



**TOYOTA** of Santa Barbara  
Let's Go Places

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December 5<sup>th</sup>, 2019

To whom it may concern;

My name is Matthew Haas and I am the Service and Parts Director at Toyota of Santa Barbara. I have been in the automotive repair business for 19 years and manage a busy service department with 21 technicians who assist upwards of 2000 customers a month. In the last 20 years we have seen drastic changes in the industry as we have moved from traditional gasoline powered vehicles to EVs, hybrid vehicles, and hydrogen fuel cells. To service these vehicles and our customers, technicians must achieve higher levels of education than ever before. No longer is it possible for someone to succeed straight out of high school in an advanced automotive setting.

To that end, it is essential in our industry that we have partners in the education system providing the base knowledge needed for future technicians to succeed and develop a career for life. Ventura Community College and in particular the T-Ten program has been instrumental in providing that education and being of a source of high-quality talent. By working closely with local employers and actively interning their students within the automotive industry, Ventura Community College gives students the tools they need.

Sincerely,

A handwritten signature in dark ink, appearing to read 'M Haas', is written over a long, thin horizontal line that extends across the width of the signature.

Matthew Haas

Service and Parts Director

Toyota of Santa Barbara