc.**  
Carroll County  
*International Business*



Evapco, Inc. is a global designer and manufacturer of products for Commercial HVAC, Industrial Refrigeration, Power Generation and Industrial Process. Founded in 1976, Evapco became employee-owned in 1984 and now manufactures products in 23 locations in 10 countries around the world employing over 3,000 people. In 2017, the Taneytown world headquarters expanded by adding a new 160,000 sq. ft. building; the expansion will add 125 new jobs over the next five years. EVAPCO, Inc.'s powerful combination of financial strength and technical expertise has established the company as a global industry leader. Its Wilson E. Bradley Research Center is a 60,000 square foot facility that is among the largest and most advanced of its type in the world in the HVAC and refrigeration industries. [www.evapco.com](http://www.evapco.com)



***Evapco manufactures products in 23 locations  
in 10 countries around the world.***



**Sisu Global Health**  
Baltimore City  
*International Business*

Sisu Global Health, a medical device company for emerging markets, is proud to be a Baltimore-based company with global reach. Its Maryland-manufactured Hemafuse, Sisu's flagship product, as well as other portfolio devices, are assembled in Baltimore by Harbor Designs and Manufacturing, has begun sales in Africa. With an international focus, the company has begun sales in Africa and in the upcoming years expects to sell Hemafuse and other Sisu portfolio products across Africa and emerging markets. Gillian Henkler, president, and team have built the company from a 3D printed idea to a fully manufactured product. Named Baltimore's 2016 Technologist of the Year, Henkler is committed to promoting women in STEM. The company intends to grow and to expand their manufacturing footprint here in Maryland. [www.sisuglobal.health](http://www.sisuglobal.health)



***Sisu has begun sales in Africa. Their medical device products are  
assembled in Baltimore by Harbor Designs and Manufacturing.***





# 2018 CHAMPIONS



## **Lion Brothers**

Baltimore County  
*Manufacturing Technology/Industry 4.0*



Lion Brothers, led by CEO Susan Ganz, has been transformed into an international leader in the design, fabrication, and sales of a wide range of identity and branding products across a range of markets after more than 100 years of conventional manufacturing of embroidered products. The entire product lifecycle was recently re-invented introducing digital design and advanced manufacturing to significantly improve new product development to better match the needs of global customers in areas including professional and collegiate sports, membership and affinity organizations, resort and entertainment, and commercial and government uniforms. Based in Owings Mills, Lion Brothers is a leader in digital manufacturing innovation with state-of-the-art domestic and Far East production facilities, supporting clients around the world with efficiency, productivity, and consistency. [www.lionbrothers.com](http://www.lionbrothers.com)



***Lion's entire product lifecycle was recently re-invented introducing digital design and advanced manufacturing.***



## **Michael Raphael, Direct Dimensions**

Baltimore County  
*Manufacturing Technology/Industry 4.0*



Direct Dimensions, led by Founder and CEO Michael Raphael, has pioneered methods and solutions for 3D scanning, working across industries – aerospace, automotive, art, architecture, military, museum, medical, and movie VFX. Direct Dimensions is a world leading 3D scanning firm, based in Maryland. Industry 4.0 demands digital data for manufacturing. Direct Dimensions digitally captures real world objects, parts, tools, and spaces to create highly accurate 3D design data for manufacturing and analysis. Their 3D technology enables engineers, architects, and even doctors to work with accurate, physical world reality-based 3D digital data. Direct Dimensions regularly 3D scans planes, trains, and automobiles for re-engineering; buildings and facilities for architectural re-design; parts, tools, and molds for quality control; and even A-list Hollywood actors for the biggest movies ever made. [www.directdimensions.com](http://www.directdimensions.com)



***Michael Raphael pioneers methods and solutions for 3D scanning, working across industries.***



# LIONBROTHERS

## IDENTITY MATTERS™

Lion Brothers congratulates the  
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We are proud to be  
a part of the  
Maryland Manufacturing  
Community.

Lion Brothers is the leading designer and manufacturer of apparel brand identity.  
Since 1899, Lion has been telling the story of identity and belonging with exceptional products  
made in Maryland.

Today, Lion is a company focused on integrating creative design with scientific and technological  
advancements to create new innovations for the world's most notable apparel brands,  
corporations and not-for-profit organizations.

# 2018 CHAMPIONS



## **Mick Arnold, Arnold Packaging**

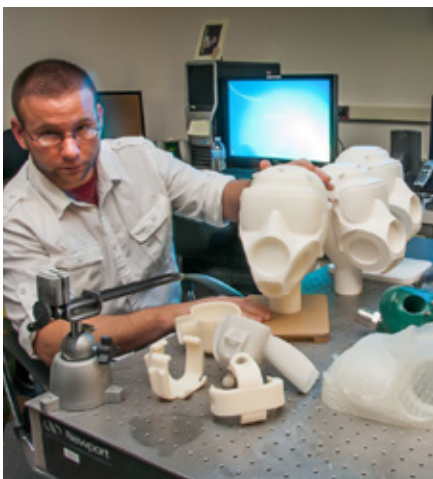
Baltimore County  
*Manufacturing Technology/Industry 4.0*



Arnold Packaging specializes in cutting-edge packaging solutions for commercial and industrial customers. Their unending investment in technology gives them state-of-the-art packaging automation equipment for processing and applying advanced tracking technologies. Arnold Packaging's equipment and machines increase customer efficiency and reduce labor costs. Earlier this year Mick Arnold, president, accepted a Maryland Department of Commerce Secretary's Citation in recognition of the company's "superior custom-made containers and efficient distribution services" and commitment to 100 percent customer satisfaction. Made in Baltimore also recognized the company as "Maker of the Month." In February, Arnold Packaging announced its acceptance to the Maryland Green Registry for sustainability practices and commitment, acknowledging its own green manufacturing practices and dedication to helping customers make sustainable products. [www.arnoldpackaging.com](http://www.arnoldpackaging.com)



