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THE ULTIMATE GUIDE TO A CAREER IN THE HVAC INDUSTRY

hvac specialists

Hired Education at

HOCKING COLLEGE

what's in it for you

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Get to know the industry and where you could fit in (or stand out!)

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Why choose Hocking College?

Life in HVAC

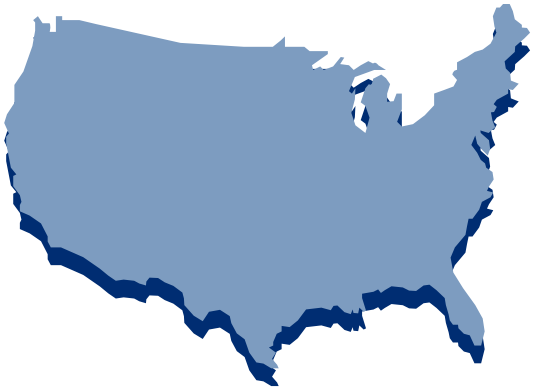
The Heating, Ventilation & Air Conditioning (HVAC) industry is responsible for installing and maintaining the equipment customers need to keep the temperature of their homes and offices comfortable during all seasons.

How big is the HVAC Industry? In 2019, grandviewresearch.com reported that the industry's global market size was valued at $130.5 billion.

In addition, from 2020-2027, it is projected that the industry will experience a 6.1% compound annual growth rate.

Beginning Autumn 2020 Hocking College began offering an HVAC degree program. In only two years students can graduate with an Associate of Applied Science in Heating, Ventilation & Air Conditioning degree.

"Opportunity is missed by most people because it is dressed in overalls and looks like work."
-Thomas Edison



367,900

# of jobs in 2018

$48,730

2019 Median Pay

50,000

New Jobs

"Employment of heating, air conditioning, and refrigeration mechanics and installers is **projected to grow 13 percent from 2018 to 2028, much faster than the average for all occupations.** Commercial and residential building construction is expected to drive employment growth, and job opportunities for HVACR technicians are expected to be good"

— U.S. Bureau of Labor Statistics.

What skills will you learn?

Students who enroll in Hocking College's HVAC degree program will learn the following design, installation, troubleshooting and customer service skills:

- How to create manual and computer graphic representations of HVAC/R projects.
- How to demonstrate basic competence in HVAC/R system analysis, sizing, piping materials and design piping systems.
- How to test and calculate airflow through system equipment.
- How to identify electrical safety hazards and quantify these hazards to be able to apply electrical safety procedures.
- How to assist in designing preventative maintenance programs for various HVAC/R systems.
- How to analyze, test, troubleshoot, and repair components, circuits, and basic industrial systems.
- How to communicate effectively in a technical environment, including written and oral communication, effective listening and technical presentation.

Top Tips from a Professional

ABILITY TO WORK IN UNCOMFORTABLE SITUATIONS

One of the top skills you'll need is to be able to work in less-than-ideal situations.

Think about it: you're repairing the equipment that helps keep people comfortable. When someone needs a furnace repaired or a new air conditioning system, that can mean the space you'll be working in is too cold or too hot. You might also need to work in tight, uncomfortable spaces.

Reaching the system that needs fixing might mean putting yourself in an uncomfortable position. It's essential that you can work in somewhat unpleasant conditions, since they may become a daily part of your job.

However, you will also get the satisfaction of knowing you can fix the problem and help keep people comfortable and healthy.

COMMUNICATION SKILLS

This job doesn't just take technical know-how. It also requires customer service.

You'll need to know how to communicate calmly and effectively with your clients. Keep in mind that they may be stressed out because things aren't working like they're supposed to.

Things will go much smoother at work if you know how to calm your clients down and explain what the problem is, and what your approach is for fixing it.

Most clients won't know the technical terms of the industry. You'll need to be able to explain things to them in ways they can understand. Knowing how to ask the right kind of questions to diagnose the problem is another important skill.

You may even need to do a bit of sales. Often, selling service contracts is part of the job. If you can make a good impression on customers, you'll sell more contracts, making more money for you and your employer.

ABILITY TO THINK ON YOUR FEET

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Scott A. Lindstrom

Meet the program manager!

Program Managers review curriculum, assist in admission and enrollment, and ensure our programs remain high quality.

Scott A. Lindstrom is the program manager for Hocking College's new Heating, Ventilation & Air Conditioning degree program.

Originally from Yellow Springs, Ohio, Lindstrom earned his Associate of Applied Science degree in HVAC/Engineering from Northwestern College in Lima, Ohio, in 1995.

After graduating, he started his own HVAC and plumbing company. He began with one van and two employees and grew his business to where it needed nine trucks and eighteen workers. Lindstrom's company mainly worked on collaborations with general contractors on large commercial projects, including some for

high-profile companies like Tractor Supply Company, Peebles department stores, Coca-Cola, Texas Roadhouse and Dollar Tree.

