

# THE ORANGE COUNTY REGISTER NEWS

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## Real Estate, tech and individuals round out chamber honorees

SUBMITTED BY SANDI CAIN  
TO THE ANAHEIM BULLETIN

The final four winners of the Anaheim Business Awards for 2009 illustrate the breadth of accomplished individuals and companies in Anaheim. This group includes: SARES•REGIS Group, New Horizons Computer Learning Centers of Southern California, Businessman of the Year Dennis Kuhl of the Angels and Peter Ganahl of Ganahl Lumber.

The Anaheim Chamber of Commerce 2009 Economic Development Conference and Business Awards Luncheon is set for Dec. 10 at the Disneyland Hotel from 8:30 a.m.-1:45 p.m. Cost is \$60 per person; \$750 for table sponsorships. For information and reservations, call 714-758-0222 or visit [www.anaheimchamber.net](http://www.anaheimchamber.net).

### GREEN BUSINESS OF THE YEAR (CONSTRUCTION)

Irvine-based SARES•REGIS Group got the nod for The Crossing at Anaheim, an urban infill and reuse project with 312 apartments on a former warehouse site. The company achieved a 94 percent landfill diversion rate during demolition and a 75 percent recycling rate during construction. The finished apartments also have separate chutes for recyclables.

Leasing for the main building of The Crossing started mid-November, with immediate results, according to Ed Eyeran, vice president of sales and marketing. "It's a unique location... and a good commuter location," he said.

SARES•REGIS also hired seven of the largest subcontractors on the project from Anaheim and donated 70,000 cubic yards of clean sand to the Public Works department from the project.



Peter Ganahl, president of Ganahl Lumber, is pictured at the Anaheim location. His business is among those to be recognized during the Anaheim Chamber of Commerce 2009 Economic Development Conference and Business Awards Luncheon.

FILE: ANA VENEGAS, THE ORANGE COUNTY REGISTER

### Story Highlights

The Anaheim Chamber of Commerce 2009 Economic Development Conference and Business Awards Luncheon is set for Dec. 10

### SMALL BUSINESS OF THE YEAR

New Horizons has been a fixture for Southern California businesses since 1982, providing IT training, technical classes and certification packages. The company has posted increased revenue even over the past 18 months and achieves high customer satisfaction ratings. New Horizons often hires local instructors and encourages employees to take part in community events. Through its 'No Cost IT Placement Solution,' the company works with placement professionals to find job openings at no cost to either the student or the potential employer, according to owner and General Manager Kevin Landry. It has roughly an 80 percent placement rate. "It's a value-added feature and a win-win for everyone," he said.

New Horizons also works with the Anaheim Workforce Investment Board on training.

### BUSINESSMAN OF THE YEAR

Dennis Kuhl has been President of the Angels since 2003 when Arte Moreno purchased the team from the Walt Disney Co. He previously was an executive with various outdoor advertising firms. His experience has proved invaluable in building the nationwide marketing efforts of the Angels brand, achieving higher attendance and increasing broadcast revenue.

Kuhl called Anaheim "a proactive community (that) has been very cooperative in such things as helping us (land) the 2010 All-Star Game." In Kuhl's mind, that means recognition of a great team behind the scenes as well as on the field. Kuhl's involved behind the scenes, too. He's President of Light the Night for the Leukemia and Lymphoma Society and a board member for the Los Angeles Sports Council and Newport Sports Museum.

### LIFETIME ACHIEVEMENT

Peter Ganahl, president of Ganahl Lumber, heads one of a shrinking group of businesses in OC: those that were launched before 1900. Ganahl Lumber dates to 1884, so by the time Peter began sweeping floors at the family business in 1957, it was already a local mainstay. In 1973, he was chosen president after his father's untimely death. Since then, the company has grown to 350 employees, nine locations and has annual sales of \$70 million. "Because we're in a cyclical business, you have to know how to survive the bottom," he said. "The top (of the market) is easy." Ganahl said it's also important to withstand competitors – even ones the size of Home Depot.

He finds it rewarding that many people have stuck with Ganahl over the years and carved careers there. For entrepreneurs looking for staying power in a recession, Ganahl said there's one thing that makes the difference: "You've 'gotta wanna' survive," he said. Some business owners prefer to sell; others go under. Those who want to stick around find a way, he said.

Sandi Cain, a Laguna Beach-based freelance journalist, contributed this information on behalf of the Anaheim Chamber of Commerce.