SEDE Network Webinar: State Approaches to Increasing Production of PPEs

April 10, 2020
Today’s Speakers

Kelly M. Schulz, Secretary, Maryland Department of Commerce

Mark Burton, President & Chief Executive Officer, Michigan Economic Development Corporation

Bert Brantley, Chief Operating Officer, Georgia Department of Economic Development
Maryland COVID-19 Emergency Relief Manufacturing Fund

• $5 million fund to help Maryland companies produce PPE and other critical items.

• Provides grants of up to $100,000 for companies to either ramp up production of existing products or pivot to producing new items.

• Eligible costs include capital expenses for new equipment, purchase of raw materials, and other operating expenses.

• Funds disbursed in two stages: 50% at notice of award, 50% upon completion.

• Companies are ready to ramp up production of face shields, masks, and other equipment.
Interactive Poll

- To minimize double-counting, we ask that ONLY the most senior representative from the state respond to the poll.

- If you have other PPE initiatives that you want us to know about in your state, then please comment in the chat box through the GoToWebinar Interface.
MICHIGAN: ARSENAL OF INNOVATION

INCREASING PRODUCTION OF PPE
MICHIGAN AT THE EPICENTER OF THE ARSENAL OF INNOVATION

Skilled Workforce  |  Public-Private Collaboration  |  Manufacturing Expertise
INCREASING AVAILABILITY OF PPE

PMBC Virtual Procurement Program
PMBC COVID-19 Emergency Access and Retooling Grants Program
Michigan Community Service Commission
STATEWIDE SUPPORT
Michigan Businesses Driving Innovative Solutions

- Big 3 Automakers
- Auto Supply Chain
- Distilleries
Petoskey Plastics
Producing 10,000 isolation gowns for hospitals throughout the state

National Filters
Grew production from 250 masks per day to 7,200 masks per hour

Tesla
Donated 40 ventilators to hospital systems in Michigan
Michigan’s PMBC and PlanetM team facilitated connections with RCO Engineering and Barber Packaging to provide face shields to Magna Electronics.

Magna Electronics now working with the state of Michigan to provide necessary face shields for frontline public health workers.
MEDC RESOURCES

Capital Access | Small Business Support

Visit Michiganbusiness.org/covid19 for more resources
Data is stored in Webform and automatically copied to separate Google Doc.

COI assigns each Google Doc entry with a division (COI, Global Commerce, Trade, etc.) to vet the entry (by 11am and then 4pm each day). Division assigns their team.

At 11am and 4pm, COI downloads the spreadsheet entries, sorts on vetting scores, and emails them to Janinne and Bert to share with GEMA.

GEMA uses the information to procure critical items needed, and feeds back key evolving needs to Janinne, Bert.

Janinne, Bert feedback key needs from GEMA to COI. COI engages right teams /industries to support evolving needs.

Regional managers, COI, Trade, etc. encourage companies to enter data into COVID-19 Critical Items Form [https://www.georgia.org/covid19response](https://www.georgia.org/covid19response)

Companies enter all data in the form.

Georgia:
Critical Needs Data Collection Process
Rank 1, 2, or 3 in "Est. Delivery Time" column. Question is: How confident are you in their stated delivery time - based on their comments and what they say are barriers?
Scores:
1 - They have items in stock that they can deliver.
2 - They can deliver items in 3 days – 1 week.
3 - They can deliver items in 2 + weeks

Rank 1, 2, or 3 in "Ease of Switchover" column, Question is: How easy do you think it will be for them to switch over production - based on their comments, website, and what they say are barriers?
Scores:
1 - They just need to source 1-2 materials, a drawing, etc., but have everything else.
2 - They need to source more than 3 materials and may need engineering support.
3 - They need to source more than 3 materials, need engineering support, and would need to purchase equipment.

Rank 1, 2, or 3 in "Capacity" column. Question is: What do you think is their capacity based on info provided, barriers, and website?
Scores:
1 - They can produce in large quantities - typically larger, well established companies with necessary equipment, people, supply chain.
2 - They can produce in medium quantities - typically smaller but well-established companies with necessary equipment, people, supply chain.
3 - They can produce in low quantities – typically very small companies, maker spaces, etc.