



Guide to PPE Production Resources

As the COVID-19 pandemic continues, manufacturers of all sizes across the United States continue to mobilize to bolster the nation's response, recovery and renewal. And nowhere is that more evident than in the production and distribution of personal protective equipment. PPE and other critical medical supplies are essential to safeguarding the public and workers and revitalizing our economy. The need is, and will continue to be, extraordinarily high. The National Association of Manufacturers' initial modeling, for example, indicates a demand for 1 billion face coverings per month—excluding healthcare settings.

For manufacturers rallying to meet the need for PPE and supplies, the NAM has prepared this guide to identify resources and information to help you be part of the solution.



Where do manufacturers go for capital?

FEDERAL FUNDING AND LOANS

[Joint Acquisition Task Force](#)

The Department of Defense established the COVID-19 [Joint Acquisition Task Force](#) to coordinate and support the Federal Emergency Management Agency and the Department of Health and Human Services in acquiring PPE and medical resources, among other things. Through the [JATF Portal](#), manufacturers can view the latest information for how to support the federal government's PPE and medical acquisition needs and learn about government resources to help expand the domestic production capacity of these items. These resources have included highly tailored economic incentive awards authorized under [Title III](#) of the Defense Production Act. Through August 3, 2020, the JATF is accepting proposals through their [Commercial Solutions Opening](#) with the goal of providing cost-sharing agreements to bolster the national industrial capacity for medical, pharmaceutical and other personal protective equipment like masks, gloves and gowns.

[U.S. International Development Finance Corporation—Defense Production Act Loans](#)

On May 14, President Trump issued an [executive order](#) that provides the U.S. International Development Finance Corporation the temporary authority to issue loans under the DPA. The goals of such loans are to reshore domestic production of strategic resources needed to respond to the COVID-19 outbreak and to strengthen any relevant domestic supply chains. Companies that are interested in applying for the DFC–DPA Loan Program should submit the [application](#) and supporting documentation to dpa@dfc.gov. For more information, please visit [this program guide](#) and the [DFC website](#).

SMALL BUSINESS EMERGENCY LOANS

[Paycheck Protection Program](#)

The Small Business Administration's Paycheck Protection Program offers forgivable loans to small businesses with up to 500 employees (or businesses with more than 500 employees in [certain industries](#)). Borrowers can receive loans of up to 2.5 times their average monthly payroll, capped at \$10 million per loan. PPP loans can be forgiven if they are used for payroll and certain overhead costs during the 8 or 24 weeks following the origination of the loan. Manufacturers can learn more at [SBA.gov/ppp](https://www.sba.gov/ppp).

Main Street Lending Program

The Federal Reserve's Main Street Lending Program offers loans to small and medium-sized businesses with fewer than 15,000 employees or less than \$5 billion in annual revenues. The program is divided among three liquidity facilities—the New Loan, Priority Loan and Expanded Loan facilities—tailored to different business needs. The minimum loan size under the MSLP is \$250,000, while the maximum loan size is \$300 million. Manufacturers can learn more [here](#).

Manufacturing USA

The CARES Act included \$10 million in funding to the National Institute of Standards and Technology for grants to Manufacturing USA institutes, which are 14 public-private partnerships that work with academic and private-sector manufacturing organizations on research and development and manufacturing skills training. Additional details about the 14 institutes are available [here](#). Contact the institutes directly to find out about grant opportunities and other support. Program FAQs are available [here](#).

STATE-LEVEL FUNDING

State Associations

Many state manufacturing associations are engaged in collaborative private-sector networks to help manufacturers procure PPE, ramp up production or foster the collaboration between companies necessary to source parts or retool operations. Visit [this map](#) to connect with your state's association.

Massachusetts' Manufacturing Emergency Response Team

Massachusetts is providing more than \$10 million in funding through the [Manufacturing Emergency Response Team \(M-ERT\)](#) to help manufacturers in Massachusetts scale operations to produce PPE. The funding is for manufacturers and contributing companies within Massachusetts for “equipment, materials, supplies, workforce training and other needs related to expanding or pivoting manufacturing.” Click [here](#) to learn more and apply. Other states may have or may develop similar programs.

