



Trades Toolbox: Getting to Know the Skilled Trades



Today's Topics

Who We Are: Explore The Trades

Industry: Job demand, career growth and wages

Apprenticeships: What are they and how to find one

Key Career Roles: Licensed professionals & customer service

Personality: Identifying successful traits for a technician

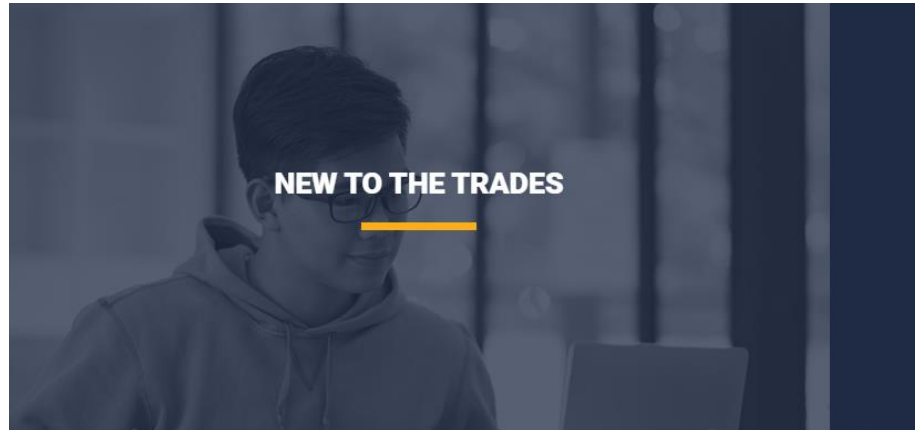
Building Blocks: Identifying helpful high school classes



About Explore The Trades

Bridging the technical talent gap to the service trades of plumbing, heating, cooling and electrical

- Establish relationships with educators & counselors
- Provide resources for those interested in the PHCE trades
- Work with contractors throughout North America



@explorethetrades



Skilled Trades Stereotypes

- Aging workforce
- "Just a plumber"

*Job growth outlook 2018-2028**

JOB GROWTH IN THE TRADES

Electrical - 10%
HVAC - 13%
Plumbing - 18%
Other Industries - 7%

**US Bureau Of Labor Statistics, 2019*



3-4% of trades
workers are female

Women in the Trades

Meet Lillian Baumbach

- Master plumber at age 21 in 1951
- "The Pretty Plumber"
- Helpful Plumbing Hints for Housewives



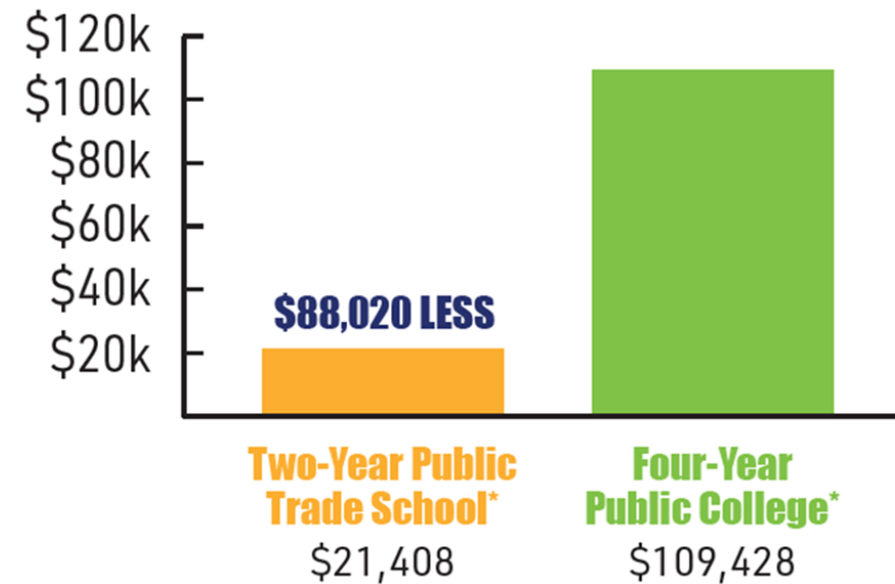
Why the Skilled Trades?

Education

**\$1.73 TRILLION in
student loan debt**

**Federal Reserve, September 2021*

COST OF EDUCATION



*US Department of Education, National Center for Education Statistics (Nov. 2018).
Tuition, fees, room and board.

Why the Skilled Trades?

Job Satisfaction

- 1 Feeling accomplished each day
- 2 Keeping the community safe and healthy
- 3 Job stability
- 4 Earning potential and career growth opportunities
- 5 Helping the environment through the use of smart-home technology

Why the Skilled Trades?

THE PLUMBER CAREER PATH

You can take advantage of any of these opportunities when you choose the plumbing trade.





