

Why Networked Communities are the Key to Recovery

written by Lauri Moon | May 28, 2020

Written by Erica Mulberger, Executive Director, CPWDC

As Memorial Day has come and gone with no parades, no baseball, and no large summer kick-off parties, one thing has remained constant: Central Pennsylvanians stayed committed to ensuring our friends, family, neighbors, and co-workers would come out of this pandemic just as strong as we were going into it. We know this is far from over, but through everyone's efforts to social distance and work together to provide PPE for the healthcare providers and other businesses, the nine counties representing the Central PA Workforce Development Area are in the "yellow" phase with some counties moving to "green" this week.

This Central PA stick-togetherness and creativity (like the idea of using waterproof house wrap to make intake gowns) caught the attention of the national team that started the Next Generation Industry Partnership model, and they highlighted the work of the MADE in Central PA manufacturing partnership and the Central PA Healthcare Partnership's response to COVID-19 in this article, [Why Networked Communities are the Key to Economic Recovery](#), written by Francie Genz, Co-Principal, Institute for Networked Communities.

This is all started with the joint healthcare and manufacturing partnership Zoom meeting in late March which resulted in the plan put together in the email below.

I have to give a special shout-out to Tom Kapelewski who continues to be the point person on this project, connecting local partners with raw material and parts suppliers from all of over the US! And another shout-out to Geisinger and Evangelical Community Hospitals who provided designs and input into usable materials.

Lastly, kudos to everyone on this email for continuously doing your part to protect our families, our businesses, and our communities. #CentralPAProud

IMC is a proud member of the MADE in Central PA Manufacturing Partnership!

Study finds more than 13:1 Return on Manufacturing Extension Partnership Program

written by Lauri Moon | May 28, 2020

A new study by Summit Consulting and the W.E. Upjohn Institute finds that the National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership (NIST MEP) Program generates a substantial economic and financial return of nearly 13.4:1 for the \$140 million annually invested by the federal government. The NIST MEP program, of which IMC is your Central PA MEP, is a public-private partnership created in 1988 to improve the global competitiveness and productivity of America's small- and medium-sized manufacturers.

Using the national REMI® model, along with the results from the FY2019 NIST MEP client impact survey conducted by Fors Marsh, LLC., the team finds that economic returns are robust. The study uses a conservative approach in estimating the broader economic impacts of the program by examining the competitive interactions between firms. NIST MEP contracted with Summit and Upjohn to create a study to estimate the broader national impacts of the NIST MEP program. The study and the subsequent report, *The National-Level Economic Impact of the Manufacturing Extension Partnership (MEP): Estimates for Fiscal Year 2019*, is now available.

"Year after year, the Upjohn Institute reinforces the worth of the MEP National Network to the small and medium-sized manufacturing community," said Dan Manetta, IMC Executive Director/CEO. "The results of this report show good ROI for individual manufacturers, along with significant contribution to the U.S. Treasury."

A Positive Return on Investment

The study reports that the \$140 million invested in MEP during FY2019 generated nearly a 13.4:1 increase in federal personal income tax (\$1.87B/\$140M federal investment). The study only looks at personal income tax and not business taxes. In addition, the analysis provides a conservative estimate of broader impacts as they are based only on completed surveys and do not include estimates of additional impacts of center-activities for non-respondents.

The MEP Program Generates Additional Jobs for the U.S.

The study finds that total employment in the U.S. is nearly 217,000 higher because of MEP center projects. This estimate includes both direct, indirect, and induced jobs generated by MEP projects. These jobs support additional manufacturing jobs critical to U.S. supply chains and jobs outside of manufacturing.

Other Positive Impacts of the MEP Program

The study examines additional areas of economic impact generated by the MEP Program. It finds: (1) personal income is \$14.0 billion higher, and (2) GDP is \$22.9 billion larger. This translates into an increase of \$1.87 billion in personal income tax revenue to the federal government.

