

San Bernardino Workforce Investment Board program helps save 700 jobs and millions in revenue

SBWIB delivers successful business consulting/layoff aversion program to companies

Almost 700 workers at 47 local companies were able to keep their jobs thanks to a County of San Bernardino Workforce Investment Board program that matched business consultants with at-risk companies. The program is federally funded and offers advice on how to improve business operations at no cost to the company.

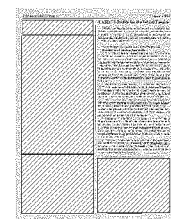
In the last two years, the program saved 686 jobs, created 114 new positions and assisted the companies with \$13.5 million in operational cost savings and revenue.

To accomplish this, the Workforce Investment Board hired layoff aversion consultants to assist the struggling businesses. The consultants at Deisell Research Institute and Consultants, California Manufacturing Technology Consulting (CMTC), Voice Marketing, and Spruce Consulting are experts at increasing revenue, reducing operating costs, and recognizing opportunities to stabilize businesses and reposition them for success. The consulting advisory services were provided to the 47 businesses using Rapid Response funding set aside to assist employees facing company closure and to help prevent layoffs.

“Without strategic assistance from experienced business consultants, many jobs would have been lost in San Bernardino County,” says Miguel McQueen, Deputy Director of Business Services and Operations with the County of San Bernardino Workforce Investment Board (WIB). “We were able to help companies remain in business by providing tools and strategies that allowed them to improve productivity, reduce costs and operate more efficiently.”

McQueen says the business-consulting program has been in operation for four years and has reached a variety of industries, including automotive, construction, logistics, healthcare and education. He says, “Companies are still feeling the effects of the recession and the Workforce Investment Board is proud to help get them back to a place of stability. Pairing them with consultants that have market awareness in their respective industries has been critical in putting together improvement plans that establish sustainable outcomes.”

He continued, “The feedback from the businesses that received assistance shows that revenues were saved or increased to a total of



over \$13 million in just the last two years, which is an outstanding achievement and a great reflection of the success of the entire program.”

Executive Director of the Workforce Investment Board, Sandy Harmsen commented, “It’s encouraging to see that not only are we saving jobs in the county through our Rapid Response programs, but we are creating jobs and providing resources to employers at no cost.”

Board of Supervisors Chair, Janice Rutherford added, “We encourage any company facing difficulty to seek the WIB’s professional services. No matter how bad it may seem, with quick and effective action from expert advisors, many companies can turn a corner and have a brighter, more profitable future.”

About the Workforce Investment Board of San Bernardino County

The Workforce Investment Board of San Bernardino County (WIB) is comprised of private business representatives and public partners appointed by the County of San Bernardino Board of Supervisors. The Workforce Investment 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's Economic Development Agency and Workforce Development Department, operates the County of San Bernardino's three America's Job Centers of California (AJCC). The AJCCs provide individuals with job training, placement and the tools to strengthen their skills to achieve a higher quality of life. The AJCCs also support and provide services to the County's businesses, including employee recruitment and business retention programs.

Employers and job seekers who are interested in the Workforce Investment Board programs may call: (800) 451-JOBS or visit www.csb-win.org. Also follow us on: Facebook www.facebook.com/SBWIB; Twitter @InlandEmpireJob; and YouTube www.youtube.com/SBCountyWIB.