

Economic Development e-Newsletter

October 2026

Upcoming Events



Coffee Chat

October 14, 2026 | 8:00 a.m. - 9:15 a.m.
La Casita Olvera | 41 Auto Center Drive
Foothill Ranch, CA 92610

Join the Chamber for a Breakfast Networking event, happening on the 2nd and 4th Wednesday of October! This is a fantastic opportunity to meet fellow business owners, exchange ideas, and gain exposure for your business in a friendly, engaging setting.

For more information and to register, click here.

Coffee Chat

October 28, 2026 | 8:00 a.m. - 9:15 a.m.
La Casita Olvera | 41 Auto Center Drive
Foothill Ranch, CA 92610

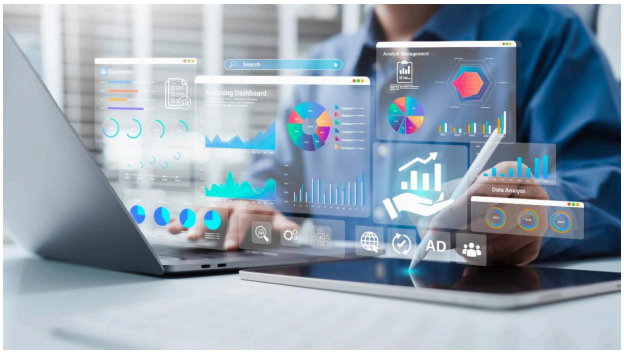
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For more information and to register, click here.



The following events are hosted by the City's resource partners.

How to Use Gemini as an AI Command Center for Your Business Tools



October 13 | 10:00 - 11:00 a.m. | Online

Running a small business often feels like you're constantly shifting gears, never getting into flow. Jumping between customer reviews, email threads, dense vendor contracts, and design tools scatters your focus and eats up hours of your week that you could spend actually growing your business.

In this webinar, you'll learn how to transform Gemini into a centralized command center for your business using Extensions. SCORE will demonstrate how to seamlessly link Gemini to the tools you use every day, both within the Google ecosystem and powerful third-party apps, allowing you to accomplish more from one single screen.

Note: This workshop includes features and third-party extensions that may require a Google Workspace subscription, a paid Google AI plan, and/or active accounts with third-party services like Dropbox and Canva.

To register, click here.



Exit, Succession Planning, and Employee Ownership Options

October 14 - October 28 | 12:00 - 1:00 p.m. | Online

Gain essential insights on transitioning your business with confidence.

This three-week series covers exit options, valuation basics, and expert advice to prepare you for a smooth exit. Whether you're planning to sell, pass down, or restructure, this program will provide the guidance you need to make informed decisions for a successful transition.

To view the program schedule or register, click here.

How to Price Your Products and Services for Sustainable Profit



October 20 | 10:00 - 11:00 a.m. | Online

How do you know if you are charging enough? If your prices are based mainly on what competitors charge or what feels reasonable, they could be too low. And if they are, even strong sales can leave you working harder without generating the profit your business needs.

In this webinar, you'll learn how to better understand what it really costs to run your business and use those numbers to make smarter pricing decisions. SCORE will cover how to account for your costs, build profit into your prices, evaluate your current pricing, and recognize when it may be time to make a change.

In this webinar, you'll learn how to:

- Calculate the major components of the true cost of doing business
- Understand how to build real profit into each sale
- Evaluate whether current prices are financially sustainable
- Recognize the risks of pricing mainly from competitors, intuition or simple markup
- Determine when a price increase may be needed
- Approach raising prices with greater confidence

To register, click here.

Stay in the Know



Costco Is Coming to Lake Forest — The Businesses you Love are Open Now!

There's exciting news on the horizon for the Foothill Ranch Towne Center! Costco is coming to Lake Forest, with a new, approximately 165,000-square-foot warehouse located at the previous movie theater site (26602 Towne Centre Drive). The Lake Forest Planning Commission approved

the proposed Costco project at its February 5, 2026, meeting and the site is currently under construction. The new Costco is anticipated to open in Summer of 2027.

But there's no need to wait to visit! Foothill Ranch Towne Centre remains open for business throughout construction. Businesses throughout the shopping center continue to welcome customers and offer a wide variety of services. Whether you're picking up everyday essentials, shopping for your home, grabbing a bite to eat, or taking care of an appointment, there are plenty of reasons to visit Foothill Ranch Towne Centre.

While we look forward to welcoming Costco in Summer 2027, don't forget to continue shopping and dining local!