About Innovative Manufacturer's Center

Founded in 1988, the Innovative Manufacturers' Center assists in connecting manufacturers in 12 Pennsylvania counties with the most effective regional, state and national resources to help companies innovate, grow and prosper. An affiliate of the U.S. Department of Commerce, National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership and supported by the Pennsylvania Department of Community and Economic Development, IMC is one of seven industrial resource centers in Pennsylvania and serves manufacturers in Lycoming, Montour, Northumberland, Union, Snyder, Clinton, Centre, Mifflin, Juniata, Huntingdon, Blair and Bedford Counties.

About the MEP Program.

MEP has centers in all 50 states and Puerto Rico that are dedicated to serving small- and medium-sized manufacturers with over 1,400 trusted advisers who work with local manufacturers to provide services that improve their competitiveness and

productivity and help create and retain jobs, increase sales and improve local economies.

About Summit Consulting.

Summit Consulting is a quantitative and management consulting firm that works with public and commercial clients to turn data into actionable intelligence. Summit's partners, directors and subject matter experts lead teams in five core areas: federal credit and risk analytics, health and employment, litigation analytics, mortgage finance, and program management and business modernization. Summit couples core expertise with methodology to derive sound, transparent and reproducible results.

About the W.E. Upjohn Institute for Employment Research.

The W.E. Upjohn Institute for Employment Research was created in 1945 from the W.E. Upjohn Unemployment Trustee Corporation, established in 1932 to address issues of unemployment during the Great Depression. The Upjohn Institute is a private, nonprofit, nonpartisan, independent research organization devoted to investigating the causes and effects of unemployment, identifying feasible methods of insuring against unemployment and devising ways of alleviating the distress and hardship caused by unemployment. Upjohn's broad objectives are to: (1) link scholarship and experimentation with issues of public and private employment and unemployment policy; (2) bring new knowledge to the attention of policy makers and decision makers; and (3) make knowledge and scholarship relevant and useful in their applications to the solutions of employment and unemployment problems.

More information, including the full report, is available at the Upjohn Institute website.

Local Manufacturer Shares COVID Health and Safety Compliance Procedures

written by Lauri Moon | May 28, 2020



Data Papers, Inc. in Muncy, PA developed an assortment of policies / procedures relative to employee health and safety and regulatory compliance for their facility as they get back to semi-normal operations and offered IMC to share these with the manufacturing community.

Thanks to Jerry Wertz and the team at Data Papers, Inc.!

C19-003a Freq Touched Area Cleaning Checklist DP

C19-003 Cleaning Procedure for Freq Touched Areas DP

C19-002 DPI Employee Working Procedure DP

C19-001 Probable or Confirmed Diagnosis DP

State Launches Manufacturing Call

to Action Portal

written by Lauri Moon | May 28, 2020

With the on-going need for PPE and other critical medical supplies, the Wolf administration has launched a Manufacturing Call to Action portal, with the intent to:

- **Match** Pennsylvania manufacturers and distributors to fill specific supply chain needs to meet increasing demands for medical supplies and related products.
- **Assist** Pennsylvania manufacturers who have workforce needs or gaps and assist them with identifying skilled workers.
- **Identify** Pennsylvania manufacturers who can pivot or innovate to fulfill the demand for medical supplies and related products.

The administration welcomes manufacturers as described above with a Pennsylvania presence to inform the state of capabilities, needs, gaps or potential innovative solutions. To submit information, visit <https://spportal.dot.pa.gov/ppeinventory/pages/mschain.aspx>.

DCED Announces Waiver Application Process for Businesses Will End Friday

written by Lauri Moon | May 28, 2020

Last night, the Wolf administration announced that the waiver application period for businesses seeking to continue operating in the wake of the governor's order for "non-life-sustaining" businesses to close their physical locations will end on Friday, April 3. To determine if the shutdown order applies to your industry, for the most

current list of exempt industries, for a FAQ document developed by the Wolf administration and businesses still interested in seeking a waiver, [click here](#).

