CMTC
California's Manufacturing Network

CMTC COVID-19 Response for California Manufacturers

NIST National Institute of Standards and Technology U.S. Department of Commerce

MEP National Network™ The Go-To Experts for Advancing U.S. Manufacturing

California's Manufacturing Network CMTC

July 2020

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CMTC is Connected to a Broad Network of Organizations That Understand Manufacturing

U.S. Department of Commerce

National Institute of Standards and Technology (NIST)

Manufacturing Extension Partnership (MEP) National Network Program

CMTC is California's statewide MEP and the largest of 51 across the U.S.

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CMTC COVID-19 Response

- **NIST Emergency Assistance Program** (NEAP) provides funding for MEP Centers nationwide to assist small and mid-size manufacturers (SMMs) through the COVID-19 pandemic. ($6.1m MEP Federal Award)
- CMTC, as California's state-wide MEP, has formed 19 **Regional Manufacturing Assistance Teams** (RMATs) throughout the state to respond to SMMs.
- RMATs are led by CMTC and include state and local resources (EDCs, trade and industry associations, Chambers of Commerce), and Business Stabilization Consultants to assess the impact of the crisis on SMMs and provide a Plan of Action.
- **CMTC's Goal:** Serve over 30% of those SMMs in our target group, or over 7,000 SMMs over the next 16 months.

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RMATs – Providing Value to California SMMs

- Assistance provided at no cost to SMMs:
  - Helpful links and referrals to state, local and federal resources and a CMTC California Back to Work Guide for Manufacturers
    - COVID-19 Information & Resources go to https://www.cmtc.com/
  - CMTC COVID-19 Plan of Action (up to 4 hours)
  - Webinars
  - Virtual Peer Groups
  - Supplier Scouting & Matching (PPE supplies)
  - Co-investment programs: 8 to 24 hours of training & technical assistance for qualifying SMMs
- CMTC Services
  - Customized solutions
  - Access to offset funding programs for qualifying SMMs (ETP - Training; WDB – Layoff Aversion; SBTAEP – Small, W/V/M Owned, Disaster & Low Wealth Areas; CASCADE – Cyber Solutions; Advanced Technology)

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16 New Partners Expand Outreach

Partner Name	Region	Number of Small Manufacturers in Region
AMBayArea	2	1,500
East Bay Economic Alliance	2	1,500
Santa Cruz Works	4	300
Los Angeles County Economic Development Corporation (LAEDC)	6	12,450
NoRTEC, Grow Manufacturing Initiative (GMI)	1	566
Valley Vision, Sacramento Valley Manufacturing Initiative (SVMI)	3	1,432
San Diego Regional EDC	9	723
San Diego South County EDC	9	500

Partner Name	Region	Number of Small Manufacturers in Region
San Diego East County EDC	9	500
Imperial Valley EDC	9	50
Monterey Bay Economic Partnership (Monterey, San Benito, Santa Cruz)	4	624
Economic Vitality Corporation (SLO)	4	418
San Joaquin Partnership	5	537
Kern County EDC	5	382
The WET Center (Fresno)	5	150
EDC of Ventura & Santa Barbara Counties	6	1303

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CMTC Services

Business Growth

- Marketing Planning & Diversification
- Sales Strategies & Training
- Website Development, Branding, Digital Marketing
- Exporting

Information Technology

- IT Systems Assessments
- IT Strategy Development
- Systems Selections & Implementation
- Cybersecurity

Business & Financial Planning

- CEO Peer Councils
- Strategic & Financial Planning
- CEO Coaching
- Cost Accounting
- Business Continuity Planning

New Technologies

- Automation Robotics
- Additive Manufacturing 3D Printing
- Smart Manufacturing
- IOT

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CMTC Services

Reduce Costs

- Enterprise Lean
- Business Process Optimization
- Cost Analyses
- Cost Reduction Strategies
- Productivity Improvement

Improve Quality

- Quality Systems Training & Implementation
- Six Sigma
- Compliance
- SOPs
- SPC

Human Resources Workforce

- HR Services - Recruitment
- COVID-19 Workplace Safety
- Soft Skills & Technical Skills Training
- Communication Planning – Change Management
- Training Within Industry (TWI)

Supply Chain

- Supply Chain Management
- Supplier Development
- Supplier Scouting & Matchmaking

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Connecting with CMTC

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