***State-of-the-art packaging automation equipment for processing and applying advanced tracking technologies.***



## **Regional Additive Manufacturing Partnership of Maryland (RAMP MD)**

Harford County  
*Manufacturing Technology/Industry 4.0*



The Regional Additive Manufacturing Partnership of Maryland (RAMPMD) organization promotes the research and development of advanced processes of joining materials to make objects from 3D model data, usually layer upon layer as opposed to subtractive manufacturing methodologies, such as traditional machinery. This process is also known as additive manufacturing, which encompasses 3D printing, rapid prototyping, rapid manufacturing, just in time, digital manufacturing, and additive fabrication. RAMPMD is a model public-private partnership with tangible benefits for both government and industry, creating more than 244 jobs in Maryland during the last four years. RAMPMD builds partnerships with industry, expands additive manufacturing education, conducts awareness and outreach, and ensures a supportive infrastructure. [www.rampmd.org](http://www.rampmd.org)



***RAMP MD promotes advanced processes of joining materials to make objects from 3D model data.***





# 2018 CHAMPIONS



## **Stanley Black & Decker Hampstead Manufacturing Facility, Connected Factory**

Carroll County

*Manufacturing Technology/Industry 4.0*

**StanleyBlack&Decker**

Stanley Black & Decker's Hampstead Powder Metal Manufacturing Facility, Connected Factory has been a pilot plant for the Industry 4.0 initiative. Ann Fagan, plant manager, and the rest of the team there have implemented systems and programs that increase productivity and quality of product, have embraced new technology, and have been pioneers for testing and validating systems that will eventually be scaled across the organization globally. The Hampstead Manufacturing Facility's dedication to improving and staying competitive exemplifies Stanley Black & Decker's standard for innovation and design in its industry.

[www.stanleyblackanddecker.com](http://www.stanleyblackanddecker.com)

“

***Hampstead Powder Metal Manufacturing Facility, Connected Factory has been a pilot plant for the Industry 4.0 initiative.***

”



## **AMP, an Untangled Minds Program at Caroline County Public Schools**

Caroline County

*STEM Student Advocates*



The Advanced Manufacturing Professionals (AMP) Program of Caroline County Public Schools was developed with the support of the Untangled Minds Foundation, the brainchild of Alan Stein, founder of Tanglewood Conservatories in Denton, MD. The AMP program goes beyond the typical career and technology center manufacturing program. In addition to technical education, students learn about time and project management, cost estimating, team building, quality improvements, communication and presentation, and marketing. A blend of modern manufacturing processes and soft skills training that employers need, AMP's multi-disciplinary approach to project-based learning brings real-world experience into the classroom, providing opportunities for students seeking a career in manufacturing to experience the industry first hand.

[www.untangledminds.org](http://www.untangledminds.org)

“

***The AMP Program brings real-world experience into the classroom.***

”



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**Doug Kendzierski**, *Transportation Technology Chair*,  
443-840-5913 or [dkendzierski@ccbcmd.edu](mailto:dkendzierski@ccbcmd.edu)

**Jaime Alvarez**, *Engineering Chair*, 443-840-5904  
or [jalvarez@ccbcmd.edu](mailto:jalvarez@ccbcmd.edu)





# 2018 CHAMPIONS



## Citywide Youth Development

Baltimore City  
STEM Student Advocates



Citywide Youth Development's mission is to provide relief of the poor, distressed, and underprivileged by encouraging entrepreneurship education, providing vocational skills training and education, including in STEM disciplines needed for product development and production and the operation of business enterprises. Citywide uses entrepreneurship and manufacturing skills training and development as a crime prevention, poverty eradication, and community revitalization strategy. A nonprofit established in 2010, Citywide has created over 100 entrepreneurship and job opportunities and established three youth-run enterprises, including Made In Bmore, a fashion brand and retail store in Towson Town Center; CityWide Screen Printing & Embroidery that partners with the Baltimore City and Under Armour; and Frozen Desert Sorbet, the largest mobile cart company in Maryland, currently located in Oriole Park.

[www.citywideyouthdevelopment.org](http://www.citywideyouthdevelopment.org)



*Citywide uses entrepreneurship and manufacturing skills training and development.*



## Community College of Baltimore County, CAMM Program

Baltimore County  
STEM Student Advocates



The Community College of Baltimore County's CAMM (Computer-Automated Manufacturing) provides experienced and beginner level skills in the CCBC Catonsville machining laboratory through hands-on projects and web-enhanced learning. The college offers certificates in Manual Machining, CNC Operations, CNC Programming, and Quality Assurance. Entry level students in CCBC's CNC Machine Tool Short-Term program acquire approximately two years of experience in six months. Many students graduate with several job offers starting around \$35K. CCBC's CAMM program is accredited by the National Institute for Metalworking Skills (NIMS) and many courses are aligned to NIMS standards. A DLLR Apprenticeship Ambassador, the college is also a related instruction provider for registered apprenticeships. At the HTEC 2018 Conference CCBC's Stirling Engine project won the best CNC Student Learning Project. [www.ccbcmd.edu](http://www.ccbcmd.edu)



*The CAMM Program provides experienced and beginner level skills, hands-on projects and web-enhanced learning.*



# 2018 CHAMPIONS



## **STAR Academy, Tim Rhode and Ed Mullin**

Baltimore County  
*STEM Student Advocates*



STAR Academy (Science, Technology, Art and Robotics), created and led by Tim Rhode and Ed Mullin, is Baltimore's new technology training center. Professional coaches at the indoor facility use robotics, drones, 3D printing, virtual reality, and video game development to inspire imagination and develop 21st century skills and experience leading to scholarships and job offers. Training programs, memberships, leagues, courses, camps, and activities are offered for students of all age. The center is more than 16,000 square feet with training labs and practice space for each activity, including an indoor drone arena! Corporate parties, birthday parties, field trips and activities are also available. STAR Academy also provides coaching and training programs off-site for many area schools and recreation centers along with summer and holiday camps. [www.star-academy.com](http://www.star-academy.com)



