

BACKGROUND

BUSINESS RETENTION AND EXPANSION SURVEY:

WE EDC's Business Retention and Expansion team has been working with many local companies that have pivoted their operations to produce medical equipment in response to COVID-19.

In order to further understand the local capacity for this production, WE EDC surveyed companies that had expressed interest or were currently involved in COVID-19 related projects.

- 52 companies completed the survey.
- 64% of the companies surveyed indicated that they were involved in specific COVID-19 related production – the majority being face shields, ventilators and new technologies developed in response to the pandemic.
- Of the companies involved in COVID-19 related projects, 62% indicated that they are supplying local needs; and
- Over 60% plan to continue the production of medical products, materials and/or provide related services post the COVID-19 pandemic.

OTHER QUOTES:

“The pandemic has created opportunities to develop networks and personal connections among diverse groups of manufacturers. Through these networks, Ontario manufacturers have come to realize the full extent and capabilities of the province’s supply chain, which rivals that of any regional economy in the world.”

- **Jonathon Azzopardi, President, Laval International** <https://www.lavaltool.net/>

“There is a need for manufacturers to be prepared for new approaches to business post-COVID. These new approaches will create challenges, but they will also create opportunities to collaborate with industry and government to ensure that all stakeholders are aware of the capabilities and potential that exists within Ontario’s manufacturing ecosystem.”

- **Ed Bernard, Director of R&D, Crest Mold Technology** <http://www.crestmold.com/>