



Smart Companies Save and Create Jobs
*Workforce Investment Board's Business Consulting Program
helped save 902 jobs and create 204 jobs*

San Bernardino, CA (July 5, 2011) – The County of San Bernardino Workforce Investment Board's Business Consulting Program successfully helped regional manufacturers and businesses become smarter, leaner and more competitive in today's uncertain economy. The \$1 million allocated to date in federal funding has helped employers avoid closing their doors, retaining 902 jobs and creating 204 new jobs.

Ryan Andrews, Chief Administrative Officer of Products Techniques, Inc., which make coatings for the aerospace and aviation industry, benefitted from the partnership between the County Workforce Investment Board and California Manufacturing Technology Consulting® (CMTC).

“When we were invited to be part of this program, it couldn't have come at a better time,” Andrews said. “We were facing a huge hurdle to become ISO 9001 certified, which was required by our defense and government clients that account for 90% of our business.”

The ISO 9001 are standards published by the International Organization for Standardization and help organizations meet the needs of customers and other stakeholders.

Dennis Sonney, senior consultant with CMTC worked with Andrews to upgrade and streamline their quality management system, which quickly and effectively boosted the bottom line and helped Product Techniques, Inc. retain their employees.

“Forty-four percent of ISO certified businesses have won new clients and increased business,” Sonney said. “Certified businesses also achieved increased return on investment and superior operational performance, both of which help a company thrive in spite of a challenging economy.”

Six months after testing and measuring the new quality management system, the company received ISO 9001 Certification. Andrews said that the company had already experienced an upturn in business prior to their certification.

“Informing our customers that we were preparing to become ISO certified, was a shot in the arm,” Andrews said. “They appreciated our efforts and increased their orders.”

Corporate Secretary and Treasurer Annorr Gowdy and the Brickley management team worked with Deisell Martinez, Founder and Managing Partner of Deisell Consultants, LLC, when Brickley Environmental experienced a slowdown in business. Deisell Consultants, LLC had been contracted by the San Bernardino County Workforce Investment Board.

“We had been running a tight ship but the poor economy affected our growth and we knew we couldn’t wait for the recovery,” Gowdy said.

Martinez, a certified Lean Six Sigma Master Black Belt, helped the Brickley team create an effective marketing strategy to seek new revenue streams. The result was 44 jobs retained and six new positions created.

“It’s not smart to slash and burn costs and personnel in this new economy,” Martinez said. “Smart companies cut waste and streamline operations so employees can work more effectively and executives can look for new revenue opportunities.”

Gowdy reported that the marketing strategy mapped out with Martinez has re-energized Brickley Environmental. “We feel very positive that there is opportunity for expansion,” she said. “The Workforce Investment Board’s consulting program opened our eyes to the greater potential for our business.”

Martinez, after working successfully with 31 County employers, recently signed a new contract with the Workforce Investment Board to help ten additional companies.

“Our County Workforce Investment Board's business consulting program has rejuvenated and empowered local employers,” said Chair Josie Gonzales, County of San Bernardino Fifth District Supervisor. “The number of jobs saved and created represents individuals and families who were given hope and prosperity during one of the most challenging recessions of our time.”

“The reason why this program has been so effective is that we identified consultants that shared our vision and philosophy to help employers retain employees and realize increased profitability,” said Sandy Harmsen, Executive Director of the San Bernardino County Workforce Investment Board.

Space is available for more employers to participate in this program, and interested businesses can inquire through the County of San Bernardino's Business Resource Centers at (800) 451-JOBS.

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About the Workforce Investment Board of San Bernardino County

The Workforce Investment Board of San Bernardino County is comprised of private business representatives and public partners appointed by the County of San Bernardino Board of Supervisors. The Board strives to strengthen the skills of the County's workforce through partnerships with business, education and community-based organizations. The County of San Bernardino Board of Supervisors is committed to providing county resources which generate jobs and investment.

The Workforce Investment Board, through the County of San Bernardino Economic Development Agency and Workforce Development Department, operates the County of San Bernardino Employment Resource Centers (ERCs) and Business Resource Centers (BRCs). The ERCs provide individuals with job training, placement and the tools to strengthen their skills to achieve a higher quality of life, and the BRCs support and provide services to the County's businesses including employee recruitment.

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