

NAM COVID-19 Update  
March 28, 2020

The National Association of Manufacturers is working around the clock to give FEMA the information they need to move the supplies our members are providing, as well as those you can produce.

NAM team members spent all day Friday at FEMA headquarters, coordinating with officials from the White House, Defense Department, Health and Human Services and Centers for Medicare & Medicaid Services. We have integrated ourselves into key parts of FEMA operations and conversations.

We have heard from several members that have frustrations, so we are constantly working to help top FEMA officials and federal agencies improve their processes while also acting on their request to identify financial and regulatory barriers to production and opportunities for public-private collaboration. If you are experiencing any difficulties in moving supply, please let us know.

Here are some of the other recent developments:

#### **CDC Releases New Facility Guidance after NAM Request**

Responding to the request from our members, the NAM has been calling on the Centers for Disease Control and Prevention to give manufacturers clearer guidance on how to operate safely during the COVID-19 outbreak. CDC Director Dr. Robert Redfield has now provided us with this letter

([http://documents.nam.org/IIHRP/CDCRedfieldResponse.pdf?\\_zs=XU3be1&\\_zl=1Vmd6](http://documents.nam.org/IIHRP/CDCRedfieldResponse.pdf?_zs=XU3be1&_zl=1Vmd6)) and this additional guidance

([http://documents.nam.org/IIHRP/clean%20NAM%20Call%20QArtncleanupdatedv2\\_.pdf?\\_zs=XU3be1&\\_zl=2Vmd6](http://documents.nam.org/IIHRP/clean%20NAM%20Call%20QArtncleanupdatedv2_.pdf?_zs=XU3be1&_zl=2Vmd6)), which the NAM requested and which you can use to supplement your current plans and response efforts. In addition, the CDC provided more specifics and best practices in an NAM-Manufacturing Leadership Council webinar. You can view a recording here:

[https://players.brightcove.net/5189648661001/e6V61uh3G\\_default/index.html?videoId=6144420421001](https://players.brightcove.net/5189648661001/e6V61uh3G_default/index.html?videoId=6144420421001)

#### **Export-Import Bank Delivers Flexibility and Liquidity for Manufacturers**

The Ex-Im Bank Board of Directors has approved a resolution to support four temporary measures to help inject liquidity into the market and provide maximum flexibility for exporters and suppliers: [https://www.exim.gov/sites/default/files/board-meetings/2020\\_03\\_25-Board\\_Resolution-Final.pdf](https://www.exim.gov/sites/default/files/board-meetings/2020_03_25-Board_Resolution-Final.pdf).

You can find more information about these measures at [https://www.nam.org/wp-content/uploads/2020/03/EXIM-Bank-COVID-19-Temporary-Programs-3.25.2020-For-Web.pdf?\\_zs=XU3be1&\\_zl=7Vmd6](https://www.nam.org/wp-content/uploads/2020/03/EXIM-Bank-COVID-19-Temporary-Programs-3.25.2020-For-Web.pdf?_zs=XU3be1&_zl=7Vmd6), which include temporary bridge financing, progress delivery payment financing, supply chain finance guarantees and working capital guarantee expansion. This comes on top of the Ex-Im's initial relief measures

(<https://www.exim.gov/fact-sheet-exim-covid-19-assistance>). Contact NAM Director of Trade Facilitation Policy Ali Aafedt to learn more.

**The important part is that manufacturers are stepping up in a big way.** For example, just from our initial surveys, we had 116 companies offering to provide gloves, 106 offering

protective suits and 116 with over-the-shoe booties. We've been able to move tens of millions of gloves and much more vital equipment.

**As I mentioned Thursday, early next week you will receive a new survey for manufacturers to indicate the specific ways they can continue supporting the relief effort. Please take the time to fill out that new survey, even if you have filled out one of the previous two surveys. This information will be critical to the government.**

You can always visit [nam.org/coronavirus](https://nam.org/coronavirus) for the latest information, including state-specific resources. And please email our Response Team at [responseteam@nam.org](mailto:responseteam@nam.org) with any questions or feedback.

Best,

Jay

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