***STAR Academy inspires imagination and develops 21st century skills.***



## **Tracye Johnson, Local Motors**

Prince George's County  
*STEM Student Advocates*



Tracye Johnson of Local Motors, manufacturer of the 3D printed Olli Self-Driving Electric Shuttle, bridges STEM, the workplace, and education to manufacturing and technology careers for thousands of students through partnerships with Prince George's County schools, colleges, camps, churches, and nonprofits. Johnson's "Helping Hands Holiday" teaches entrepreneurship for STEM initiatives; students design, print, customize, and package ornaments for fundraisers. GospelTek, an edutainment tool for seniors and underserved communities, creates awareness of STEM ethics and industry exposure, interest, and skills. Johnson sits on the board of eNable Alliance, a project based learning nonprofit supporting a global volunteer community providing 3D printed prosthetics to children in need. Johnson challenges STEM and non-STEM students to think of real-world, humanitarian STEM solutions to improve quality of life and communities. [www.localmotors.com](http://www.localmotors.com)



***Tracye Johnson bridges STEM, the workplace, and education to manufacturing and technology careers for thousands of students.***



# 2018 CHAMPIONS



## **Bobby Patton, Patton Electronics**

Montgomery County  
*Talent Attraction*



Bobby Patton, CEO, Patton Electronics, a communications equipment manufacturer, is exemplary in volunteer services to expand the manufacturing economy and encourage careers in advanced manufacturing. A Maryland Manufacturing Advisory Board member, Patton also chaired Montgomery College's GT-STEP/STEM program, funded by NSF, which increased STEM majors graduating with an associate's degree over 7 percent and transfers to four-year institutions by over 10 percent three years in a row. Patton regularly employs student interns, including students from Capitol Technology University and Montgomery College; has been recognized by Drexel as co-op employer of the year, by York College for employing more co-op students than any company in its 23 year old program, and by Montgomery County Public Schools for accepting high school student interns 10 years in a row. [www.patton.com](http://www.patton.com)



***Bobby Patton has been recognized by Montgomery County Public Schools for accepting high school student interns 10 years in a row.***



## **Paragon Bioservices, Inc.**

Baltimore City  
*Talent Attraction*



Paragon Bioservices is an industry-leading contract development and manufacturing organization for cutting-edge biopharmaceuticals, focusing on transformative technologies, including gene therapies, next-generation vaccines, oncology immunotherapies, and other complex biologics. Headquartered in Baltimore City, the company has retained Paragon's core scientific talent while expanding its leadership team, which has a proven track record in GMP manufacturing. Paragon's business strategy delivered more than 80 percent revenue growth in 2017. Within three years, Paragon grew its workforce from 100 to over 300 employees, becoming one of the fastest growing biotechnology companies and one of the top private employers in Maryland. Continuing rapid growth, Paragon established a new 150,000 square-foot facility in Anne Arundel County, estimating it will hire more than 200 employees there over the next three years. [www.paragonbioservices.com](http://www.paragonbioservices.com)



***Paragon grew its workforce from 100 to over 300 employees, becoming one of the fastest growing biotechnology companies in Maryland.***





# 2018 CHAMPIONS



## Strategic Factory

Baltimore County

*Talent Attraction*



Strategic Factory plays an ongoing and active role in attracting new talent to the print manufacturing community. CEO Keith Miller started in print with just two employees in 1999. The company now consists of more than 150 team members and continues to grow and hire at an accelerated pace. Strategic Factory's Human Resources Department is active in recognizing, supporting, and recruiting new talent, participating in print curriculum development advisory meetings and multiple mock interviews at local Vo-Tech high schools. The team mentors vocational students in the industry and assists in their educational pursuits. Team members have volunteered to judge SkillsUSA's Regional and State Print Competition. Additionally, Strategic Factory has offered numerous internships to Vo-Tech and engineering students over the years. [www.strategicfactory.com](http://www.strategicfactory.com)



***Strategic Factory mentors vocational students in the industry and assists in their educational pursuits.***



## Textron Systems

Baltimore County

*Talent Attraction*

## TEXTRON Systems

With sites in Maryland and around the world, Textron Systems has supported U.S. and allied militaries for more than 50 years, establishing the company as an aerospace and defense leader. Textron Systems begins molding high-potential talent before students leave the classroom, offering internship and co-op experiences across integrated supply chain, information technology, finance and engineering disciplines. High-performing interns are offered full-time positions, supporting Textron's philosophy of promoting from within and entry level hiring. Entry-level hires participate in Textron Systems' First Year Experience, which accelerates development through training and helps build professional networks with senior leaders and other organizational functions. Textron Systems also sponsors programs to accelerate experience and learning to grow emerging manufacturing leaders, helping the company put tomorrow's technology in the world's hands today. [www.textronsystems.com](http://www.textronsystems.com)



***At Textron Systems, high-performing interns are offered full-time positions.***



In 2017 Worthington Armstrong Venture (WAVE) implemented an in-house training program with two training paths – Tool and Die Makers and Maintenance Mechanics then worked with the Maryland Apprenticeship and Training Program to renew a dormant internal apprenticeship program which was approved in March 2018 and currently has two Tool and Die Maker apprentices. As a founding member of the Manufacturers Coalition initiated by Susquehanna Workforce Network (SWN), a resource partner of the Harford County Office of Community and Economic Development, WAVE provided guidance on training needed in the industry for new hires and incumbent workers and enrolled six employees in the first SWN Hybrid Manufacturing Training class. Partnership efforts have resulted in new hires and additional incumbent worker training. [www.worthingtonindustries.com](http://www.worthingtonindustries.com)

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# 2018 CHAMPION NOMINEES

There were many impressive nominees for the 2018 Champions of Maryland Manufacturing, and choosing the finalists was not an easy task. While the nominees below were not the finalists, we are privileged to embrace them as well as those who made nominations as vital parts of our manufacturing ecosystem.