In 2008, Lindstrom and his wife Shannon took a risk and started another company, Green Tech Energy Solutions (GTES). In keeping with the Lindstrom's small-town roots, the company prioritized treating its customers fairly, and not cutting corners or charging a service call fee for going to prospective clients' homes.

Some of the services GTES offered ranged from installations and repairs of air duct cleaning systems and appliances to performing home inspections and installing solar panels.

Lindstrom also performed solar projects for both Cedarville and Urbana universities and oversaw each project from the proposal stage to groundbreaking ceremony to completion.

GTES became so successful the Lindstrom's were inspired to form a sister company in 2009 called Yellow Springs Renewable Energy. This venture specialized in educating the community about the advantages of the renewable energy revolution.In 2013, YSRE embarked on a campaign to inspire the entire village of Yellow Springs to "go green."

With more than 27 years of experience in the HVAC industry, Lindstrom says he's eager to pass on the skills and knowledge he's obtained to his students. Some of the topics he plans to cover include the business aspect of the HVAC industry and how to be an effective team leader.

From left, Scott Lindstrom, Shannon Lindstrom and Paul Wren launched their new company, Yellow Springs Renewable Energy, at a public forum last month. The local company, here with a solar photovoltaic panel, aims to provide residential, commercial and village-scale solar power. Photo by Megan Bachman reprinted courtesy of the Yellow Springs News.

“Keep evolving, keep thinking, keep pushing yourself. Stay on top of it.”

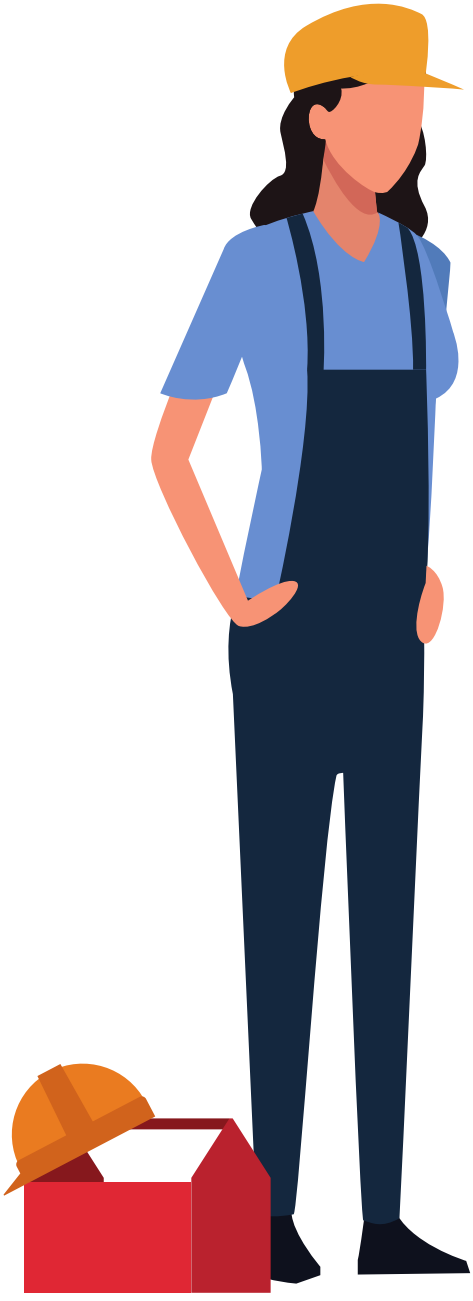
All of Lindstrom's companies prioritized treating customers fairly, and not cutting corners or charging a service call fee for going to a prospective clients home.

Lindstrom is eager to pass along the skills and knowledge he’s obtained from his decades in the field to his prospective students.

While this may be his first foray into teaching, Lindstrom noted that “this was a path that I alway knew I (he) wanted to take one day.”

Why choose Hocking College?

As one of the in-demand jobs nationally and specifically in Ohio with job growth projected at 15%, students will receive training in heating, ventilation, air conditioning and refrigeration, working toward. industry-recognized certifications and troubleshooting techniques to be job-ready upon graduation. Students will gain on-the-job training from industry partners throughout the curriculum as well as in lab scenario training on installation and maintenance.



QUALIFIED INSTRUCTORS

We seek out instructors with hands-on experience and industry knowledge to be sure that what you see in the classroom is what you'll see in the workforce. Many program managers also own their own businesses or manage our entrepreneurial ventures. Your instructors are your professional mentors, here to teach and answer your career questions.

CAMPUS LIFE

You have the opportunity to live in on-campus housing. As the only technical college in Ohio to offer residence halls or the option to commute from home, you can be as involved as you want on campus.

INDUSTRY OPTIONS

You have opportunity to be eligible for employment in the commercial, and residential HVAC fields immediately after graduation. You'll graduate with the skills you'll need to own your own business, work for a small company or work in a corporation.

DEGREES AND CERTIFICATIONS

You'll have the opportunity to obtain your Associate of Technical Study in Construction Management: HVAC degree in only four semesters.

You'll also leave with industry-recognized certificates that you wouldn't receive at other area training facilities.