



Alliance for Manufacturing & Technology

**“Learn How the Trade Adjustment Assistance Center
(TAAC) Grant Could Help Your Business.”**

Webinar, July 9, 2020, 10:30-11:30 am

Webinar Agenda

- Introductions
- AM&T Overview
- Overview of TAAC Grant
- Funding Approval
 - Step 1: Prequalification
 - Step 2: Eligibility Certification – Petition Process
 - Step 3: Development of an Adjustment Proposal
 - Step 4: Project Implementation
- Q&A and Wrap-up

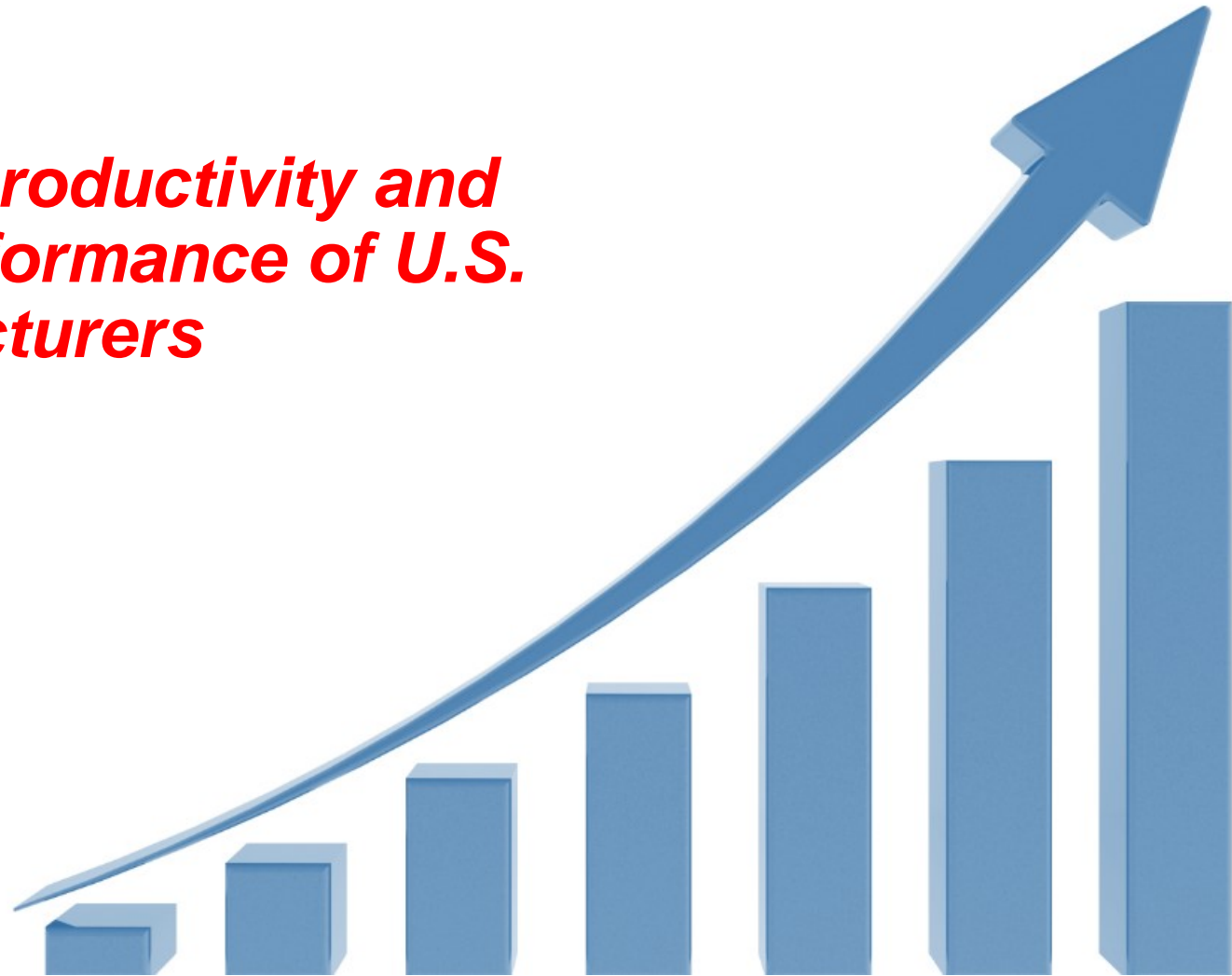
Today's Presenters

- Teresa Stockton
 - Teresa is the Client Development Specialist for the TAAC with the responsibility of assisting trade-impacted firms in the preparation of certification petitions, along with marketing the program throughout New York, New Jersey and Puerto Rico.
- Jeff DuBrava
 - Jeff joined AM&T in 2019 as the Business Development Manager. Jeff is responsible for helping regional manufacturing organizations be more productive, profitable, and globally competitive.