Manufacturing Extension Partnership

The CARES Act included \$50 million to NIST for grants to [Manufacturing Extension Partnership](#) centers, a nationwide network with centers in all 50 states and Puerto Rico. NIST MEP centers may apply for projects designed to “help manufacturers recover from workforce and supply chain interruptions; apply for private insurance claims and disaster loans from the Small Business Administration; and access resources at the federal, state and local level.” The funds can also be used “to assess the operating needs of manufacturers, scout for manufacturers that can produce critically needed medical equipment and supplies and organize peer-to-peer manufacturing councils.” Details and contact information for each state MEP are available [here](#).





Where can manufacturers find federal procurement opportunities?

The [MITRE/AiDA](#) website contains a comprehensive list of authorities, contract vehicles and government initiatives to combat COVID-19.

FEMA

Federal procurement for most federal agencies, including FEMA, is managed through the [beta.SAM.gov](#) federal procurement portal run by the [General Services Administration](#). The beta.SAM.gov portal is a relatively new platform that replaces the former FedBizOpps website. All articles, how-to videos and industry-related information can be found [here](#).

Government contract opportunities through FEMA can be found [here](#). FEMA requests that any company interested in supporting the response to COVID-19 with goods and/or services should contact the Department of Homeland Security Procurement Action Innovative Response Team at DHSIndustryLiaison@hq.dhs.gov. While this is one avenue for presenting capabilities, it is not a guarantee of a contract or even a path to securing next-level interest from FEMA, DHS or the broader federal government. In accordance with the [Robert T. Stafford Act](#), FEMA's goal, when practical, is to seek local companies within the designated disaster area for goods and services related to a specific disaster.

Defense Logistics Agency Opportunities

The Defense Logistics Agency is responsible for the government procurement of PPE and other supplies, such as masks and gowns, among other things. These opportunities are advertised on the [DLA Internet Bid Board System](#) and on the [System for Award Management](#) website. To compete for these contracts, manufacturers first need to take the appropriate steps to do business with the DoD. [Here](#) is a step-by-step guide for doing business with the DoD. For help in navigating the DoD contracting process, manufacturers can contact their local [Procurement Technical Assistance Center](#). Most of the assistance provided by PTACs is free.

Companies may find additional government contract opportunities with the DoD through the following resources:

- [Navy Small Business Innovation Research](#)
- [DLA's Technology Accelerator Program](#)

Other Resources

The Coalition for Government Procurement has compiled a [list of resources](#) for federal contractors as the nation responds to the COVID-19 pandemic. This list includes federal agency guidance and contractor preparedness recommendations from the legal community. This page will be updated as more resources become available.



What federal agency resources can manufacturers consult to aid PPE and other critical medical supplies efforts?

DoD FedMall

Through FedMall, DoD small business contractors can exclusively browse and shop for nonmedical PPE and similar material offered by the commercial supplier community. If you are interested in becoming a FedMall

vendor of PPE, including nonmedical face masks, gloves, hand sanitizer and disinfecting wipes, see [more information here](#). Please note, to be eligible, vendors must not be existing DLA suppliers.

FEMA

Click [here](#) to access FEMA's fact sheet on supply chain expansion.

CDC

Click [here](#) to access the Centers for Disease Controls and Prevention's "Strategies to Optimize the Supply of PPE and Equipment."



Where do manufacturers find relevant guidance on key operational considerations for PPE and other critical medical supplies production?

Click [here](#) to access the NAM's library of COVID-19-related webinar recordings.

Access "[New Operational Practices to Consider in the Time of COVID-19](#)," a report from the NAM's Manufacturing Leadership Council that compiles health and safety practices deployed by manufacturers worldwide.



How can manufacturers enhance their workforce for PPE and other critical medical supplies production?

MIResponds: Helping You Fill Open Positions

For companies with immediate hiring needs in contingent or skilled labor, the NAM and The Manufacturing Institute—the workforce and education partner of the NAM—have partnered with several organizations to help meet staffing needs. This assistance includes partnerships with the national workforce system to mobilize staffing support in any given geography; with ResourceMFG, a nationwide staffing firm specializing in meeting the contingent and skilled labor needs of manufacturers; and with several smaller organizations that focus on specific occupations. For more information about these partnerships, please email Manufacturing Institute Vice President of Strategic Initiatives [Gardner Carrick](#).



Where can manufacturers access product specifications?