Williamsport/Lycoming Chamber of Commerce Announces “Project Ventilator”

written by Lauri Moon | May 28, 2020



The Williamsport/Lycoming Chamber of Commerce is helping to identify and coordinate possible resources in our region from those businesses that may be able to assist with the effort. The specific needs are associated with the production of ventilators. If your business is capable of providing any of the following items, please email Jason Fink at jfink@williamsport.org or call 570-320-4213.

Should you know of a company in the region that may have any of the capabilities, please forward it along to them to review. The Chamber will be compiling a list to forward on in coordination of a regional network being developed to address this specific health device need.

- 3D printing capabilities you know of, including contact information
- Suppliers who could source materials for ventilators (specific items are still

being determined as to what is required)

- Engineers who could consult on a project like this
 - Businesses/owners who could be part of a distribution chain - packaging, shipping, etc.
 - Anything else that could be helpful for production of ventilators
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Business Operations Waiver Process

written by Lauri Moon | May 28, 2020

If you have been designated “non-essential” as a result of Governor Wolf’s announcement on March 19th, you can request a closure waiver at: RA-dcexemption@pa.gov.

You can also contact the Administration with questions about whether you need to close at: ra-dcedcs@pa.gov.

[Click here for Governor Wolf’s Classification List of Life Sustaining Businesses PDF.](#)

IMPORTANT MANUFACTURING SURVEY - Critical Supplies Needed

written by Lauri Moon | May 28, 2020

We received an urgent request from the National Association of Manufacturers (NAM) on behalf of the White House seeking manufacturers that can produce

critically needed supplies for the national response to the COVID-19 pandemic. We hope you strongly consider taking this survey or helping to contact your members and/or clients asking them to complete.

Critical supplies include:

- cotton swabs with long wooden sticks
- endotracheal tubes
- falcon tubes
- gloves
- lightweight protective suits
- N95 masks
- over-the-shoe booties
- PAPRs
- rapid PCR test kits
- ventilators
- vital sign monitors
- viral transport media

Please note survey question #5. Even if an organization cannot produce specific items that are requested, that organization may indicate other items they are in position to make available.

[Click here to complete the survey ASAP.](#)

You ARE Essential!

written by Lauri Moon | May 28, 2020

IMC has had several phone calls since yesterday from manufacturers asking if they were considered essential or nonessential. You ARE essential and we are here to serve you. Let us know how we can help!

“Essential services and sectors include but are not limited to food processing,

agriculture, industrial manufacturing, feed mills, construction, trash collection, grocery and household goods (including convenience stores), home repair/hardware and auto repair, pharmacy and other medical facilities, biomedical and healthcare, post offices and shipping outlets, insurance, banks, gas stations, laundromats, veterinary clinics and pet stores, warehousing, storage, and distribution, public transportation, and hotel and commercial lodging.”

Learn more at <https://www.health.pa.gov/Pages/default.aspx>

DCED Disaster Declaration Survey for PA Businesses

written by Lauri Moon | May 28, 2020

IMPORTANT BUSINESS SURVEY NEEDED ON THE EFFECT OF CORONAVIRUS ON PENNSYLVANIA BUSINESSES

In order for a Disaster Declaration for Pennsylvania to be declared, the Department of Community and Economic Development needs to understand the impact of businesses who are being affected by the Coronavirus to have access to U.S. Small Business Administration low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19).

In order for the state to receive this designation we need to get surveys completed from businesses to demonstrate that businesses in PA have been impacted.

The survey is attached and businesses can use the best estimates to complete this

form. This is not a loan application; no loan applications can be accepted until Pennsylvania is awarded this Disaster Declaration.

DOWNLOAD THE SURVEY HERE

If you are being impacted please complete the survey and return to business.dced@pa.gov.

This is urgent and your immediate attention would be appreciated. Once the Declaration has been issued, information will be provided regarding how businesses can apply for the loans.