Manufacturing Extension Partnership Mission

To enhance the productivity and technological performance of U.S. manufacturers



The National MEP System




NATIONAL NETWORK


440 Field Locations


1,200+ MEP Experts


2,800+ Service Providers


Helping nearly
300,000 Manufacturers

National MEP 2019 Results

MEP NATIONAL NETWORK™ DELIVERS VALUE FOR MANUFACTURERS

114,650 JOBS Created or Retained

**\$15.7
BILLION**
in New and
Retained Sales



**\$4.5
BILLION**
Total New Investment
in U.S. Manufacturing

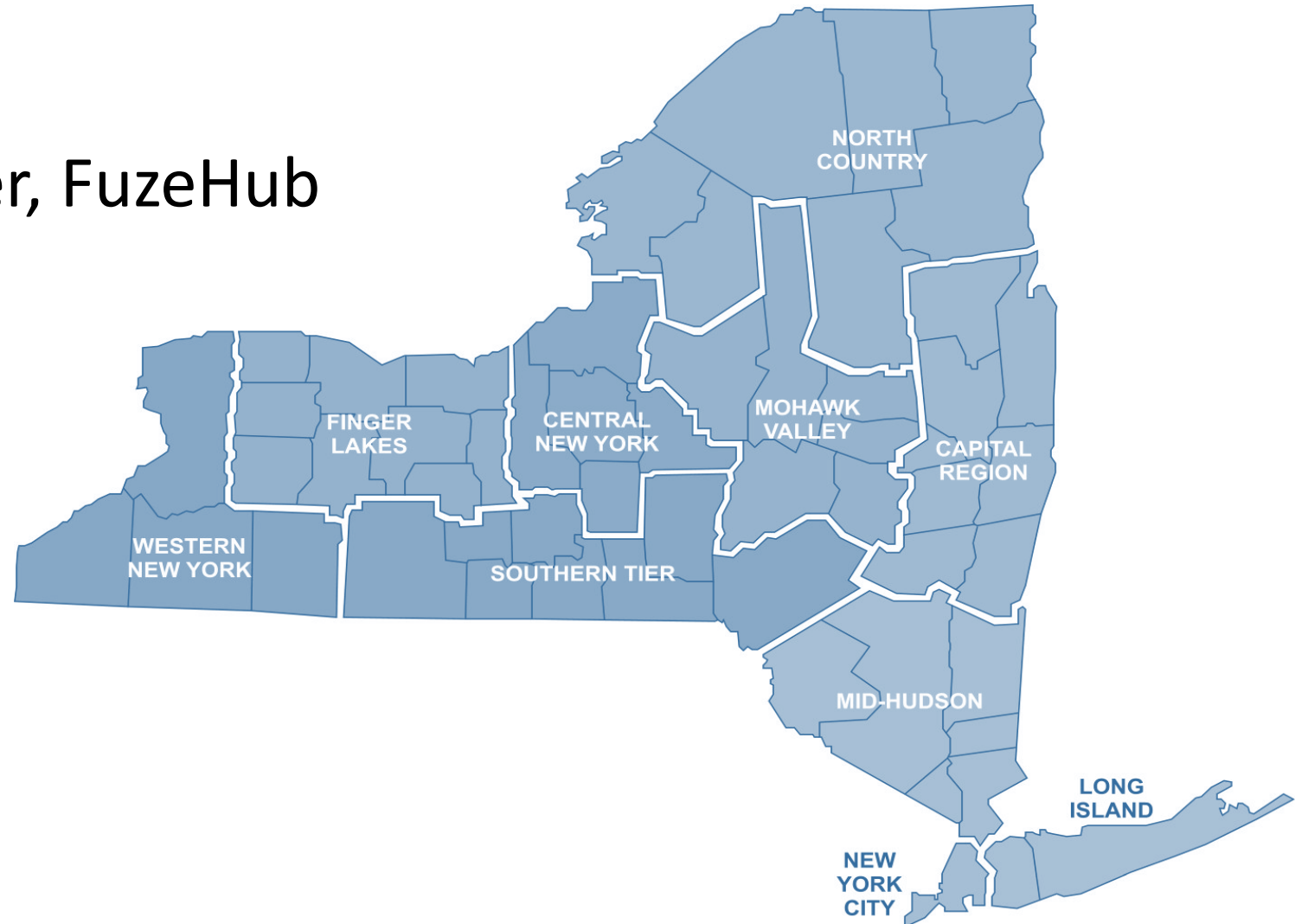


**\$1.5
BILLION**
in Savings

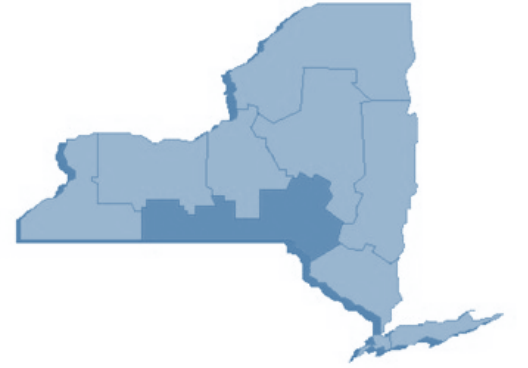


The NYMEP System

- 10 Regional Centers
- One State-wide Center, FuzeHub



About AM&T



- Private, not-for-profit established in 1988.
- Experienced professionals who deliver business solutions to small to mid-sized Southern Tier Manufacturers.
 - Offer end-to-end services to help organizations -
Plan, Perform, Profit, & Grow!
 - Connect to resources available at the local, regional, and national levels.
 - Provide economic impact to the community and region.



Alliance for Manufacturing & Technology

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Thank you for your interest!

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Trade Adjustment Assistance for Firms Funding Program (TAAF)

**Presented By
Teresa Stockton
Client Development Manager**





U.S. ECONOMIC DEVELOPMENT ADMINISTRATION

The mission of the TAAF program is to help import-impacted U.S. manufacturing and service firms develop and implement projects to regain global competitiveness, expand markets, strengthen operations, increase profitability, and create jobs.

The Trade Adjustment Assistance for Firms (TAAF) Program



Who is Eligible for TAAF Funding?

- Designed for manufacturing/service companies that have been in business for at least 2 years that have experienced:
- A decline in sales or production of at least 5%
- AND
- A decline in employment of at least 5%
- Declines due to import competition – 5% of total losses

Declines must be in both sales/production and employment.

