

Chancellor's Circle Business Breakfast

October 14, 2011

Good morning, and welcome to the Chancellor's Circle Business Breakfast Briefing. I am honored that you are here, and pleased that we have the opportunity to host this special event for our friends and supporters, and provide a valuable, informative presentation for the benefit of the business community.

Charles Kettering said, "High achievement always takes place in the framework of high expectation." Based on what we have achieved at College of the Canyons, it is clear that we set our expectations extraordinarily high. We have two decades of experience working with extraordinary energy and effort to build a reputation for meeting the needs of our local companies.

We are proud to provide the training that helps keep people employed, and ensures Santa Clarita firms stay competitive within their industries. Over the past 18 years, our Economic Development Division at College of the Canyons has generated \$15.5 million in funding dedicated exclusively to helping local businesses learn, compete and grow.

More specifically:

- Through our Small Business Development Center, Employee Training Institute and Center for Applied Competitive Technologies, we generated nearly \$2 million in revenue last year that supported local business development.
- We provided training and information to more than 3,000 employees at 547 companies in everything from business plan writing, to lean manufacturing, to customer service.
- And we keep looking for new ways to enhance our funding and expand our curriculum. Just this week we were awarded a \$350,000 grant to add a state-of-the-art laser welding component to our well known welding program.

What we have accomplished is a critical factor in the overall success of Santa Clarita's economy. Take a look at other parts of Southern California, and it's clear Santa Clarita is different and boasts a distinct competitive advantage. This is a tough business climate to be sure, but the signs of growth in Santa Clarita are unmistakable.

- The City of Santa Clarita's unemployment rate was 8.2% in July 2011 compared to 13.3% for Los Angeles County and 12.4% for California.
- Single family home sales in July were up 10 percent over the year prior in the City of Santa Clarita.
- 200 film permits have been issued in 2011, up 14% from the 176 permits issues during the same period in 2010, and the year-to-date economic impact of filming, is up 8% to \$9.4 million versus \$8.7 million in July 2010.
- Total First Quarter Sales Tax revenue was up 4.8% from First Quarter 2010.

Clearly, we are building business momentum as a community.

Today is about seizing that initiative and moving forward. We are pleased that you can be here with us to gain the insight and expertise needed to stay ahead of the curve in an always evolving core business function – human resources.

It is particularly exciting to introduce our featured speaker. Brian Koegle, is a partner at Poole & Shaffery LLP, a highly recognized and respected business law practice headquartered here in Santa Clarita. He specializes in labor and employment law, providing

counsel to employers in a large number of industries with regard to hiring practices, employment contracts, wage and hour issues, compensation, discipline and termination matters. Recognized as a Rising Star by SuperLawyers/Los Angeles Magazine in 2010, he was also named one of the “40 Under Forty” by both the San Fernando Valley Business Journal and the Santa Clarita Valley Business Journal. But in my mind, his important credential is this – he is an alumnus of College of the Canyons.

We are proud of his professional accomplishments, as he represents the best of what we do at College of the Canyons. I am honored to count him among our distinguished former students, and it is a privilege to welcome him back today as our guest speaker. Please join me in acknowledging Brian as he comes forward.