



ECIA Member Newsletter

May 20, 2020

ECIA Coronavirus Resources Page is a Reliable Source



The ECIA [Coronavirus Resources](#) page provides an extensive array of links to vetted government sites, exclusive ECIA data and Best Practices documents. The page is regularly updated as new information is made available.

The latest listings focus on the re-opening of states and the return to business operations. The CDC and OSHA have collaborated to provide an Interim Guidance document that outlines procedures to make that a safe operation. ECIA's GIPC has identified best practices that provide suggestions on the safeguarding of facilities dealing with COVID-19 infection control. ECIA has continually surveyed our members and provided that data regularly throughout this rapidly changing environment. There are also links to important business lending programs such as the new Main Street Lending Program. (see below for details) Visit [the page](#) frequently to stay on top of relevant developments.

Main Street Lending Program

Robin B. Gray, Jr., COO and General Counsel



The Main Street Lending Program is among the many COVID-19 relief programs created by the CARES Act. The program authorizes the Federal Reserve to establish a loan program to assist smaller businesses that were in sound financial condition prior to the start of the pandemic. While the program has not yet been implemented, ECIA members should become familiar with the program now before banks begin accepting loan applications.

There are detailed qualifications that must be met in order to be eligible for the loan. In general, the program is available to U.S.

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Upcoming Events

Thursday, June 4

- [Professional Sales Management Coaching and Training Skills](#)

Sunday - Tuesday, Oct. 25-27

- [Executive Conference](#)

[Research and Analysis Published by ECIA This Week](#)

Component Lead Times – April 2020

- [Member Link](#)
- [Public Link](#)

[Weekly Economic Trends National Association of Manufacturers](#)

By special agreement ECIA is pleased to present NAM Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry

businesses that have fewer than 15,000 employees or less than \$5 billion in 2019 income. The minimum loan amount is \$500,000 and the maximum is \$25 million. The loan period is up to 4 years, with the first year of loan repayments deferred. Businesses that received assistance under the Payroll Protection Plan (PPP) are also eligible for a Main Street Loan.

For more information about the various loans available through the program, please refer to the [announcement from the Federal Reserve](#) and their [FAQ page](#). There is also a guide published by the [U.S. Chamber of Commerce](#).

Please refer to ECIA's [Coronavirus Resources](#) page which is updated as new information is received

Latest Podcast Focuses on Data Security

Penny Heyes, COO, The Trust Bridge



ECIA's Vice President of Industry Practices Don Elario interviews Penny Heyes, Chief Operating Officer, from [The Trust Bridge](#) in the latest episode of The Channel Channel podcast. The discussion covers the origin of The Trust Bridge, the current need for a heightened alertness about cyber security with everyone working from home, and a sneak peek at some new offerings from The Trust Bridge.

"We at TTB do not believe that business will ever completely return to the way things were before COVID-19," states Penny Heyes. "Managers should be working through ways to enable their employees to continue to work remotely, while ensuring their company's data is secure." The podcast can be downloaded from the [ECIA website](#), or found on iTunes, Google Play, and other podcast platforms.

ECIA Market Trends Survey

Your Opinion Needed!!




ECIA recently added a Monthly Sales Trends Survey as a supplement to its long running Quarterly Electronic Components Sales Trends (ECST) survey. Your participation in both surveys is critical and we value your opinion.

It is no secret that the value of a survey is increased when more people participate. Join peers in responding to these surveys and sharing important views into the market.


- Quarterly Survey - [Please respond by May 29th](#)


trends in the [NAM Economic Report - May 18](#); [Global Economic Update May 14](#).

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Electronic Components Industry Association

- Monthly Survey - [Please Respond by May 31st](#)

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Whether you are a distributor, manufacturer or manufacturers rep, check out the updated [Component Search](#) page to learn how to participate on TrustedParts.com and about tools that have been developed specifically for our members. For questions or more information or contact Victor Meijers, Senior VP at vmeijers@ecianow.org.

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