**Abrar Solatch, Trinity Sterile, Inc.**

*Queen Anne's County*

**Advanced Thermal Batteries, Inc.**

*Carroll County*

**Advanced Vision Systems, Inc.**

*Charles County*

**Allen Frydenberg, Automated Precision, Inc.**

*Howard County*

**Amanda Gianotti, Allogram, Inc.**

*Baltimore County*

**American Computer Development, Inc.**

*Frederick County*

**Andrew Sherman, American Bully Manufacturing**

*Anne Arundel County*

**Anne Arundel Community College, Mechatronics Program**

*Anne Arundel County*

**Annette Walter, Timber Industries**

*Baltimore County*

**AstraZeneca**

*Frederick County*

**At Night Athletic**

*Baltimore County*

**Baltimore Fabrication, Inc.**

*Baltimore City*

**Baltimore Museum of Industry**

*Baltimore County*

**Beitzel Corporation**

*Garrett County*

**Bend CAM**

*Frederick County*

**Berry Plastics**

*Baltimore County*

**Bomboy's Candy & Ice Cream**

*Harford County*

**Brian Briggs, Maryland Manufacturing Advisory Board**

*Baltimore County*

**Cambridge International**

*Wicomico County*

**Canam Steel Corporation**

*Frederick County*

**Cardinal Scientific**

*Charles County*

**Carroll County Career & Technology Center, Applied Mechanical Engineering**

*Carroll County*

# 2018 CHAMPION NOMINEES

**Chris Maclarion, Maryland Department of Labor, Licensing & Regulation**

*Baltimore City*

**Cindy Brown, API Source**

*Prince George's County*

**Community College of Baltimore County**

*Baltimore County*

**Control Cable, Inc.**

*Baltimore County*

**Craig Bandes, Pixelligent**

*Baltimore City*

**Crystal Steel Fabricators, Inc.**

*Caroline County*

**D. Wheatley Enterprises**

*Harford County*

**Dairy Maid Dairy, LLC.**

*Frederick County*

**Dixon Valve and Coupling Apprenticeship Program**

*Kent County*

**Dominion Energy, Cove Point Terminal**

*Calvert County*

**Dunlop Protective Footwear**

*Harford County*

**Eastman Chemicals**

*Queen Anne's County*

**Eddie Heath's Crab Pots**

*Somerset County*

**EFC Systems, Inc.**

*Harford County*

**Ellen Breidenbaugh, ACS Industrial Services**

*Baltimore County*

**Ellicott Dredges**

*Baltimore City*

**ELM**

*Baltimore County*

**ELTA North America**

*Howard County*

**Emergent Biosolutions**

*Baltimore City*

**FR Conversions**

*Carroll County*

**Fred "Mark" Gleaton, Thorlabs Quantum Electronics, Inc.**

*Howard County*

**Frederick County Office of Economic Development, Craft Beverage Growth Program**

*Frederick County*

**Fuchs North America**

*Carroll County*

**Galaxy Control Systems**

*Frederick County*

**George Tunis, Hardwire, LLC**

*Worcester County*

**Gillian Henker, Sisu Global Health**

*Baltimore City*

**GM Baltimore Operations**

*Baltimore County*



# 2018 CHAMPION NOMINEES

## **Green Bay Packaging**

*Baltimore County*

## **Guinness Open Gate Brewery and Barrel House**

*Baltimore County*

## **Hagerstown Community College**

*Washington County*

## **Harbor Designs & Manufacturing**

*Baltimore City*

## **Heritage Printing & Graphics**

*Charles County*

## **Holly Budd, William & Heintz Map Corporation**

*Prince George's County*

## **Holmatro, Inc.**

*Anne Arundel County*

## **I Value LED**

*Dorchester County*

## **InSource Solutions**

*Baltimore County*

## **Iron World Manufacturing, LLC**

*Howard County*

## **Jack Williams, The Nelson Company**

*Baltimore County*

## **Jayfus Doswell, Juxtopia LLC**

*Baltimore City*

## **Jim Burnette, Alliance Engineering**

*Howard County*

## **John Danko, Danko Arlington**

*Baltimore City*

## **Jon Rowley, RoosterBio, Inc.**

*Frederick County*

## **Junior Achievement of Central Maryland**

*Baltimore County*

## **Juxtopia, LLC**

*Baltimore City*

## **Kimberli O'Connell, Phoenix Mecano, Inc.**

*Frederick County*

## **Knorr Brake Company**

*Carroll County*

## **Kurt Parsons, Platform Aerospace**

*St. Mary's County*

## **LaMotte Chemical Products Company**

*Kent County*

## **Lehigh Cement Company**

*Carroll County*

## **Luke Chow, Prime Manufacturing Technologies, Inc.**

*Howard County*

## **M. Luis Products**

*Baltimore City*

## **Macrogenics**

*Montgomery County*

## **Marwan Moheyeldien, Maryland Packaging**

*Howard County*

## **Maryland Department of Commerce**

*Baltimore City*



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# 2018 CHAMPION NOMINEES

## **Maryland Economic Development Association**

*Baltimore City*

## **Maryland Performance Diesel**

*Baltimore County*

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*Cecil County*

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## **N. Scott Phillips, Mid-Atlantic MBDA Advanced Manufacturing Center - Baltimore**

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## **Nichole Mihalos, Untangled Minds Foundation**

*Caroline County*

## **NRL & Associates, Inc.**

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## **Patriot Technologies, Inc.**

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## **Peter Bowe and Eddie Resende, EDGE Program**

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## **Smucker's Quality Beverages Division, J. M. Smucker Company**

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# 2018 CHAMPION NOMINEES

## **Stacy Stube, Fashions Unlimited, Inc**

*Baltimore City*

## **Stephanie Discepolo, Howard**

### **County Public Schools**

*Howard County*

## **Tanglewood Conservatories, Ltd**

*Caroline County*

## **Teledyne Energy Systems**

*Baltimore County*

## **Tenax Corporation**

*Baltimore City*

## **The Arc Northern Chesapeake Region, Inc.**

*Harford County*

## **The Project Resource Group**

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## **The Whalen Company**

*Talbot County*

## **Timber Industries**

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## **Todd Sabin, Maryland**

### **Department of Commerce**

*Baltimore City*

## **Tri-State Hub Supply**

### **Chain Roundtable**

*Washington County*

## **Untangled Minds Foundation**

*Caroline County*

## **Urvashi Shah, ELM**

*Baltimore County*

## **VTI of Maryland, Inc.**

*Washington County*

## **Washington County Department of Business Development**

*Washington County*

## **WETATi**

*Prince George's County*

## **Zentech Manufacturing, Inc.**

*Baltimore County*





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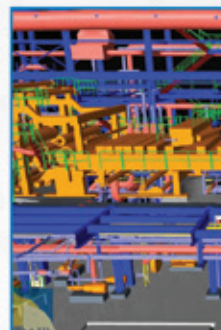
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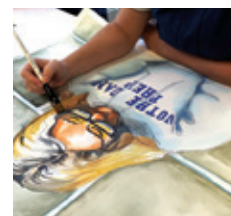