Funding Approval Process

Step 1 – Prequalification

Step 2 – Eligibility Certification – Petition Process

Step 3 – Development of an Adjustment Proposal

Step 4 – Project Implementation



Step 1 - Prequalification

- The firm submits required information
- The TAAC prequalifies the firm



| Month | Net Sales | Export Sales | Resale \$ | Intercompany Transactions | Domestic Sales | Total Employment |
|--------|-------------|--------------|-----------|---------------------------|----------------|------------------|
| Jul-16 | \$170,567 | | | | \$170,567 | 14 |
| Aug-16 | \$137,605 | | | | \$137,605 | 13 |
| Sep-16 | \$315,612 | | | | \$315,612 | 14 |
| Oct-16 | \$173,419 | | | | \$173,419 | 13 |
| Nov-16 | \$172,526 | | | | \$172,526 | 14 |
| Dec-16 | \$211,229 | | | | \$211,229 | 13 |
| Jan-17 | \$192,478 | | | | \$192,478 | 13 |
| Feb-17 | \$131,162 | | | | \$131,162 | 13 |
| Mar-17 | \$275,833 | | | | \$275,833 | 13 |
| Apr-17 | \$170,284 | | | | \$170,284 | 13 |
| May-17 | \$205,145 | | | | \$205,145 | 13 |
| Jun-17 | \$183,817 | | | | \$183,817 | 13 |
| Totals | \$2,339,677 | \$0 | \$0 | \$0 | \$2,339,677 | 13.25 |

| Month | Net Sales | Export Sales | Resale \$ | Intercompany Transactions | Domestic Sales | Total Employment |
|--------|-------------|--------------|-----------|---------------------------|----------------|------------------|
| Jul-17 | \$128,592 | | | | \$128,592 | 13 |
| Aug-17 | \$151,291 | | | | \$151,291 | 13 |
| Sep-17 | \$259,750 | | | | \$259,750 | 13 |
| Oct-17 | \$185,010 | | | | \$185,010 | 13 |
| Nov-17 | \$184,461 | | | | \$184,461 | 12 |
| Dec-17 | \$182,855 | | | | \$182,855 | 12 |
| Jan-18 | \$126,043 | | | | \$126,043 | 12 |
| Feb-18 | \$206,204 | | | | \$206,204 | 12 |
| Mar-18 | \$218,873 | | | | \$218,873 | 12 |
| Apr-18 | \$155,787 | | | | \$155,787 | 13 |
| May-18 | \$208,733 | | | | \$208,733 | 13 |
| Jun-18 | \$159,621 | | | | \$159,621 | 13 |
| Totals | \$2,167,221 | \$0 | \$0 | \$0 | \$2,167,220 | 12.58 |

| Month | Net Sales | Export Sales | Resale \$ | Intercompany Transactions | Domestic Sales | Total Employment |
|--------|-------------|--------------|-----------|---------------------------|----------------|------------------|
| Jul-18 | \$114,762 | | | | \$114,762 | 11 |
| Aug-18 | \$143,305 | | | | \$143,305 | 12 |
| Sep-18 | \$181,783 | | | | \$181,783 | 11 |
| Oct-18 | \$275,450 | | | | \$275,450 | 11 |
| Nov-18 | \$238,828 | | | | \$238,828 | 11 |
| Dec-18 | \$176,705 | | | | \$176,705 | 10 |
| Jan-19 | \$154,615 | | | | \$154,615 | 9 |
| Feb-19 | \$131,079 | | | | \$131,079 | 9 |
| Mar-19 | \$201,916 | | | | \$201,916 | 9 |
| Apr-19 | \$205,419 | | | | \$205,419 | 11 |
| May-19 | \$165,328 | | | | \$165,328 | 10 |
| Jun-19 | \$142,737 | | | | \$142,737 | 10 |
| Totals | \$2,131,929 | \$0 | \$0 | \$0 | \$2,131,927 | 10.33 |

| Month | Net Sales | Export Sales | Resale \$ | Intercompany Transactions | Domestic Sales | Total Employment |
|--------|-------------|--------------|-----------|---------------------------|----------------|------------------|
| Jul-19 | \$120,878 | | | | \$120,878 | 11 |
| Aug-19 | \$137,204 | | | | \$137,204 | 11 |
| Sep-19 | \$223,709 | | | | \$223,709 | 10 |
| Oct-19 | \$202,568 | | | | \$202,568 | 10 |
| Nov-19 | \$229,127 | | | | \$229,127 | 10 |
| Dec-19 | \$230,383 | | | | \$230,383 | 10 |
| Jan-20 | \$173,815 | | | | \$173,815 | 10 |
| Feb-20 | \$178,359 | | | | \$178,359 | 7 |
| Mar-20 | \$120,120 | | | | \$120,120 | 7 |
| Apr-20 | \$94,396 | | | | \$94,396 | 7 |
| May-20 | \$82,953 | | | | \$82,953 | 7 |
| Jun-20 | \$163,357 | | | | \$163,357 | 7 |
| Totals | \$1,956,867 | \$0 | \$0 | \$0 | \$1,956,869 | 8.92 |

