



**EGIA Foundation**  
3800 Watt Ave,  
Suite 105  
Sacramento, CA 95821

## **EGIA Foundation and HVAC Excellence Partner to Deliver Free Business Education Curriculum to Trade Schools Nationwide**

*New Workforce Readiness Business Supplement bridges job-readiness gap for HVAC program graduates by providing acclaimed Contractor University industry-specific business training through trade schools*

### **FOR IMMEDIATE RELEASE**

SACRAMENTO, Ca., May 12, 2025 – The EGIA Foundation, in partnership with HVAC Excellence, has launched a new educational initiative to help prepare HVAC trade school students with the business and soft skills essential for job readiness. Available at no cost to participating trade schools, professional colleges and other institutions, the **Workforce Readiness Business Supplement** addresses critical knowledge gaps frequently cited by contractors as barriers to hiring recent graduates.

“Contractors are eager to bring on trade school graduates, but too often these new hires require weeks or even months of additional in-house training before they’re ready to contribute,” said **Bruce Matulich**, Chairman of the EGIA Foundation. “This program meets that need by providing foundational business knowledge and interpersonal skills—things contractors have told us time and again they wish new hires came in with. It’s a win-win for contractors and for the students looking to hit the ground running.”

The program offers a five-course virtual curriculum, totaling over 20 hours of video-based learning, that builds on the technical training students already receive in their HVAC programs. The courses were developed by **Contractor University**, a leader in on-demand business development education for the home services industry, and cover topics including communication, leadership, financial basics, and customer service. Upon completion, students receive a certificate verifying their proficiency in these critical skillsets.

“This is a game-changer for the schools we work with and their students,” said **Eugene Silberstein**, National Programs Director for HVAC Excellence. “By supplementing technical education with business acumen, this program helps students become more attractive candidates to employers and better prepared for long-term – and immediate – success in the industry.”

The supplement is now available to HVAC Excellence partner schools and will be delivered entirely online, allowing easy integration into existing curriculums. In the near future, the EGIA Foundation will also offer a job-matching program between interested graduates of this program and current member-companies of Contractor University. Interested educators can sign up or learn more at [EGIAFoundation.org/trade-school](https://EGIAFoundation.org/trade-school).



## About the EGIA Foundation

The EGIA Foundation is dedicated to expanding the benefits of energy efficiency and renewable energy through innovative, educational programs that empower contractors and enhance workforce development. The Foundation's collaboration with educational institutions and industry leaders aims to promote the advancement of energy-efficient and renewable technologies. You can learn more about the EGIA Foundation at its website, [EGIAFoundation.org](http://EGIAFoundation.org), or its student-targeted web portal, [AlwaysInDemand.com](http://AlwaysInDemand.com).

## About the Electric & Gas Industries Association (EGIA)

EGIA is a nonprofit organization that empowers home services contractors to get the most out of their businesses through industry-leading training, financing and marketplace solutions. Its Contractor University offers access to the industry's most recognized educators, who deliver innovative keys to success through online training systems, in-person workshops, conferences and webinars. EGIA is also a recognized leader in delivering sponsored demand management and resource efficiency services on behalf of electric, gas and water utilities and municipalities. These services include financing; rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. OPTIMUS Financing, which has facilitated financing for 450,000+ residential and business projects valued at over \$8 billion, provides contractors with a best-in-class suite of financing options. Contractor Marketplace brings together some of the most in-demand vendors and products in the industry at exclusive pricing. Learn more at [www.EGIA.org](http://www.EGIA.org).

## About HVAC Excellence

Established in 1994, HVAC Excellence is a standards organization dedicated to improving the quality of education in the HVACR industry. The organization achieves its goal by validating educational programs, tracking content mastery at each stage of an individual's career, and providing educators with valuable resources to help them become more effective in their roles. HVAC Excellence offers a wide range of validation tools that include programmatic accreditation, educator credentialing, student outcome assessments, **Employment Ready™** certifications, professional Level certifications, and **Master Specialist™** certifications. In addition, HVAC Excellence is a founding member of the HVACR Education Resource Network (HERN), which was established to assist educators and administrators build world-class HVACR programs by providing them with access to valuable resources and industry contacts. HVAC Excellence is also the organizer of the National HVACR Education Conference. This event provides an opportunity for industry professionals to learn about new and emerging technologies, get answers from, and be inspired by industry leaders, exchange ideas with industry peers, while gaining a better understanding of the future of the HVACR industry.



## Contacts

Lucas Ehrbar  
EGIA Foundation  
Director of Communications  
(503) 780-6045  
[lehrbar@EGIAFoundation.org](mailto:lehrbar@EGIAFoundation.org)