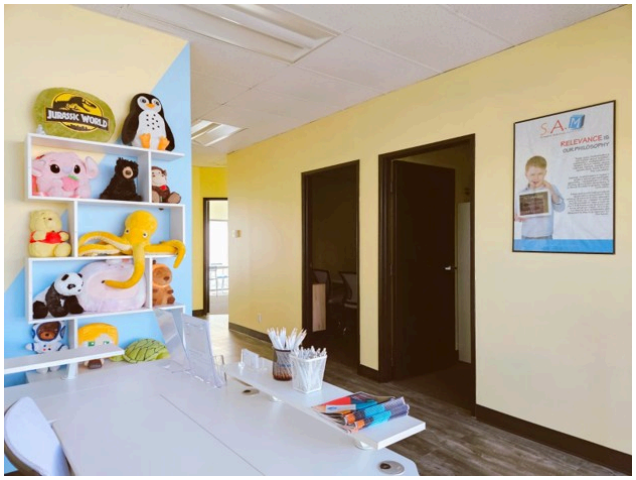
Business Spotlight











SAM Singapore Math Lake Forest: Building Confidence Through the Power of Understanding

For young learners looking to build their mathematical skills while developing confidence, critical thinking, and independent problem-solving, SAM Singapore Math offers a unique approach to enrichment education in Lake Forest. As a locally operated franchise of Seriously Addictive Mathematics (S.A.M.), SAM provides Math and English enrichment programs for children ages 4–14, with an emphasis on conceptual understanding rather than simply memorizing formulas or following procedures.

At SAM, mathematics is viewed as much more than a school subject. Math provides children with an opportunity to practice logic, recognize patterns, ask questions, and make decisions based on facts and careful analysis. Whether a child grows up to be a mathematician, musician, artist,

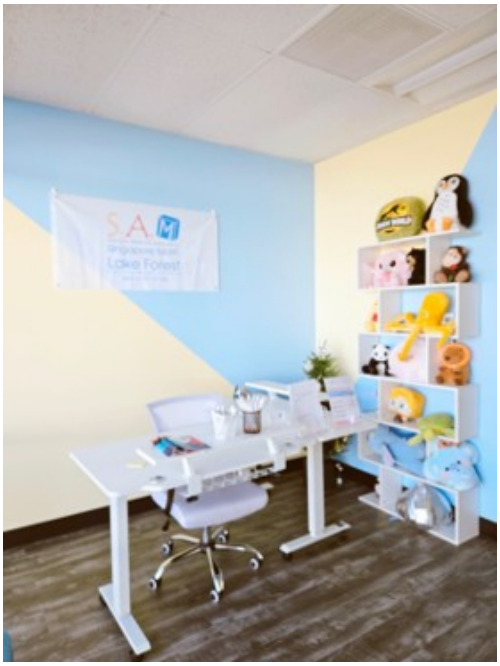
entrepreneur, or anything else, these skills will remain valuable throughout life and beyond the classroom.

This philosophy is part of what inspired Ms. Singh, Sr. Director of SAM Singapore Mathematics in Lake Forest, to bring the program to the community. With approximately 25 years of combined professional experience spanning technology, analytics, education, and related fields, Ms. Singh has seen firsthand the importance of developing strong foundations early in a child's education. Rather than focusing solely on grades or memorization, SAM seeks to help students understand the *why* behind what they are learning.

The Singapore Math approach is particularly well suited to this philosophy. Singapore has consistently been recognized for its students' strong performance in international mathematics assessments, and its educational framework emphasizes conceptual understanding and problem-solving. At SAM, students learn through the Concrete–Pictorial–Abstract (CPA) framework, beginning with hands-on objects and manipulatives before progressing to visual representations and, eventually, numbers, symbols, and abstract reasoning. For students who love creativity and art, math can become another way to bring ideas and visualizations to life. Even building structures with blocks can provide an opportunity to explore geometry, shapes, and spatial reasoning.

Perhaps most importantly, SAM recognizes that every child learns differently. Students are evaluated based on what they already know and where they can go next, rather than simply being placed according to age or grade level. Learning is then personalized around their individual abilities and needs.

This individualized approach is supported by SAM's small-group instruction. The Lake Forest center maintains an approximately 3:1 student-to-teacher ratio, allowing instructors to provide individual guidance while still giving students the space to think and work independently. Students are encouraged to ask questions, take command of their learning, and work through problems themselves. Even when an answer is not correct, the opportunity to try is valuable. By creating an open environment where students feel comfortable speaking up, SAM works to build confidence alongside academic ability.



