



# **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**

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INCREASING PRODUCTION OF PPE

# MICHIGAN AT THE EPICENTER OF THE ARSENAL OF INNOVATION



**Skilled  
Workforce**



**Public-Private  
Collaboration**

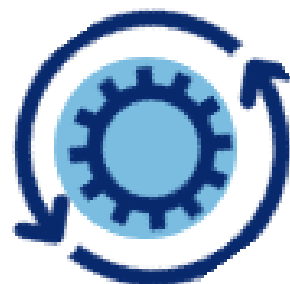


**Manufacturing  
Expertise**

# INCREASING AVAILABILITY OF PPE



**PMBC Virtual  
Procurement Program**



**PMBC COVID-19 Emergency  
Access and Retooling  
Grants Program**



**Michigan Community  
Service Commission**

# STATEWIDE SUPPORT

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# MICHIGAN BUSINESSES DRIVING INNOVATIVE SOLUTIONS



**Big 3  
Automakers**



**Auto Supply  
Chain**



**Distilleries**



## **Petoskey Plastics**

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Producing 10,000 isolation gowns for hospitals throughout the state



## **National Filters**

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



## **Tesla**

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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**

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**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](https://Michiganbusiness.org/covid19) for more resources



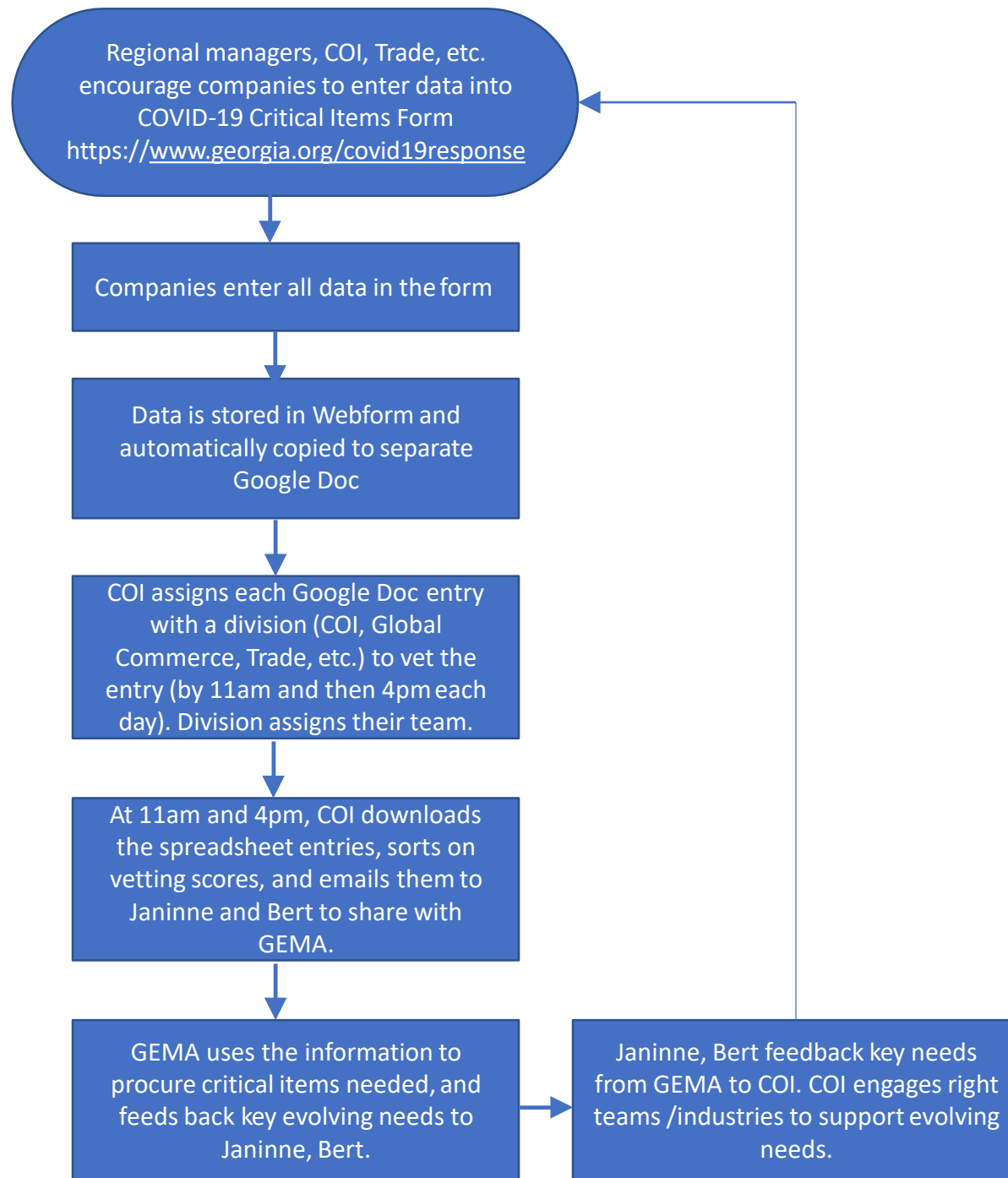
**THANK YOU**

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# Georgia:

## Critical Needs Data Collection Process



# Vetting Process Flow Chart

