



Kids' Care Club

Child Development Centers

4/27/22

To Whom It May Concern

As a representative from Kids' Care Club Child Development Centers (KCC), I, Conner Khodabande, endorse the Certificate of Achievement and Associate of Science Degree in Early Education Entrepreneurship, at San Diego Miramar College which will provide basic business education to students wanting to start, manage, or scale a childcare business.

I confirm that there is an unmet labor market demand in San Diego County, for the occupations that this program trains for. The occupations that this program provides training for include:

- Preschool and Childcare Center Directors
- Business Owner
- Education and Childcare Administrator

According to the BLS, the average Child Care Worker salary in the US is \$27,490 as of May 29, 2021, and the average salary range typically falls between \$8.91 and \$17.99 per hour. The Certificate of Achievement and Associate of Science Degree in Early Education Entrepreneurship, at San Diego Miramar College will provide training so students can become Preschool and Childcare Center Directors which earn an average salary of \$49,160 and an hourly rate of \$23.63, a Business Owner who earns an average yearly salary in San Diego of \$210,830 (\$101.36/hour) , or an Education and Childcare Administrator with an average yearly salary of \$57,340 (\$27.57/hour)

San Diego is going through a moment of immense need for teachers and well-equipped administrators. At Kids Care Club we have job openings in classrooms serving toddlers to three-year olds and we plan to open 5 schools in the next 5 years. The 60 teachers and administrators that we will be hiring over the next several years can benefit from this Certificate and Associate Degree that contextualizes the work that they are doing in the overall business. That understanding can empower them to go on to open their own childcare related businesses. We want to help them get there.

To successfully open and operate a quality childcare business having both child development and business skills are crucial to the longevity of the business and industry. With 44% of preschool needs being unmet, not only are these businesses badly needed, but they also need to be sustainably run to be an effective solution. With many pitfalls for businesses as they start whether it be leases, employee pay, or pricing, these future leaders need the confidence in their ideas, and we see the COA and AS options as integral starting points.



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The Early Education Entrepreneurship COA and AS degree will help Childcare students increase their salaries to earn a living-wage and ensure more children have access to childcare in order to meet the current demand in San Diego County. The Early Education Entrepreneurship COA and AS degree will provide students with the training, supplies, and marketing skills necessary to start, manage, or scale a child-centered business.

Over the past 15 years, KCC has worked with the child development department/staff at Miramar. We have opened our schools to allow students to do their observations and other coursework. We have hired numerous students over the years. We would be very interested in partnering with Miramar College to continue to help bridge the academic studies to the industry of opening and operating a successful and quality childcare center in the San Diego community.

This affirms that there are jobs available for program graduates within the local service area of the college after considering the number of graduates in similar programs at other institutions—as required by Education Code section 78015 and the California Community Colleges Chancellor's Office Program and Course Approval Handbook (PCH).

Sincerely,

Conner Khodabande

CFO

Conner@kidscareclub.com

Kids' Care Club Child Development Centers

9921 Carmel Mountain Rd. #406

San Diego, CA 92129

(858) 472-3280

Sources and Additional Resources:

[Regional Entrepreneurship Advisory Committee EEE March 17 2022](#)

[Regional Entrepreneurship Advisory Committee March 2022 Poll Data.xlsx](#)

[3/17 Regional Entrepreneurship Advisory Committee Agenda](#)

<https://www.bls.gov/oes/current/oes399011.htm>

<https://www.bls.gov/ooh/management/preschool-and-childcare-center-directors.htm>