

Next Gen Manufacturing Happy Hour Conference Call April 3, 4:00 pm

Gustave Anderson, from Avvid manufacturing hosted the call. He saw the idea for these happy hour meetings in the Colorado industry. This call is meant to help manufacturers and assist in coordinating team work in Next Gen industries and partnerships. This could also mean help in communicating with public partners and legislators. These meetings are also focused on connecting manufacturers with healthcare industries and providers in need.

Mr. Anderson shared the Wyoming Business Council website, where there is a link to information on the new Payroll Protection Plan: <https://www.wyomingbusiness.org/wyoemployerresources>. This is essentially a loan that will potentially be a forgiven, turning the funding into a grant. Today was the first day to apply for the program.

Shantel stated that information can be submitted at this time, but banks may not be able to submit applications to the Small Business Administration until next week.

Mr. Anderson encouraged partnerships and industries to be familiar with the Care Act and Payroll Protection Program to assist businesses that have questions. He stated the Wyoming Business Council is working on putting together a resource page with medical industry and supply needs, including personal protective equipment (PPE) needs. He currently has medical organizations ordering masks from his company. They are working through local sourcing and sourcing from Colorado to procure masks and supplies. Medical vendors need more supply chain options at this time.

John Melville, Wyoming's Next Gen Coach and Facilitator said the Fremont County Healthcare Partnership is holding a meeting asking for representatives from each partnership to talk about industry specific demands. This is an opportunity to understand the needs of each industry and find additional resources for them.

Mr. Anderson said other states may be ordering supplies in large quantities, often utilizing discounts for greater order numbers. In Wyoming, orders are often on a much smaller scale, so they cost more. He speculated if businesses and partnerships can find a way to coordinate and combine orders, costs may be less.

Mr. Anderson was invited to the Wyoming Technology COVID Task Force. They are 3D printing masks. They found ventilators are more difficult to create, with greater restrictions on production. Colorado has an open source library of technical information to help with production needs. Many companies are looking to see if products and materials can be sourced locally. He noted that many needs in the State are on the PPE side. Some facilities also require specific types of supplies.

Mr. Melville stated he was recently on a call with the healthcare partnerships. The convener of the Fremont County Healthcare Partnership is working to find supplies needed and look for sources. He said the Bighorn Basin saw a great value in partnerships working together instead of finding solutions on their own. The construction industry is still doing well and managing health concerns with safety protocols. They have not seen large impacts as a result of the epidemic yet. Manufacturers have

experienced some global supply chain interruption, making production more difficult. They are looking at opportunities to source more products from Wyoming. There have been challenges with oil, gas and coal, prompting some restructuring. He has observed companies adapting to support additional product lines.

Jay, from Modern Printing in Laramie, said the company is having trouble getting paper, as much of it comes from overseas. They have experienced both supply and shipping issues. In Europe and Asia specifically, trucks are not being unloaded quickly to deliver shipments.

Heber with Avvid recently experienced difficulty with domestic tooling supplies, but lines seem to be opening back up.

Lauren Schoenfeld from Simplot, stated there have been issues with additives and sulfur due to transportation. They are looking at other items that may be used instead. Some items they typically use are not considered essential. They may have to go back to expensive suppliers previously looked over due to high pricing.

Eric, with Tungsten Parts in Laramie, has not experienced difficulty with supplies. They have seen shipping costs increase up to 40%, due to availability of truckers

Mr. Melville asked if there is a place for businesses to find suppliers or post needs. He asked if there is an open source library similar to what Colorado is using.

Mr. Anderson explained that Colorado is working regionally on such databases. They have started to place combined orders to reduce shipping costs. He thought the Wyoming Business Council page would help with creating a central location for information. He will find out more about what Colorado is doing. Outside of the healthcare industry, there is not a resource place at this time. They are using the MEP as a central communication group.

Joshua Watson said to email him needs and he will connect companies with suppliers. This can be done on Facebook here: <https://www.facebook.com/deliveringsolutions>, or by emailing him directly, at jwatso20@uwyo.edu. He said to send detailed information, including name, contact information, supply capabilities, and supply needs.

Ron wild said power plants are making their own sanitizer instead of finding the product supply. This is an opportunity for Wyoming industries and companies to become a little more self-reliant.

Mr. Watson said some distillers are using alcohol to make sanitizer. There is a link on their Facebook page for that information.

Mr. Anderson said Avvid connected with Chad Brown's brewery for alcohol to use in sanitizing parts.

Mike- resources for safety for employees- link on Wyoming Business Council site

Ms. Schoenfeld, who works for Simplot and is a County Commissioner, said people are finding new ways to connect and support each other during this crisis. For example, The Sheriff's Department has a 3D printer, and they are using it to make masks. This is just another example of working together as a community. She said communication and involvement are the greatest resource for industries and businesses in this time.

Mr. Anderson said even over the National Next Gen Partnership call, he was amazed by the work being done in communities. He said manufacturers have lots of capability to help during the epidemic. He hopes this sense of teamwork continues and progresses. He has been working with Wyoming and Colorado industries and partnerships. In Colorado, there are groups offering reduced rate cleaning between shifts for companies concerned about employee exposure risks. Some companies recommend keeping everything clean or stored away to require less sanitization. There are more casual ways to connect, especially in calls like this. He noted mental health care practices offering help with trauma management, at almost no cost.

Mr. Melville said it is important to share practical practices as things are evolving. In two weeks, things will undoubtedly be different. He is working to create a space for sharing information with the different Next Gen industries.

Ron Wild mentioned the Wyoming Workforce Development Council meeting will be soon. He suggested if anyone has anything they want brought forward, to send it to him.

Mr. Anderson said he has tried to contact the Governor's office, but has still been unable to find an answer as to whether Wyoming will have a shelter in place order, to help with planning.

Mr. Watson said he will try to find an answer and email his results.

Laurie Knowlton Walters said the Governor press conferences can be helpful in finding these updates, which are also on YouTube. She said as of today, there will not be a shelter in place order in Wyoming.

Mr. Melville said during national the Next Gen call, many states expressed appreciation for the contributions and suggestions from Wyoming. Partnerships are working to mobilize across the nation. There are lots of opportunities to collaborate, which will make us stronger in long-term recovery.

Gustave concluded that he will talk to the Business Council and find out about the information database. He asked listeners to invite medical industries and manufacturers to these happy hour calls to increase communication and collaboration. He thanked everyone for joining the call.