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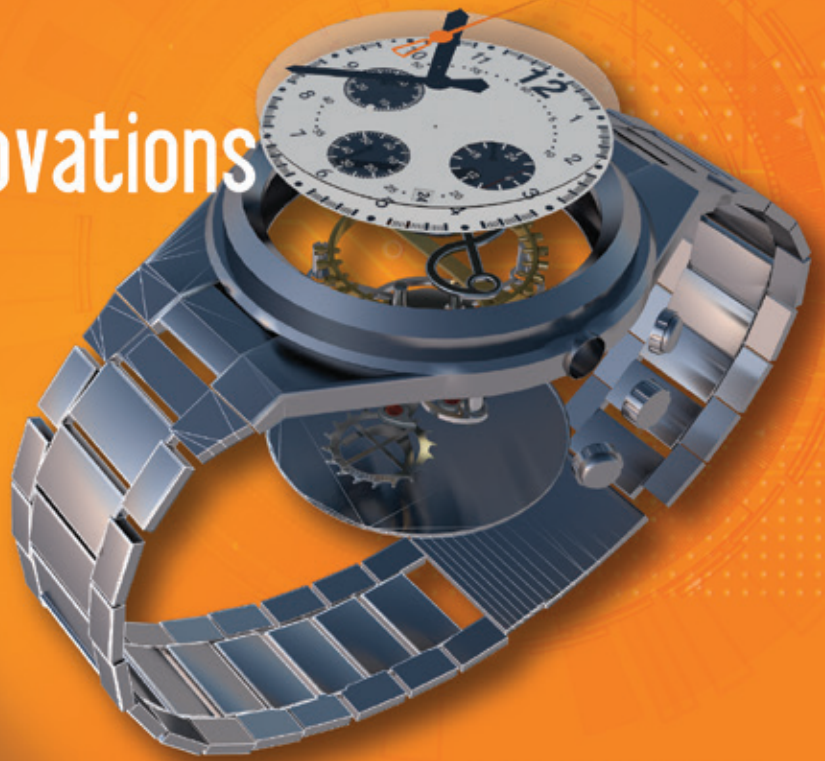
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*around*

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57



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as well as the top winners of the  
2018 Champions of Maryland Manufacturing







## Congratulations to the 2018 Champions of Maryland Manufacturing.

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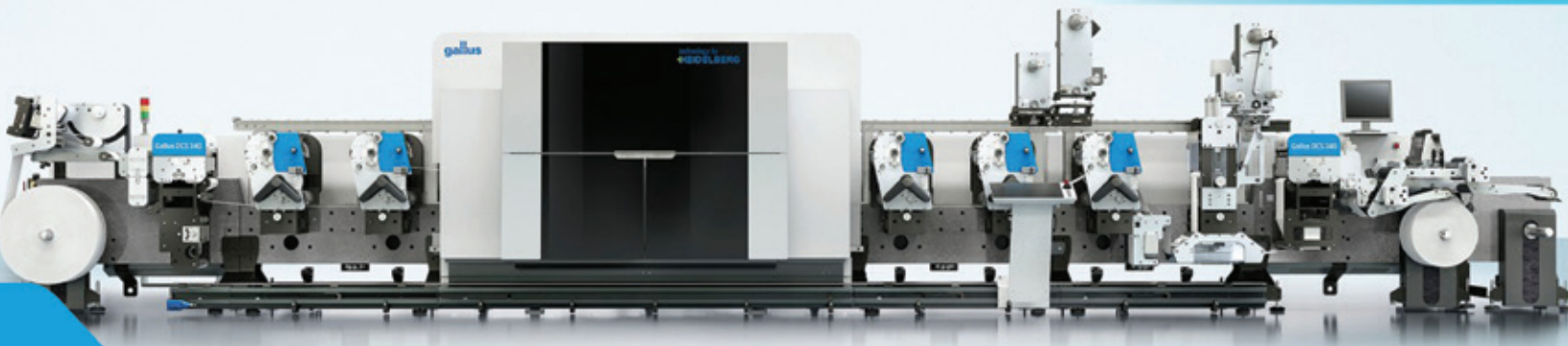
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TPRG's Maryland With Pride congratulates RMI's Champions of Maryland Manufacturing. Very special thanks to the 2018 Champions, to the organizations and individuals nominated, and to the Regional Manufacturing Institute of Maryland for raising public awareness of Maryland's stellar manufacturing industry.

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MD MEP is pleased to celebrate an exciting five years of supporting Maryland manufacturers. In 2013, under the NIST Hollings Manufacturing Extension Partnership, we set out to provide high-quality programs and services to help Maryland's manufacturers succeed, and to create a more organized and cohesive community surrounding these businesses and their stakeholders. Over the last five years, through these services, programs and statewide partnerships, our clients have reported a total of more than \$250 million of economic impact – in addition to more than 1,600 jobs created or retained.

*Thank you to our partners and the entire Maryland manufacturing community for the continued support. We look forward to another five years of making Maryland manufacturers stronger, smarter and more profitable!*

**\$252,277,144**  
Client Reported Economic Impact



#### New Sales

MD MEP clients reported \$42.8  
**MILLION** in new sales.



#### Retained Sales

MD MEP clients retained \$128  
**MILLION** of sales.



#### New Investments

MD MEP clients invested \$65  
**MILLION** into their businesses.



#### Cost Savings

MD MEP clients reported \$16.7  
**MILLION** of cost savings.



#### Created Jobs

MD MEP clients reported 368  
manufacturing jobs created.



#### Retained Jobs

MD MEP clients reported 1,304  
manufacturing jobs retained.

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# Maryland Manufacturing Facts

Manufacturers in Maryland account for 5.9 percent of the total output in the state, employing 3.7 percent of the workforce. Total output from manufacturing was \$23.41 billion in 2017. In addition, there were 103.5 manufacturing employees in Maryland in 2017, with an average annual compensation of \$84,969 in 2016.

