



MAY 2020

News for Manufacturers eNewsletter from CMTCC

California Manufacturers, COVID-19 Help is Here!

We don't need to tell you that the landscape for California manufacturers is being dramatically redefined. To help you navigate this new shared reality, CMTCC is providing a range of Business Stabilization Consulting services to help California manufacturers restart, reshape, survive, recover, and thrive as we navigate through the COVID-19 pandemic. Whatever challenge your company is facing, CMTCC can create a customized recovery and growth assistance plan for your company.

[Get More Details](#)

[Request a Meeting](#)

WHAT MANUFACTURERS ARE SAYING

"The CMTCC team is helping us get on the right path as we navigate these uncharted waters," said Arie Grajeda, Operations Manager, Lucas Medical Inc. "The initial consult and the assessment meeting were painless and progressive. Despite our being small, they treated us just like any other manufacturer. It felt good to be heard."

RESOURCES YOU CAN USE NOW

[View COVID-19 \(coronavirus\) Resources](#)

CMTC SPOTLIGHT:



Metzer Farms is a family-owned farm and hatchery that manages all aspects of nutrition, breeding, selection, incubation, and hatching of the highest quality day-old birds. They've been using an environmentally friendly, cage-free approach since 1972, but their efforts were going unrecognized. Revenue was slow to increase and they were starting to lose market share. They wanted to accelerate revenue and sales growth (sound familiar?) through its ecommerce website so they came to CMTC. We put together a custom program that resulted in a 25.96% increase in sales.

[Find out how we did it](#)

MADE IN CALIFORNIA SHOWCASE: S&H RUBBER | BOUNCE COMPOSITES | HKM METAL AND FABRICATION | PAPPYS' FINE FOODS

Today's customers are looking for American-made products because they associate them with quality. In fact, recent reports reveal that **60% of Americans are willing to pay more for products made here at home**. So, adding a Made in CA logo to your website and marketing and packaging materials can really pay off. There's no cost to join the other 2,000-plus Made in CA members, just [click here to sign up](#).

This Month's Featured Manufacturers

Every month, CMTC is proud to showcase manufacturers participating in the Made in CA program. Featured companies appear in order from when they qualified for and joined

the program. Each week, a single featured manufacturer is promoted on the Made in CA social media sites, giving that company even more visibility. Check out our featured manufacturers:



Latest Blog Post



TELEWORKING CYBERSECURITY: HOW TO PROTECT YOUR COMPANY

For many small and medium-sized manufacturers, the great teleworking experiment brought on by COVID-19 has been a painful one. The sudden shift to telework poses numerous managerial, logistical and operational hurdles. To make matters worse, cybersecurity risks are amplified by the needs of a remote workforce.

As with any complex management task, it helps to categorize and simplify the problems at hand. Learn how to best protect your company.

[Read More...](#)

[Click Here to View All of Our Blogs](#)

Events

CA WORKFORCE DEVELOPMENT UPDATE FROM GOVERNOR NEWSOM ADMINISTRATION

Thursday, May 21st

11:30 am – 12:30 pm

Featuring Dr. Angelov Farooq, Chairman of the California Workforce Development Board.

[Register Now](#)

WORKFORCE / HR GUIDANCE DURING COVID-19

Wednesday, May 27

10:30 – 11:30 am

Information on employee rights, employer guidelines, and small to mid-sized business survey results, among other topics.

[Register Now](#)

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7/21/2020

CMTC's eNewsletter for May 2020

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