



## PATHFINDER CHILD DEVELOPMENT

May 4, 2022

To Whom It May Concern

As a representative from Pathfinder Child Development, I, Markus Law, 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 earn 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)

Child Development students need Business and Entrepreneurship knowledge of how to launch, manage, and scale their home-based childcare business, childcare center facility, or other child-centered business.

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.

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,

Markus Law  
President

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>