



LA County Business Connect

Helping Business Thrive in LA County

Keeping Costs in Check Can Help Keep Your Business Healthy

One of the most effective ways to improve your bottom line is to find more efficient and productive ways to do business. The LAEDC can help you explore ways to reduce costs ranging from workforce development and training, energy audits and review of worker's compensation insurance to identifying programs offered by Los Angeles County departments.

Here are a few suggestions on ways to cut costs.

Explore Lean Practices

Lean Manufacturing or Lean is the method of eliminating waste, in the office and on the shop floor. Waste can be overproduction, lost time, employee inefficiency or over processing. By eliminating waste, companies can improve their bottom line.

Encourage Employees to Save

- Make frugality part of your corporate culture.
- Encourage your staff to point out inefficiencies.

Lean Recruiting

Lean Recruiting starts at the hiring process and continues through to the monitoring of your employee productivity. Are you approaching talent acquisition and workplace methodology from the position of increasing efficiency? It sets out to achieve the same goal as Lean Manufacturing—to **reduce waste and ensure customer satisfaction**.

Many resources through the California Manufacturing Technology Consulting (CMTc), the California Manufacturers Advantage (CMA) program, the National Tooling and Machining Association training centers and the California Manufacturing Technology Association (CMTA) help companies achieve Lean practices through recruitment, training and business advising.

www.cmtc.com/california-manufacturers-advantage
www.cmtc.com www.cmta.net www.ntma.org

America's Job Center of California

Representatives are available to help you recruit, screen and train the best employees in a timely manner.

www.americasjobcenter.ca.gov

Conserve Energy

Southern California Edison (SCE) offers money-saving energy management solutions for your business:

- ENERGY EFFICIENCY Express Solutions.
- Summer DISCOUNT PLAN.
- On-Bill FINANCE.
- Business Energy ADVISOR TOOL.

Start now at: www.sce.energysavvy.com/business

To learn better energy decisions for your business visit:

www.sce.com/wps/portal/home/business/consulting-services/energy-education-centers

Southern California Gas Company programs:

- ENERGY SAVING Assistance

Visit: www.socalgas.com/for-your-business/energy-savings

- REBATES and Incentives

Visit: www.socalgas.com/for-your-business/energy-savings/rebates-and-incentives



The LA COUNTY Workforce Development Board (WDB) and the Los Angeles County Economic Development Corporation (LAEDC)

Partnering for business.

Welcome to our twentieth issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WDB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees.
- Identify incentives and resources that can save you money.
- Assist with access to financing.
- Provide existing workers with new skills to help you compete.
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today, and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**



Open for Business



Employees—Find Hidden Savings

Avoiding Worker's Compensation (WC) claims and many levels of claims management expense starts at the planning level. A culture of safety that is company-wide can reduce job hazards, minimize incidents and limit liability costs. Talk to your insurance and benefits brokers about getting the most appropriate coverage and claims management tools for your business.

Strategies to Cut WC Costs

Create a competency-based safety program that is compliant with **Occupational Safety and Health Administration (OSHA) requirements**.

- Investigate near-miss incidents to **prevent future accidents**.
- **Create a risk control service plan** based on your WC losses.
- **Protect your employees** by minimizing any job hazards.

Return To Work Strategies

- Develop and maintain a close working relationship with medical providers and claim adjusters.

Learn more at: www.dir.ca.gov/dwc/

Alternatives to Layoffs

- Reduce your workweek.
- Extend time off.
- Challenge employees to save money and welcome their solutions.
- **California EDD Work Sharing Program.** Allows certain employers to reduce employee hours while the employees collect partial unemployment insurance benefits to fill in the gap.
- Contact LAEDC ASAP for an in-person consultation to identify business needs and programs that could help with turnaround strategies and direct assistance programs.

Smart Expense Reduction

- Negotiate more effectively with your suppliers.
- Embed the expense control mindset into the company culture.
- Review each and every cost center for savings opportunities or discounts.

Additional Resources

L.A. County Procurement Opportunities—Office of Consumer and Business Affairs (DCBA)

Contact the DCBA office at (213) 974-1452. Office of Small Business (323) 881-3964.

Or by web at: <http://dcba.lacounty.gov/wps/portal/dca/main/home/page/contactus/>

Tax Benefits Can Improve Your Bottom Line

- Locate local and statewide tax incentives for qualifying small businesses.
- Employee tax hiring credits are available.
- Utility rate discounts.

Create a Business Plan

- Personal, one-on-one business plan assistance is available through the LAEDC and their resource partners.
- Additional assistance for creating your business plan can be found at the Small Business Administration (SBA).

www.sba.gov/starting-business/write-your-business-plan

Explore Cost Reduction Options. The LAEDC Regional Economic Development (RED) Team matches your goals with attainable solutions and partners in Los Angeles County.

If you're struggling to maintain your business, the LAEDC can connect you with a variety of resources to sustain your operations. Contact the LAEDC team today for an on-site evaluation or review at **888-4-LAEDC-1**.

PRL Glass—LAEDC Success Story



450 Jobs Saved
in the
City of Industry



Founded in 1989, **PRL Glass** creates fabricated tempered/laminated glass, frameless shower doors, all glass entrance doors, beveled mirrors and extrude their own aluminum. Originally beginning its operations under a 3,000 square foot building with three employees, the company has now grown to 450 employees and 250,000 square feet. PRL Glass is the fastest growing company in the architectural glass/metal industry.

The Challenge. PRL Glass had been concerned about the high costs of doing business and had been approached by other states to relocate out of California. The LAEDC team went to work. Culminating with a testimony by an LAEDC representative regarding the best use of the property at a council meeting, the acquisition of a new two-acre property in the City of Industry became a reality for PRL Glass. The company was able to expand its business right here in California and the County of Los Angeles, adding critically needed parking for existing employees and new hires, and strengthening the company's resolve to stay in the City of Industry.

Team work, hands-on involvement resulted in the purchase of this key property.

In addition to the advocacy before the City of Industry City Council, the LAEDC team also identified additional resources to help the company sustain its operations in L.A. County.

- Edison Utility Incentives through the Economic Development Rate (EDR).
- Minority Business certification.
- California incentive programs including partial sales tax exemption and California Competes Tax Credits.
- Workforce hiring programs including Transitional Subsidized Employment (TSE) and California Employment Training Panel (ETP).
- Working with the City of Industry to solve parking issues.

Through the LAEDC's commitment to economic development, advocacy, business assistance and a belief in the success of L.A. County businesses, PRL Glass will continue to stay and grow in California and plans to add 100+ employees in the next few years.

CONNECT WITH US!

Put the LA County WDB and the LAEDC to work for you!

Call **888-4-LAEDC-1** Or visit LAEDC.org/business-assistance



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ECONOMIC DEVELOPMENT CORPORATION

America's JobCenter
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