## Manufacturing Output and Firms

Total Manufacturing Output (\$billions, 2017) \$23.41  
(Percent share of total gross state product) 5.9%

Manufacturing Firms in Maryland (2015) 2,824

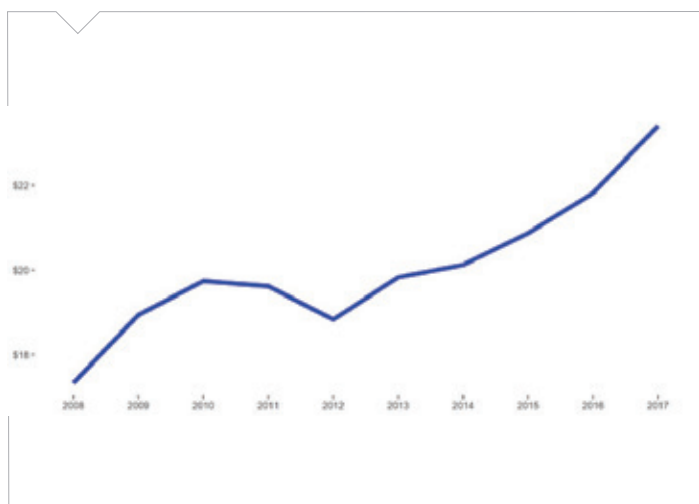
## Employment and Compensation

Manufacturing Employment (2017) 103.5  
(Percent share of nonfarm employment) 3.7%

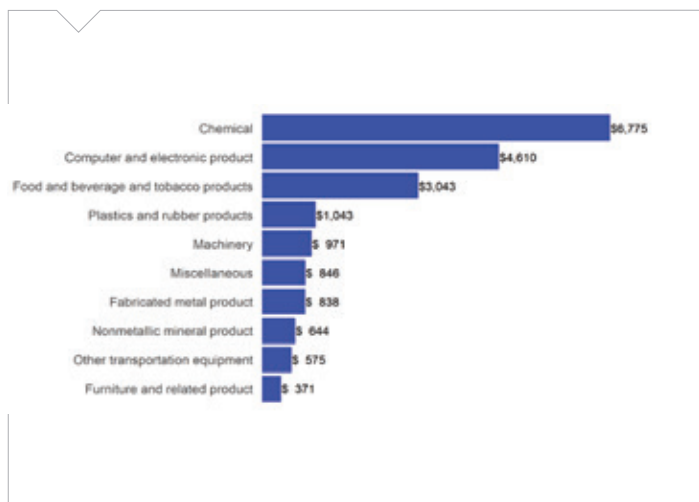
Average Annual Compensation (Manufacturing, 2016) \$84,969  
(Nonfarm Businesses, 2016) \$49,162

Sources: U.S. Bureau of Economic Analysis and the U.S. Census Bureau

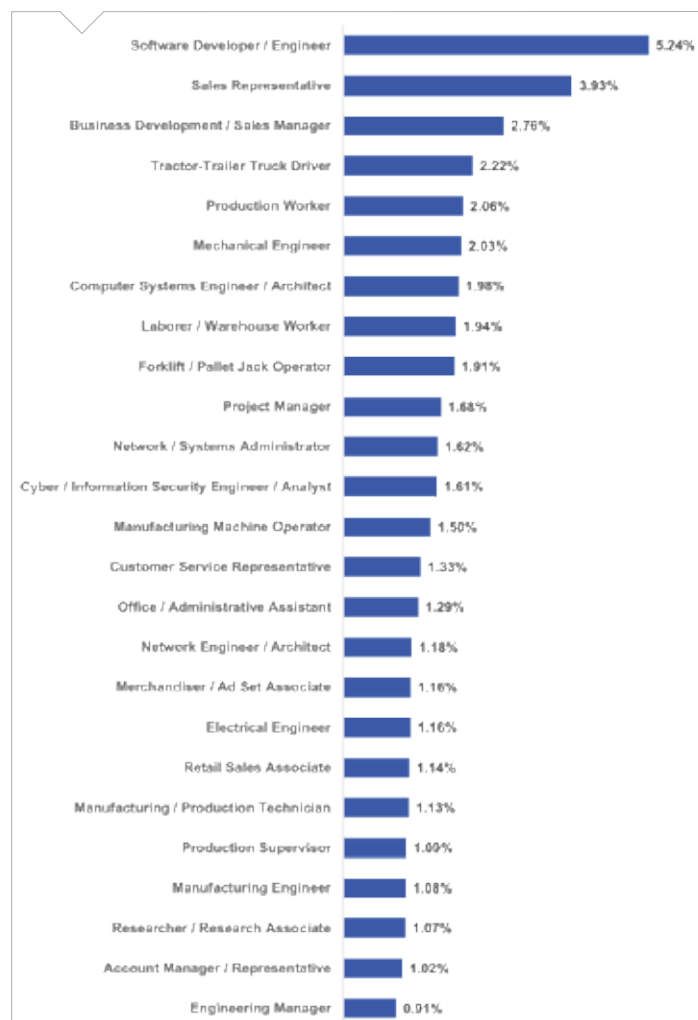
**Figure 1:** Maryland Manufacturing Output, in Billions of Dollars, 2005–2017



**Figure 2:** Top 10 Maryland Manufacturing Sectors, in Millions of Dollars, 2016



**Figure 3:** Top 25 Manufacturing Job Titles over the Past 12 Months in Maryland



Source: Burning Glass Technologies, Labor Insights

# Maryland Export Facts

Manufacturers help to drive Maryland's economy, with \$8.34 billion in manufactured goods exports in 2017. That same year, \$2.83 billion in exports was with our free trade agreement (FTA) partners. This helps create jobs in the state, and 13.2 percent of its employment stemmed from exports in 2011. Small businesses comprised 88 percent of all exporters in Maryland.

