



**Training Proposal for:**  
**TLD Acquisition Co., LLC dba TLD Distribution Company**  
**≤ \$75,000: ET10-0126**

Approved: **August 2009-1**

ETP Regional Office: **North Hollywood**      Analyst: N. Weingart

**CONTRACTOR:**

- Type of Industry: Wholesale Trade  
Priority Industry:  Yes  No
- Contractor's # of Full-Time Employees
  - California: 142
  - Worldwide: 142
  - Number to be trained: 62
- Manager/Supervisor: 12%
- Turnover Rate: 5%
- Repeat Contractor:  Yes  No
- Substantial Contribution:  Yes  No

**CONTRACT:**

- Training Project Profile: Retrainee
- ETP Funding Amount: \$74,400
- In Kind Contribution: \$94,934
- Average Cost per Trainee: \$1,200
- Post Retention Wage: \$14.18
- Health Benefits: \$1.00 per hour
- Occupations to be Trained: Administration, Customer Service/Sales, Finance, Purchasing, Warehouse Staff
- Training Menu:
 

<input checked="" type="checkbox"/> Business skills	<input type="checkbox"/> Literacy skills
<input type="checkbox"/> Commercial skills	<input type="checkbox"/> Management skills
<input checked="" type="checkbox"/> Computer skills	<input type="checkbox"/> Manufacturing skills
<input checked="" type="checkbox"/> Cont. Improvement	<input type="checkbox"/> Other:

- Advanced Technology:  Yes  No
- Range of Hours: 24-80 Weighted Average: 80
- Multiple Job Numbers:  Yes  No
- County(ies) Served: Los Angeles, Alameda
- Union Representation:  Yes  No
- Subcontractor: N/A
- Third Party Services: N/A

**INTRODUCTION**

This will be the fourth contract between ETP and TLD Acquisition Co., LLC dba TLD Distribution Company (TLD). TLD, headquartered in Los Angeles with a warehouse facility in Hayward, redistributes bar and restaurant supplies to distributors inside and outside of California.

TLD is eligible to provide for ETP funds under Title 22, California Code of Regulations, Section 4416(d)(3,4) for standard retraining as a company deemed to be facing out-of-state competition with more than 25% of its revenues derived from sales to out-of-sate buyers. TLD proposes to retrain its workforce in advanced computer and business skills necessary for the company to remain competitive. All training, including Hayward employees, will be done in the City of Industry.

***Substantial Contribution***

Although total ETP earnings for TLD in last 5 years was \$315,580, all three prior contracts were under the small business agreement provisions which excludes substantial contributions for small businesses with 100 or fewer employees.

**PRIOR PROJECTS**

The following table summarizes performance by the company under ETP Agreements that were completed within the last five years:

Agreement No.	Location	Term	Approved Amount	Payment Earned
ET04-0411	Los Angeles	08/04/03 – 08/03/05	\$120,000	\$84,000 (70%)
ET06-0257	City of Industry	04/05/06 – 04/04/08	\$240,000	\$231,580 (96%)

**RECOMMENDATION**

For the reasons set forth above, staff recommends approval of this proposal by the Executive Director in consultation with the Panel Chair (Delegation Order 2009-1).

Comments may be submitted by email at [delegationorder@etp.ca.gov](mailto:delegationorder@etp.ca.gov).  
 You must identify the ET10 Number for this proposal in the subject line of your email.  
 The deadline for submitting comments on this proposal is August 19, 2009.