

MANUFACTURING MINUTES \ October 28, 2021



## Spinster Sisters Turns to Local MEP Center to Increase Throughput and Meet Hand Sanitizer Demand

A Manufacturer's Edge Success Story

*"Manufacturer's Edge really came through for us when we needed you most at the start of this pandemic. I appreciate your assistance so very much. Thank you!"*

*-- Kelly Perkins, President/CEO Spinster Sisters*

In the early 90s, Kelly Perkins had growing concerns about the toxic chemicals being used in everyday products and decided to do something about it. Instead of using popular ingredients like triclosan, which has since been banned, Kelly started making soaps out of things like olive oil and fermented coconut, materials she could pronounce and that she knew would not be harmful to her body. Soon, requests from friends and family grew into demand from farmers' markets and health food stores. Eventually, Kelly's skincare products had taken over her house and she decided to take the leap into larger-scale production. From a corner of her husband's man cave, Spinster Sisters production has grown into an 8,860 square foot Microsoapery in the hills of Golden, Colorado with a flagship store. It has also grown from a team of 1 to a team of 16 people, and her products are carried by over 1,900 retailers across the country, including Whole Foods Market, H-E-B, Kroger, Duluth Trading Co, and many more.

Prior to the pandemic, Spinster Sisters was considering discontinuing some of their product lines and had earmarked their hand sanitizer as one possible candidate. As Kelly watched the news roll in from China, however, she realized that it would be better to double down rather than eliminate the sanitizer in anticipation of what might be coming our way. In her words, "we had better be ready for this!" She then reached out to her packaging supplier and placed an order for 200,000 bottles and pumps, which was a significant increase from her traditional order of 5-10,000 units. Since Spinster Sisters has an excellent ongoing relationship with Whole Foods, Kelly called them first to see how many of the 200,000 bottles they would be interested in purchasing and was shocked when they requested the entire batch. And then some. With pressure mounting to produce more and to produce faster, Kelly reached out to Janine Ledingham at Manufacturer's Edge, whom she had previously met at a Naturally Boulder event, to see if there was a better way. (...)

[Read the full article on our website](#)



## The Manufacturer's Edge Team Hits the Road

The hills were alive with the sound of support for manufacturers during the Economic Development Council of Colorado's (EDCC) Drive, Lead, Succeed Conference on October 20-22<sup>nd</sup> in Steamboat Springs. Manufacturer's Edge had the distinct privilege of sponsoring and participating in this event that hosted economic development and workforce professionals, municipal and county officials, and others who are actively engaged in the economic development in their communities.

Over the course of the three days, the Manufacturer's Edge team met with economic development professionals to better understand the needs that manufacturers have across the state. The team also shared the message of collaboration. Manufacturer's Edge is a dedicated partner to economic development, and we have the resources and the expertise to help meet the diverse needs of small, medium, and large manufacturers. (...)

[Read the full article on our website](#)

Simply **CYBER**  
with Jennifer Kurtz



(vol 42):

# Business Continuity Planning for Uncertain Times

My grandchildren delight in perpetrating and experiencing the unexpected, especially around Halloween with sneaking-up-from-behind cries of “Boo!” and displays of gruesome masks. Adults struggle with unplanned disruptions like mechanical failures, health issues, and ransomware attacks. Standard recommended organizational approaches for controlling such uncertainties—for managing risk—are **avoidance, mitigation, transfer, acceptance**. Another approach practiced all too often, unfortunately, is **denial**. Basing business survival expectations on that hopeful approach is ill-advised. In a 1977 speech, basketball coach John Wooden observed that “when you fail to prepare, you’re preparing to fail.” (A word to the wise from someone who won 620 games in 27 seasons and 10 NCAA titles.) NIST’s risk management framework (RMF) steps outline a reasonable approach for managing business risk:

1. Prepare
2. Categorize
3. Select
4. Implement
5. Assess
6. Authorize
7. Monitor (...)

[Read the full article on our website](#)



## The CAMA Conversation with Mark Cordova

Celebrating 9 years!

In my 43+ years of business experience, I have come to learn the value of working together. Nine years ago, I had the chance to join a group of manufacturers committed to working together. Now, I proudly lead that group as the Chair of the Colorado Advanced Manufacturing Association (CAMA), and I am excited to celebrate our nine-year milestones.

CAMA’s leadership in innovative workforce development programs over the years is quite notable:

- We have sponsored or participated in six Cardboard Challenges where CAMA members judged over 1,100 projects and provided thousands of dollars in prize money.
- With Gates Corporation, we developed and launched the Empowering Creators Program, attracting middle school students to manufacturing careers through 6 events with 240 students.
- CAMA provided the funds to launch CareerWise as a standalone organization to bring youth apprenticeships to Colorado.
- This year, we are launching Jumpstart a Revolution to inspire and train a new diverse community into lifelong manufacturing careers. (...)

## Upcoming Events

Visit our [website](#) for a complete calendar of manufacturing events taking place around Colorado



### International Traffic in Arms Regulations (ITAR)

Nov 3 & 4 @ 9am-1pm

Understanding the ITAR requirements and how to comply is fundamental to prevent potential costly violations. Join our live, virtual training, as our experts discuss the ever-evolving International Traffic in Arms Regulations (ITAR).

[Find our more and register](#)



### How to Use Video Analysis to Analyze and Improve Your Business Processes

Nov 10 @ 11am-1pm

This instructional session will demonstrate and give step by step instructions on how to use leanEdit, an analysis tool that uses video to facilitate the critical practice of process observation.

[Find out more and register](#)



C O L O R A D O  
space business roundtable

### CSBR 18th Annual Roundup

Dec 1 @ 8:30am-5pm

The 2021 Roundup will be exciting and informative with our various panel discussions, keynote speakers, highlights of our CSBR Student Ambassadors and small Colorado businesses doing exceptional things in the aerospace industry.

[Find out more and register](#)