| | 36 Mos Avg | 24 Mos Avg | Prior 12 Mos | Curr 12 Mos |
|--------------|-------------|-------------|--------------|-------------|
| Net Sales | \$2,212,942 | \$2,149,575 | \$2,131,929 | \$1,956,867 |
| Exports | \$0 | \$0 | \$0 | \$0 |
| Resale \$ | \$0 | \$0 | \$0 | \$0 |
| Intercompany | \$0 | \$0 | \$0 | \$0 |
| Domestic | \$2,212,941 | \$2,149,574 | \$2,131,927 | \$1,956,869 |
| Total Emp | 12.05 | 11.46 | 10.33 | 8.92 |

| | % Change (Compared To Curr 12 Mos) | | |
|--------------|------------------------------------|------------|--------------|
| | 36 Mos Avg | 24 Mos Avg | Prior 12 Mos |
| Net Sales | -11.57% | -8.96% | -8.21% |
| Exports | 0.00% | 0.00% | 0.00% |
| Resale \$ | 0.00% | 0.00% | 0.00% |
| Intercompany | 0.00% | 0.00% | 0.00% |
| Domestic | -11.57% | -8.96% | -8.21% |
| Total Emp | -25.98% | -22.16% | -13.65% |

Step 2 - Eligibility Certification - Petition Process

- The firm submits required documentation
- The TAAC completes and submits an Eligibility Petition
- The EDA Determines if the firm should be certified as eligible
- No cost/confidential
- Typically 90 to 120 days time for this step*



Types of Assistance

Knowledge Based Services



- Management
- Marketing
- Finance
- Information Technology
- Manufacturing/Engineering
- ISO/QS/TS, UL Marking, and CE Marking



Cost Share Options

25/75 Percent Cost Share

- Maximum of \$30,000 of total project funding
- The firm pays 25% of the project cost
- The TAAC pays 75% of the project cost

50/50 Percent Cost Share

- Maximum of \$150,000 of total project funding
- The firm pays 50% of the project cost
- The TAAC pays 50% of the project cost



Step 3 - Development of an Adjustment Proposal

- Basic Diagnostic Review
- Preparation of an Adjustment Proposal-(outlines requested projects)
- TAAC submits Adjustment Proposal package to the EDA for approval
- Typically a few weeks time for this step

Advantages of TAAF Funding

- Very simple process for the applicant
- Disbursement funding
- TAAF recipient does not receive the funding directly (no tax liabilities)
- 5 years to spend the funding
- Funding can be used for multiple projects and vendors
- No penalties associated with funding
- Can utilize other funding for client cost share
- Getting a knowledge based service for 50-75% off

Management Assistance

- Strategic planning
- Succession planning
- Organizational analysis & development
- Management review
- Recruitment
- Human resource evaluation

Marketing Assistance

- Strategic marketing planning
- Marketing development
- New product development
- Market studies
- Advertising/merchandising strategies
- Brand identity development
- Packaging design & development
- Sales literature & website design
- Website development
- Export marketing
- Sales organization development

Finance Assistance

- Budgeting & forecasting
- Cost accounting systems
- Integrated accounting/management software
- Financial planning & restructuring
- Product profitability plans

Information Technology Assistance

- Hardware/software evaluation
- System conversions & enhancements
- Custom programming
- Integrated manufacturing systems
- Electronic data interchange (EDI)
- E-Commerce

Manufacturing/Engineering Assistance

- Lean manufacturing
- Plant layout & redesign
- Production planning & control
- Total quality management
- Statistical process control
- Product design & development
- Energy efficiency improvement
- Process engineering
- Re-engineering
- Machine prototype design & development

ISO/QS/TS, UL Marking and CE Marking

- Documentation development
- Complete registration assistance
- Assistance in registrar selection
- Technical files preparation
- Declaration of conformity



Contact Me

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