



March 6, 2017

State Fair Community College,

On behalf of Trane U.S. Inc., my colleagues and I are pleased to provide Trane's endorsement of State Fair Community College's Building Strong Futures Bond Issue that will be on the April 4<sup>th</sup>, 2017 Ballot.

Trane, a business of Ingersoll Rand, is a world leader in creating and sustaining safe, comfortable and energy efficient environments that improve the performance of buildings and homes around the world. We recognize a significant local and national need to advance technician training in Building Automation Systems.

**Here's what we're facing across Missouri and the nation as well...aging workforce, aging building stock, aging energy grid, building Internet of Things (bIoT), strategic focus on energy efficiency, and a skills gap...a perfect storm!**

The contemporary emphasis on energy, energy efficiency, and energy-related career fields validates key stakeholders' shared focus on the energy sector. U.S. Department of Labor data forecast very high job growth that reinforces industry projections. The 14% growth projected nationally from 2014-2024 for HVAC technicians verifies the high and sustainable demand for the careers built upon the certifications derived from the collaborative efforts of educational and industry stakeholders influencing more students to pursue STEM careers. Much of this demand is attributable to the ever-growing backlog of aging public sector facility infrastructure that drive Energy Saving Performance Contract (ESPC) infrastructure upgrade projects, including high performance campus improvement projects with a focus on Indoor Air Quality and thermal, visual, and acoustic comfort facility improvements that depend upon Building Automation Systems.

Trane has made significant investments in STEM and Career and Technical Education, as we share mutual priorities for the development of highly-skilled 21<sup>st</sup> century technicians with other key stakeholders throughout Missouri and the nation. Our Trane team has demonstrated this through **Trane's BTU Crew™** project-based STEM/career exploration programming for middle school and secondary students and our active partnership with the **National Coalition of Certification Centers (NC3)** for secondary/post-secondary students, as well as the adult workforce in Trane/NC3 21<sup>st</sup> century Climate and Energy Control Technologies labs on college campuses throughout the nation.

At Trane we also recognize the need to attract, engage and retain a diverse student body and workforce pool, including military veterans, women, and individuals representing ethnic minorities. Through strong partnerships between education and industry, together we must develop the next generation of facilities technicians, building on a strong foundation of STEM and industry-relevant education and portable, industry-recognized certifications. Through our collaboration with State Fair Community College, we will continue to advocate for a new model for trades education, grounded in technology content, scenario based learning, strong industry engagement, and technology-enabled delivery.

Sincerely,

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