The National Conference of State Legislatures is the country’s most trusted bipartisan organization serving legislators and staff. We promote policy innovation, create opportunities for lawmakers to share knowledge and ensure state legislatures have a strong, cohesive voice in the federal system. We do this because we believe in the importance of the legislative institution and know when states are strong, our nation is strong.
COVID-19 WEB PAGE

Information on state policies and responses related to continuity of government, education, fiscal, elections, criminal justice and more.

Go to ncsl.org
Overview of Federal Funding
What the Pandemic Means for American Manufacturing
State of Manufacturing Survey
State Actions
DR. ROB IVESTER
DEPUTY DIRECTOR, HOLLINGS MANUFACTURING EXTENSION PARTNERSHIP
NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY
SCOTT PAUL
PRESIDENT
ALLIANCE FOR AMERICAN MANUFACTURING
Manufacturing Jobs Never Recovered From Great Recession

Shaded areas indicate U.S. recessions

Source: U.S. Bureau of Labor Statistics
Weekly Wage, Manufacturing v. Non-Manufacturing
Less Than 4-year College Education, 1990-2016

- Red: Manufacturing
- Black: Non-Manufacturing

2016 Real Dollars

$600 - $900
Infrastructure Was one of the Most Effective Forms of Stimulus

A study of the fiscal response to the Great Recession found infrastructure had one of the most robust multiplier effects.

Source: Blinder and Zandi, 2015
Enterprise Minnesota

Helping Manufacturing Enterprises Grow Profitably

Enterprise Minnesota is the Voice of Minnesota’s Manufacturing Industry

Consistently Provide Valuable, Measurable and Sustainable Client Business Results

Mantra

Vision

Foundation for Success
2020 marks the 12th year Enterprise Minnesota has conducted its annual State of Manufacturing® survey.

It is the most comprehensive survey of Minnesota’s manufacturing executives. It provides a detailed view of manufacturing executives’ perceptions and opinions about the issues, challenges, and opportunities that impact their business.
Methodology

The first 2020 survey was conducted March 2-23, 2020, among 400 manufacturing executives; it has a margin of error of ±4.9%. Respondent titles included owners, CEOs, CFOs, COOs, presidents, vice presidents, and managing officers.

In our analysis of this study, we specifically looked at interviews conducted before and after President Trump’s National Emergency Declaration (COVID-19) on March 13th. Fully 58% (N=234) of our interviews were completed between March 2 – 12 and 42% (N=166) were completed March 13-23.

Rob Autry is the founder of Meeting Street Insights, a public opinion research firm based in Charleston, SC.
Financial confidence has dipped a little since last year

“From a financial perspective, how do you feel right now about the future for your company?”

Confident

MARCH 2–12: 93%

Not Confident

MARCH 13-23: 84%

December 2008: 79%
January 2010: 78%
January 2011: 83%
January 2012: 82%
March 2013: 82%
March 2014: 84%
March 2015: 89%
March 2016: 90%
March 2017: 94%
March 2018: 93%
March 2019: 93%
March 2020: 89%
We also see a significant dip in key 2020 manufacturing business metrics

Percent of manufacturers expecting increases in 2020 for:

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</thead>
<tbody>
<tr>
<td>Gross revenue</td>
<td>19%</td>
<td>23%</td>
<td>24%</td>
<td>27%</td>
<td>27%</td>
<td>28%</td>
<td>32%</td>
<td>31%</td>
<td>35%</td>
<td>37%</td>
<td>44%</td>
<td>47%</td>
</tr>
<tr>
<td>Profitability</td>
<td>17%</td>
<td>22%</td>
<td>27%</td>
<td>28%</td>
<td>27%</td>
<td>25%</td>
<td>30%</td>
<td>32%</td>
<td>44%</td>
<td>45%</td>
<td>55%</td>
<td>60%</td>
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<tr>
<td>Capital Expenditures</td>
<td>17%</td>
<td>24%</td>
<td>32%</td>
<td>31%</td>
<td>27%</td>
<td>27%</td>
<td>27%</td>
<td>23%</td>
<td>30%</td>
<td>44%</td>
<td>47%</td>
<td>59%</td>
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</table>
Smaller revenue manufacturers are the ones expecting to take a more drastic hit on their 2020 gross revenue projections.

Gross Revenue Projections by Interview Date

March 2-12
- Less Than $1 Million: 43% (6%) Increase, 50% (5%) Decrease, 59% (9%) Stay the same
- $1-5 Million: 52% (36%) Increase, 59% (5%) Decrease, 9% (9%) Stay the same
- $5 Million+: 37% (52%) Increase, 36% (52%) Decrease, 59% (52%) Stay the same

March 13-23
- Less Than $1 Million: 26% (43%) Increase, 28% (43%) Decrease, 47% (47%) Stay the same
- $1-5 Million: 39% (39%) Increase, 38% (38%) Decrease, 27% (27%) Stay the same
- $5 Million+: 13% (47%) Increase, 38% (38%) Decrease, 20% (20%) Stay the same
In fact, we see a consistent downward shift in key 2020 business projections for smaller revenue companies in the later half of March.

2020 Projections Among Small Revenue Manufacturers (Before & After March 12/13)

Gross Revenue

- March 2-12: 43% (Increase: 22%)
- March 13-23: 50% (Increase: 28%)

Profitability

- March 2-12: 37% (Increase: 7%)
- March 13-23: 43% (Increase: 7%)

Capital Expenditures

- March 2-12: 69% (Increase: 26%)
- March 13-23: 33% (Increase: 23%)

HELPING MANUFACTURING ENTERPRISES GROW PROFITABLY
Thank you

Bob Kill
President & CEO, Enterprise Minnesota
612-455-4208
bob.kill@enterprisemn.org

Read more:
2020 March State of Manufacturing® results
Enterprise Minnesota® magazine, Spring 2020 edition
RESOURCES

- How the SEDE network is collaborating to assist with response and recovery.
- Adjusting incentive performance agreements given the impact of the pandemic.
- Webinar: Aspen Institute webinar on supporting employee ownership
- National Governors Association COVID-19 State and Territory Action Tracker
- Council of Development Finance Agencies resources center related to finance.
- MEP National Network: Meeting the Challenge
- Project N95: The National COVID-19 Critical Equipment Clearinghouse for personal protective equipment (PPE) and critical equipment.
Questions and Answers

Please type your questions into the chat box in the lower left-hand corner of your screen.
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Go to:

www.ncsl.org or