Apprenticeships

Apprenticeships provide approximately 8,000 hours of highly regulated training and education.

- Time-tested craft training system established during the Middle Ages
- Average first year wage is between \$12-\$19
- Training and education requirements vary by location



Apprenticeships

1. Local residential service companies
2. Community colleges and/or trade schools
3. Industry apprenticeship programs
4. Department of Labor & Industry
5. Apprenticeship.gov
6. Union programs

www.explorethetrades.org/what-we-do/trainingjobs/licensing-information/



Technical Career Paths

Journeyman: a tradesperson who has successfully completed an official apprenticeship qualification.

A journeyman is considered competent and authorized to work in that field as a fully qualified employee without supervision. Average salary: \$45,000*.

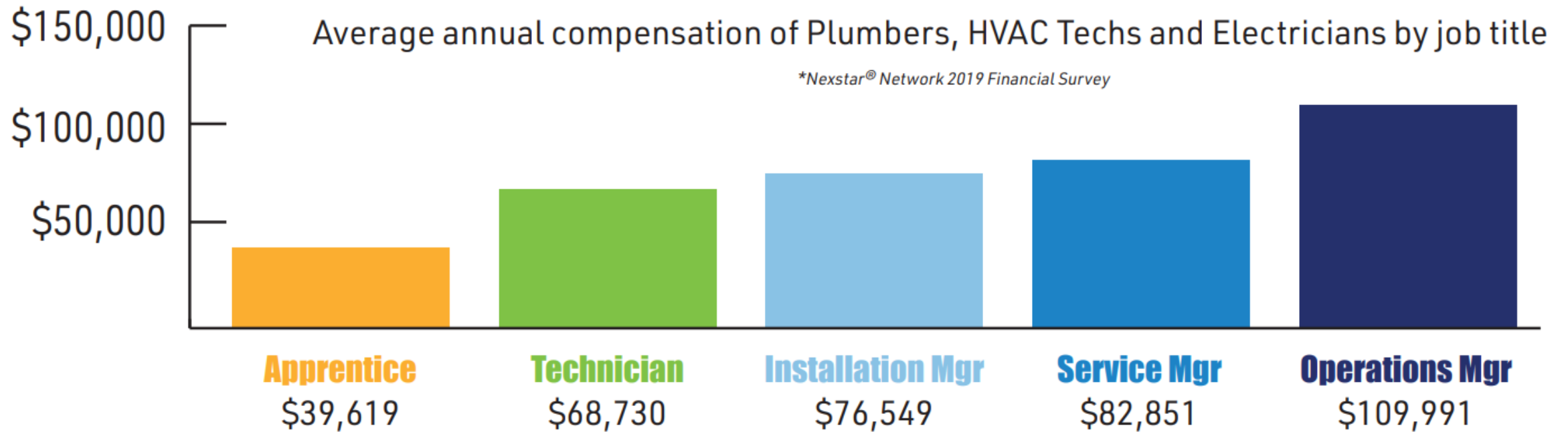
Master: a tradesperson who has successfully completed an additional two to five years of training and licensure exam.

Master tradespeople often work with permit offices, suppliers, manage the scope of a project and supervise apprentices and journeymen. Average salary: \$65,000*.

*www.bls.gov



Technical Career Paths





Customer Service Career Paths

Customer Service Representative (CSR): CSRs serve as the first point of contact to a homeowner on behalf of the service company.

CSRs organize call notes, ensure accuracy of a customer call and have excellent communication skills. Average wage: \$18-\$28/hour*.

Dispatch: pairing service calls with technicians to maximize the technician's expertise and the business opportunity.

Dispatchers serve as the matchmaker between the homeowner and technician to ensure a positive experience. Average wage: \$18-\$35*.

www.explorethetrades.org/what-we-do/education/customer-service-and-dispatch/

*www.bls.gov



Are You Made for the Trades?

1. Independent
2. Enjoys Change in Surroundings
3. Communication Skills
4. Critical Thinker
5. Mechanically Inclined
6. Enjoys Working Outdoors
7. Hands-On Learner
8. Organized
9. Good Listener
10. Embraces Technology

www.explorethetrades.org/new-to-the-trades/



High School Classes

Recommended Classes:

Math (Algebra I & II, Geometry)
Physics
Chemistry
Public Speaking/Communications
Physical Education
English/Technical Writing
Computer Applications