Intellectual Property Resources

The U.S. Patent and Trademark Office has created a [portal](#) where patent owners can post COVID-19-related patents that are available for licensing. The USPTO is launching a [pilot](#) to provide free prioritized examination of applications from small and micro entities that cover "a product or process that is subject to U.S. Food and Drug Administration approval for use in the prevention and/or treatment of COVID-19." Additional information is available in the [Federal Register Notice](#).

PPE

The [Association for the Advancement of Medical Instrumentation](#) has developed a series of technical resources to guide manufacturers that are interested in manufacturing masks, gloves, gowns, ventilators and other items that are desperately needed for the COVID-19 response. AAMI has released several of its PPE product standards that are critical to the successful and safe manufacturing of certain types of PPE. Following these standards will help manufacturers meet current regulatory standards as outlined by the FDA. AAMI resources can be found [here](#).

America Makes, a Manufacturing USA institute, formed a partnership with the FDA and National Institutes of Health to provide a [repository of information](#), including design and product specifications, for the production of health care materials by the additive manufacturing industry.

Federal agencies have provided [this resource](#) on 3D printing of PPE.

The FDA has also provided [a Q&A on 3D printing products and medical device parts](#). A company should consult this resource before making any product, even for donation.



Where do manufacturers go for more insight on PPE and other critical medical supplies demand?

Manufacturers Marketplace for COVID-19

The NAM's Manufacturers Marketplace connects manufacturers in the United States, so they can help each other get what they need amid the COVID-19 crisis. This searchable database includes information on 140,000 manufacturers that can fill gaps in your supply chain to keep America up and running. For members of the [NAM](#) or one of the participating state [affiliates](#), the Manufacturers Marketplace is available for free until Aug. 30 by signing up and using code NAMCOVID-19. It will continue to be free as long as your company uses the platform and keeps the profile updated. To learn more, visit the [Marketplace](#), send an email to Response@manufacturersmarketplace.us or call (202) 637-3030.

NAM Incentives

The NAM's Incentive Locator will help members find the best locations when they are seeking to relocate or set up new operations. It provides a complete analysis of labor, cost, geographic considerations and many other critical factors. Cost-reducing incentives are available to NAM member companies that are hiring workers and/or making capital investments. These incentives are available to companies whether they are



investing in their traditional businesses or transitioning to help with the production of PPE. Anyone considering investments of more than \$2 million or creation of 10 or more new job positions should immediately reach out to the NAM's Incentives Locator team. To learn more, visit this [website](#) or send an email to rosie@nam.org.



What additional educational resources are available for manufacturers interested in joining the PPE and other critical medical supplies force?

SELECT FEDERAL COVID-19 REGULATORY RESOURCES

[Federal Emergency Management Administration](#)
[Food and Drug Administration](#)
[Centers for Disease Control and Prevention](#)
[Department of Labor](#)

[Occupational Safety and Health Administration](#)
[Consumer Product Safety Commission](#)
[Environmental Protection Agency](#)

GENERAL REGULATORY INFORMATION/RESOURCES

[George Washington University Regulatory Studies Center](#)

FEDERAL AGENCIES RESPONDING TO COVID-19

[Centers for Disease Control and Prevention](#)
[Centers for Medicare and Medicaid](#)
[Consumer Financial Protection Bureau](#)
[Consumer Product Safety Commission](#)
[Department of Agriculture](#)
[Department of Defense](#)
[Department of Education](#)
[Department of Energy](#)
[Department of Health and Human Services](#)
[Department of Homeland Security](#)
[Department of Housing and Urban Development](#)
[Department of Labor](#)
[Department of the Interior](#)
[Department of the Treasury](#)
[Department of the Treasury – Office of Inspector General](#)
[Economic Development Administration](#)
[Environmental Protection Agency](#)
[Export-Import Bank of the United States](#)

[Federal Emergency Management Agency](#)
[Federal Trade Commission](#)
[Financial Crimes Enforcement Network](#)
[Food and Drug Administration](#)
[Health Resources and Services Administration](#)
[HHS Office of the Assistant Secretary for Preparedness and Response](#)
[Internal Revenue Service](#)
[Maritime Administration](#)
[National Institute of Environmental Health Sciences](#)
[National Institutes of Health](#)
[Occupational Safety and Health Review Commission](#)
[Small Business Administration](#)
[Transportation Security Administration](#)
[U.S. Patent and Trademark Office](#)
[U.S. Postal Inspection Service](#)
[U.S. Trade Representative](#)



#CreatorsRespond

Mobilizing to respond to COVID-19