Manufactured Goods Exports (\$billions, 2017) \$8.34  
(Percent share of total goods exports) 89.5%

U.S. Jobs Supported by Goods Exports (2016) 40,941

Employment from Manufacturing Exports  
(Export share of manufacturing jobs, 2011) 13.2

Small Business Share of Total Exporters (2015) 88%

Manufactured Goods to Free Trade  
Agreement Partners (\$billions, 2017) \$2.83  
(Percent of total exports, 2017) 33.9%

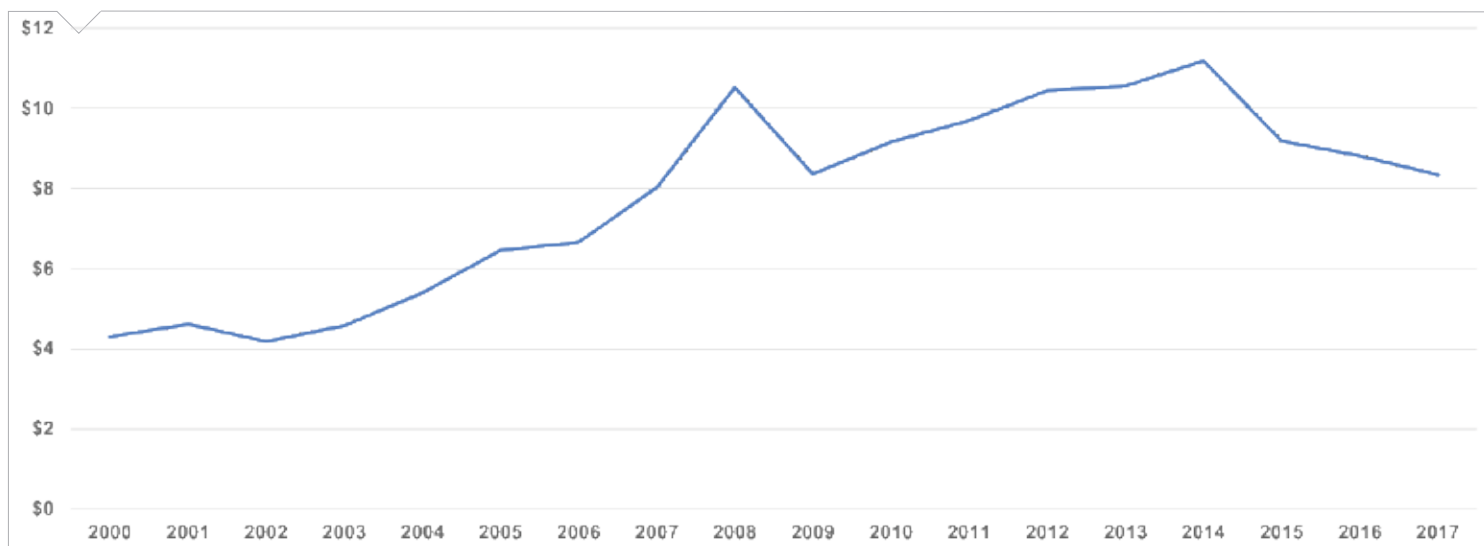
Total Manufactured Goods Exports  
to Canada and Mexico (NAFTA, 2017) \$1.81

Top Five Export Markets (Percent of total  
manufactured goods exports, 2017) 39.9%

- Canada (17.44%)
- Germany (7.20%)
- United Kingdom (5.33%)
- France (5.00%)
- China (4.89%)

Sources: International Trade Administration, U.S. Census Bureau

**Figure 4:** Maryland's Manufactured Goods Exports, in Billions of Dollars, 2000-2017



## Additional Trade Facts

- The 20 U.S. FTA partners purchased nearly 48 percent (\$637.5 billion) of U.S. manufactured goods exports in 2017 – even though these countries represent only six percent of the world's population and 10 percent of GDP.
- FTA countries: Australia, Bahrain, Canada, Chile, Colombia, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Israel, Jordan, Mexico, Morocco, Nicaragua, Oman, Panama, Peru, Singapore and South Korea.
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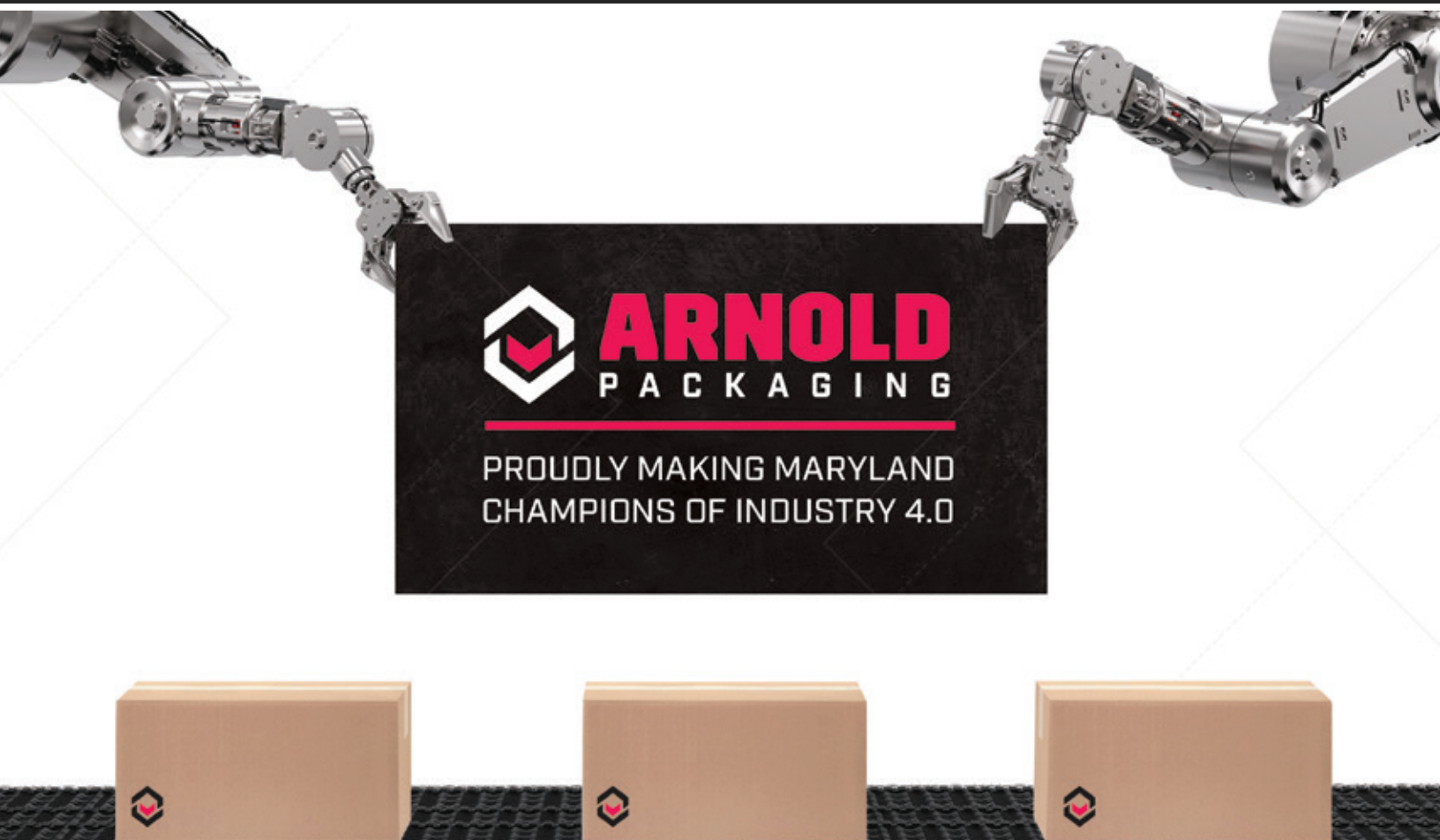
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MID-ATLANTIC REGION MBDA AMC – BALTIMORE