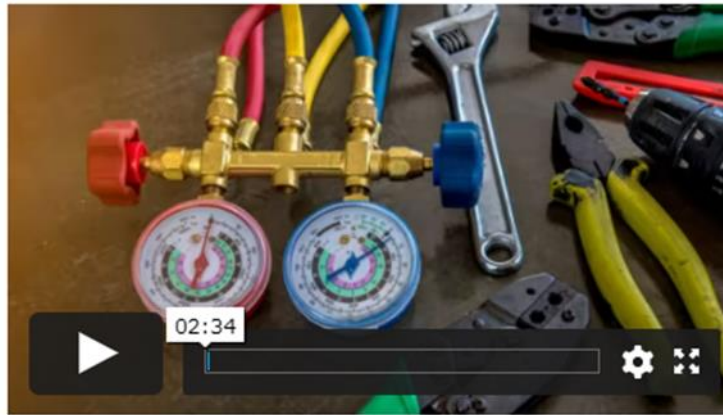
Electives (if available):

Construction
Woodworking
Drafting/Blueprint Reading
Welding
Carpentry
Electronics

STEM & the Skilled Trades



STEM is Electrical



STEM is HVAC



STEM is Plumbing

www.explorethetrades.org/stem/



Creating a Skills Lab

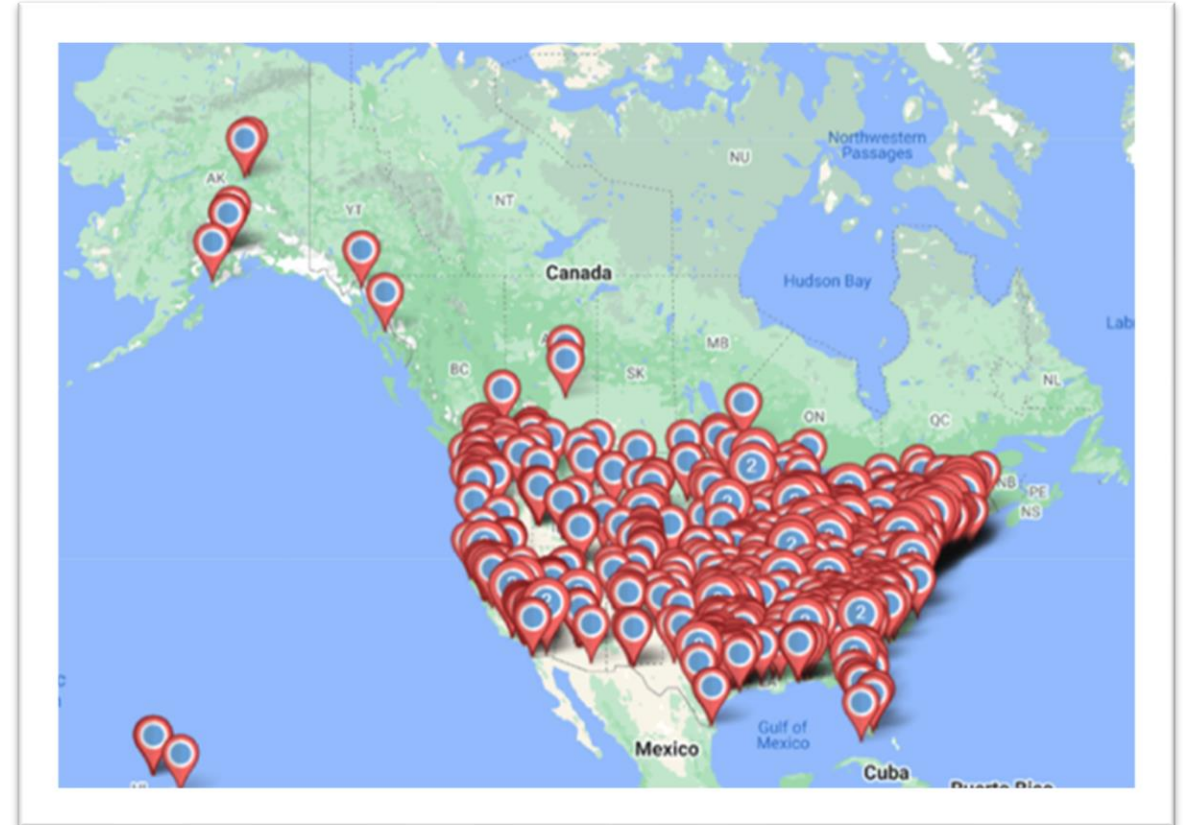


- Partnership with Ferguson
- Initiative to bring HVAC and plumbing back into middle and high schools
- Resources to build a NEW skills lab or refurbish an existing program
- October 1, 2022 – March 31, 2023

www.explorethetrades.org/explore-the-trades-skills-lab/

Online Tools & Resources

- #1:** [FREE Poster Kits](#)
- #2:** [Videos & Downloads](#)
- #3:** [Skills Lab](#)
- #4:** [Trades Trivia](#)





Questions?





Contact Us

Kate Cinnamo, Executive Director
katec@explorethetrades.org
651-789-8518



Maddy Sorenson, Project Coordinator
maddys@explorethetrades.org
651-314-3856

www.explorethetrades.org

