

THE DOMINO EFFECT OF SEEKING LOCAL SUPPORT FOR GRANT FUNDING

ABOUT 6K INC. 6K of North Andover, Massachusetts, has assembled a team of material, process and production experts to deliver materials for today, tomorrow and beyond. Whether it's in their innovation labs and Battery Center of Excellence (BCE) in Massachusetts, their additive manufacturing production facility in Pennsylvania, or the full-scale PlusCAM™ battery material manufacturing plant under construction in Tennessee, their patented 6K technology and sustainable processes enable an near infinite combination of materials that accelerate ideation and enable limitless possibilities.

THE CHALLENGE. As Mary Cronin, leader of 6K's government affairs program, began researching state and federal grants, Mary discovered the Massachusetts Manufacturing Innovation Initiative (M2I2) offered by the Center for Advanced Manufacturing at the MassTech Collaborative. The grant provides funding to help Massachusetts organizations transition their technologies from concept/lab scale to manufacturing. The timing was ideal for 6K as M2I2 helps bridge the gap between innovation and commercialization, which was exactly where 6K was for the battery sector.

MEP CENTER'S ROLE. As 6K prepared to apply for the M2I2, they were introduced to MassMEP, part of the MEP National Network™, by MassTech. The grant requires applicants to partner with a nonprofit for administration of funds when awarded. The application planning process took 8 months of continued communication with MassTech, while bringing in local supporters that included local communities and Gateway cities, UMASS Lowell, Northern Essex Community College, WPI, Merrimack Valley planning commission, as well as a visit from their state representative and more.

The supporters hadn't known of 6K at the time and that this "diamond in the rough," transformative company could make such an environmental impact for all types of materials while creating a value stream for things that would have normally gone to landfill. 6K's technology and processes use 90% less energy, 90% less water, and produce zero hazardous waste versus battery materials coming from China. 6K was awarded an M2I2 award for \$1.5M to setup their first UniMelt system in their BCE. The company has since expanded this to four systems and also expanded the facility. 6K's accelerated growth in Massachusetts goes beyond its own facilities as they have partnered with 3 local manufacturing companies to scale production of the UniMelt systems. Governor Baker visited the company and toured their North Andover campus. The continued relationship building at the town, state and federal levels combined with dedication and hard work have resulted in their successful awards of over a \$100M in federal grants in the last 12 months.

"The MassMEP has been a critical partner in 6K's growth and expansion. In helping to amplify our story, MassMEP brought a variety of local and national partners to our facilities for tours, which were followed by recommendations for technical support and relevant grants to consider. Further, they continued to deliver internal resources and partners to 6K to help increase our chances of success when applying for those grants."

-Mary Cronin, SVP Government Affairs

RESULTS



70 jobs created, 20 retained



\$50,000,000 award from the Bipartisan Infrastructure Law



\$5,000,000 in new processes;
\$250,000 in new systems



\$3,500,000 in total project investment



\$1,500,000 in cost savings due to state grant funding

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