



### Contain Costs—Increase Profit

Making some minor changes can have a positive impact on your bottom line.

**By streamlining what you have**, while sustaining your current operations, your company can have better efficiency and business practices. This means cost savings for you.

#### LEAN PROCESSES

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
- Embed the expense control mindset into the company culture

#### 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?

#### Lean Manufacturing

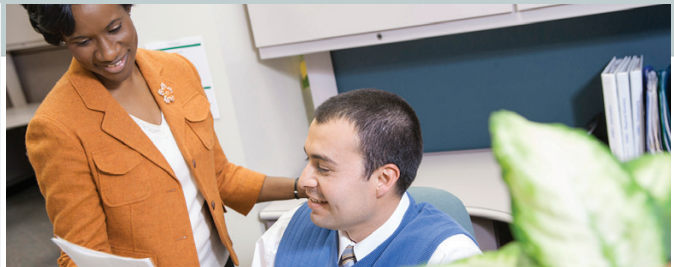
Many resources are available through the California Manufacturing Technology Consulting (CMTc) and the California Manufacturers Advantage (CMA) program, among others to help companies achieve Lean practices through recruitment, training and business advising.

[www.cmtc.com/california-manufacturers-advantage](http://www.cmtc.com/california-manufacturers-advantage)

#### FIND HIDDEN SAVINGS

##### 1. Avoiding Worker’s Compensation (WC) claims.

- Investigate near-miss incidents to prevent future accidents
- Create a culture of safety that is company-wide to reduce job hazards, minimize incidents and limit liability costs
- Talk to your insurance and benefits brokers about getting the most appropriate coverage



##### 2. Create a Business Plan.

- Having a road map to follow keeps employees on track and in line with spending forecasts
- Personal, one-on-one business plan assistance is available through the [LAEDC](#) and their resource partners, or at the [Small Business Administration \(SBA\)](#)

#### SAVINGS THROUGH UTILITIES

##### Southern California Edison (SCE)

- **Energy Efficiency.** [Get Paid to Upgrade](#) up to 100% of the project’s cost for qualified improvements
- **Savings By Design.** [Go Green and be eligible for incentives](#) and design support
- **Savings by Business Type.** Learn how to [hold down energy costs with industry-specific tips](#) for making quick, temporary, no-cost fixes and permanent upgrades
- **Direct Install.** SCE’s free evaluation may decrease your carbon footprint and save money on energy costs. [No-cost or low-cost energy-efficient products, including installation](#) are available to qualifying businesses
- **0% Interest Loans** is also an option through SCE’s [On-Bill Financing program](#)

##### The Gas Company (SoCal Gas)

- **Rebates and Incentives**
  - [Search for rebates on energy-efficient equipment](#)
  - [Save money with incentives for energy-efficiency projects and upgrades](#)
- **Energy-Efficiency Assessments**
  - [No-cost, energy-efficiency assessment and evaluation](#) is available to qualifying businesses

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# LAEDC Success Story

Einstein Noah Restaurant Group, Inc.,

City of Pico Rivera



**Einstein Noah Restaurant Group, Inc.** is located in Pico Rivera and is the main bakery for all West Coast Einstein Bagel Restaurants. The facility has been at this location for the last 20 years and they employ over 135 people.

**The Challenge.** To accommodate growth and new contracts, the company's expansion required a new flour silo and tenant improvements. There was an urgent need to have the new silo installed before the beginning of August 2017, thus creating a formidable challenge. To complicate matters, the company was initially told the permits from Los Angeles (L.A.) County Health, L.A. County Fire, and L.A. Building and Safety might take weeks to months to get full approval. A delay of this length could prove disastrous to the company as they would miss specific performance requirements for their new contracts. If the company could not fulfill the product delivery terms of the agreement, Einstein customers could choose other options resulting in financial hardship.

## 135 Jobs Saved in the City of Pico Rivera

**The LAEDC BAP team and Bob Machuca, District Manager provided integral assistance:**

- Advocated on behalf of Einstein Noah Bagels concerning the negative delays if plan checks and permits were not expedited and approved
- Worked with contacts at L.A. County Public Health, L.A. County Fire Department and Building and Safety to assign personnel to plan checks, expediting corrections and permit approvals
- Coordinated meetings with client company's construction company, architects and the City of Pico Rivera

### The Results:

- Health Department permit approved within 1 week
- Fire Department Plan Check approved within 2 weeks
- Building and Safety Plan Checks approved within 3 weeks

In the City of Pico Rivera 135 jobs will be sustained with the addition of a new flour silo and tenant improvements. New jobs are planned to be added in the coming years.

"Thank you Bob Machuca for the help and high priority that you gave to our project. Your assistance was invaluable in helping us get the permits within the specified timeline. Your expertise and enthusiasm were both appreciated. We sincerely appreciate your efforts and thank you and your team for your flexibility and willingness to assist."

Marci Navarro, VP of Manufacturing Einstein Noah Restaurant Group, Inc.

**ALL OF THESE SERVICES WERE PROVIDED AT NO COST.**

### Explore Cost Reduction Options

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

**Tax incentives and credits are available that may be aligned with your business or industry.**

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

Check with your BAP District Manager to find out what may be appropriate for your business.



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

*Partnering for business.*

Welcome to our twenty-sixth 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/](http://www.laedc.org/our-services/business-assistance-layoff-aversion/) or call **888-4-LAEDC-1**

## The LAEDC Business Assistance Program (BAP) RED Team is here to assist you.

The award-winning LAEDC BAP RED Team can help connect your business to human resources and other enterprise-related support services. Offered at no cost, this is in addition to other valuable services such as permit assistance and access to financing.



## 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](http://LAEDC.org/business-assistance)