Two years ago the Mid-Atlantic Region MBDA Advanced Manufacturing Center - Baltimore and RMI started on a mission to identify and engage minority owned manufacturing firms. Our role has been to serve as industry advocates and to assist these firms in gaining access to capital, contracts, domestic and global markets, strategic consulting, and specialized training. The center has engaged more than 30 minority manufacturers as clients and helped them create and retain over 150 jobs. Our clients secured capital and contracts in excess of \$20 million dollars. We are proud to count among the many 2018 Champions of Maryland Manufacturing nominees six of our clients, with two award winners.

## **Congratulations RMI Champions of Manufacturing!**



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### **Center Nominees**



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## Partnership Opportunities to Support RMI's Tectonic Shift Initiative: Today's Learners, Tomorrow's Workforce

Finding talented workers is a major problem facing manufacturers. This problem is intensified when you factor in the ever increasing need for workers with higher skills due to digitization, the IoT and other Industry 4.0 emerging technologies.

RMI's Tectonic Shift initiative recognizes the disruptive impact of technology, occurring at ever-increasing speeds in today's manufacturing operations accelerating the need for highly-skilled talent and transformational leadership in business, education and government.

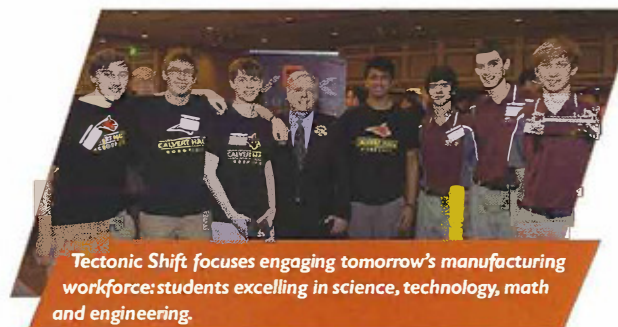
The Initiative focuses on engaging tomorrow's manufacturing workforce: students excelling in science, technology, math and engineering. Over the last few years, RMI has engaged student STEM and technology groups and showcased their expertise to Maryland's manufacturing leaders through various events.

These students are not only adept at working with robotics, 3D printing, AI, coding and STEM but they are also passionate about creating products and competing as teams on a global scale. "How do we get connected with manufacturers" was a common concern expressed by those engaged in student after school and school programs. In response, RMI recently provided matchmaking services to connect the student technology teams with manufacturing companies to develop more engaged relationships.

RMI has developed tremendous connections with industry and student STEM clubs and received numerous business commitments to support these student technology programs. There is a tremendous opportunity to build this connection between the manufacturing industry and student technology programs.

RMI seeks your help to facilitate the following services to create a manufacturing workforce pipeline for the future:

- ⚙️ Nurture RMI existing relationships between manufacturers and technology programs
- ⚙️ Provide future career guidance to students from young private sector leaders
- ⚙️ Market technology program successes with RMI to industry
- ⚙️ Facilitate tours at manufacturing plants with technology program and track follow up
- ⚙️ Compile data on manufacturing workforce needs from manufacturing companies
- ⚙️ Create a matchmaking database to bridge student expertise with manufacturing needs



***If your company would like to work with RMI to support our Tectonic Shift Initiative, contact Peter Gourlay at RMI today at 443-275-2489.***

# IN CLOSING



## *Looking Forward*

As we look to 2019, RMI will continue our Image Campaign as we share news on how manufacturers are impacting our economy. We want our stakeholders to know that while only comprising a small percentage of Maryland's overall business sector, manufacturing continues to have an outsized impact on innovations across multiple industries.

The Champions of Maryland Manufacturing will be important beacons for RMI as we engage them throughout the year to help tell their stories. RMI is launching a news and marketing platform through I-95 Business that will help get this message out and ensure that our policymakers understand the great work that manufacturers do as we encourage support of our industry in Annapolis.

We will provide hands-on help to manufacturers as RMI will continue to help manufacturers showcase their good work through the Maryland Green Registry and help them save money through our energy efficiency program with the Maryland Energy Administration.

Finally, we will continue to help manufacturers prepare for their future growth by plugging them into Industry 4.0 resources, connecting STEM students with manufactueres through our Techtonic Shift initiative, helping to prepare today's learners for the jobs of tomorrow.

If you want to support our manufacturing industry and be part of what we do, we strongly encourage those that are not members of RMI, to join. We need your involvement to continue to grow so that we can continue to grow our Maryland manufacturing ecosystem.

**Find out how you can help. Call RMI at 443-275-2489 or visit us at [www.rmiofmaryland.com](http://www.rmiofmaryland.com).**

Peter Gourlay  
*Vice President, RMI*



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## 2018 Champions of Maryland Manufacturing



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**April Richardson**

Energy & Sustainability:

**Williams & Heintz Map Corporation**

Growth & Productivity:

**Eight O'Clock Coffee**

STEM Student Advocates:

**Tracye Johnson, Local Motors**

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## great things are happening in Maryland manufacturing.

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