Parents are an important part of that process as well. Because students spend only a limited amount of time at the center, SAM emphasizes close communication with families and seeks to understand what is happening in a child's life both at home and at school. This partnership between student, instructor, and parent helps create a stronger foundation for success.

SAM Singapore Math opened its doors in December 2025, ushering in a new era of educational learning in Lake Forest. For Ms. Singh, the community was a natural fit. Offering a strong local school district, she sees Lake Forest as an underrated educational community. Rather than requiring families to travel outside the city for enrichment opportunities outside of the classroom, SAM aims to bring these opportunities directly to local families.

Ultimately, SAM Singapore Math Lake Forest hopes to do more than improve mathematical aptitude. By encouraging children to understand *why*, ask questions, learn from mistakes, and take ownership of their education, SAM strives to help young learners become confident and independent thinkers. With the right foundation and encouragement, mathematics can become a powerful tool for understanding the world and solving the problems within it; setting students up for lifetime success.

Check out an upcoming event hosted by S.A.M. Singapore Math!

🎃 Trick-or-Treat with SAM Singapore Math Lake Forest! 🍬



Calling all little ghosts, superheroes, princesses, and creative costumes! 👻✨ This Halloween, stop by SAM Singapore Math Lake Forest for a sweet treat and some Halloween cheer!

📅 October 31
⏰ 5:00 PM – 7:30 PM

Bring the kids, show off those amazing costumes, say hello, and pick up a treat! 🍭

We'd love to meet more of our Lake Forest families and celebrate Halloween together. No tricks—just treats, smiles, and **a warm, festive welcome from the SAM family!** 🎃

Business Resources

With a team of more than 100 business owners and industry experts, the Orange County Inland Empire Small Business Development Center Network is the consulting firm you need for your business.

From planning and marketing to lease negotiations and government contracting, the SBDC can offer your business the support it needs.

OC Workforce is focused on connecting community members and businesses to the services and resources they need to thrive.

OC Workforce Solutions provides job seekers, employers, and youth with convenient access to a full range of reliable, responsive solutions.

The State of California Governor's Office of Business and Economic Development (GO-Biz) serves as the State's leader for job growth, economic development, and business assistance efforts.

They offer no-cost consultation for incentive identification, site selection, regulatory or permitting compliance assistance, foreign direct investment, and export assistance.

SBDC | OC Workforce | GO-Biz

Discover Lake Forest Flavors

Whether you're looking for your next date night, a cozy coffee break, refreshing drinks, a sweet treat, or a delicious meal, Lake Forest Flavors is your guide to discovering the best bites, sips, and sweets our community has to offer. From hidden gems to local favorites, there's always something new to explore in Lake Forest.

Visit the Lake Forest Flavors website to browse an interactive dining map, discover local eateries, read Flavor Highlights featuring local businesses, find special offers, and stay up to date on foodie events like Taste of Lake Forest.

For even more dining inspiration, follow @LakeForestFlavors on Instagram for mouthwatering features, local favorites, behind-the-scenes content, and the latest spots to add to your must-try list. Get out, explore, and remember to dine local!









September Recap



Leading Ladies Luncheon

On September 9, 2026, the City and Lake Forest Chamber of Commerce celebrated the incredible women shaping our community! The Leading Ladies Luncheon was a special gathering honoring the strength, vision, and leadership of local women who are making a difference in business, government, education, nonprofits, and beyond.

This event included expo tables, speeches, an awards ceremony, food, drinks, and more. Catering was provided by Café Rio, Taste Catering, Cuca's, A Little Something Sweet, and El Pollo Loco, whose manager was in attendance to receive an award.

Available Commercial Space

Are you a Lake Forest commercial broker or property manager and have office, industrial, or retail space to advertise?

Submit a request to Economic Development staff to feature your listing on our newsletter, social media, and website today!

Read More

Lake Forest Chamber of Commerce



The Lake Forest Chamber of Commerce began its service to the business community in 2010. Since its founding, the Lake Forest Chamber of Commerce has been committed to promoting and supporting its member businesses and the surrounding community. The chamber strives to bring information and resources to the business community in order to build visibility and sustainability!
Connect with the Chamber of Commerce on their socials below:

Stay Up-To-Date

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Lake Forest Economic Development

www.lakeforestbusiness.com

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City of Lake Forest Economic Development | (949) 461 - 3567
Monday through Thursday 8:00 a.m. - 6:00 p.m.
Friday 8:00 a.m. - 5:00 p.m.

Stay Connected

Contact Us

City of Lake Forest | 100 Civic Center Drive | Lake Forest, CA 92630 US

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