

To Whom It May Concern:

As a representative from Lexus El Cajon, I, Michael Herbst, endorse the program, Toyota's Technician Training & Education Network (T-TEN), at San Diego Miramar College. 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:

- Toyota Express Maintenance Technician
- Toyota Certified Technician
- Toyota Expert Technician

Individuals working in these occupations can expect to earn between \$45,000 and \$60,000 in entry-level positions.

In the past 5 years, I have hired 3 students from the T-TEN program at San Diego Miramar College, and expect to hire more entry level / service technicians in the upcoming 3-5 years

This affirms that there are jobs available for program completers within the local service area of the college after taking into account the number of completers 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 (PCAH).

Sincerely,

M Herbst