

WELCOME

**NASEO Meeting
A Programmatic Path for the Future**

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Energy Efficiency is changing the World & the Workforce

And It delivers HOPE.

- For a better living/working environment
- For a chance at a new career
- For a reboot on life

It is vital for government leaders to invest and work with partners who can lift up all of their citizens, regardless of neighborhood, institution and living situation

Two JCI success stories are:

- HVAC Green Labs Institute - Corrections
- Pathways Program - K12



Upgrading prisons & providing Inmates with Path for a new life



improving infrastructure and
reduce energy/operational costs



creating healthy, productive
and sustainable environments



helping reduce the rate of
recidivism

DOCs in 22 states

We have developed and implemented performance contracts for DOCs in 22 states to date, often entering multiple project phases for these customers



reducing deferred maintenance



improving lighting and equipment



conserving water and energy



enhancing safety and security



without impacting state
budgets or taxpayer burden

One Path is our Green HVAC Training Program



Rehabilitate inmates by providing job training that transfers to employable skills outside of the correctional environment and contributes to a reduction in recidivism.



The program is integrated into our overall solutions for customers, the savings generated often offset the cost of the program — no taxpayer funds or appropriations needed.

A new study estimates **115,000** new HVACR workers must be trained by **2023** to meet the anticipated demand

Graduates may earn 10-15 industry certifications, concentrated on commercial applications



Because the Goal: Reducing Recidivism

National Average: 68% (3-year rate)¹

- **Louisiana: 35.6%** – with the highest per capita incarceration rate in U.S.
- **Virginia: 23.9%** – second lowest recidivism rate in U.S.
- **Program Success Rate: only 4%** reoffending

Louisiana DoC



- 75 graduates
- 74 have not returned to prison
- 1st grad on track to earn \$95K

Virginia DoC



- 78 graduates
- 73 have not returned to prison
- \$2M saved on housing alone



“

The skills that I learned in the JCI program opened a door to endless possibilities and opportunities. ”

— Edward Higgins, Inmate at VADOC

Upon graduating from our program and his release from prison, Edward pursued a career in the HVAC industry and has gone on to earn a Bachelor of Science in Mechanical Engineering followed by a Master of Engineering, both from Old Dominion University.

Bringing Energy Efficiency Awareness to Students

Pathways HVACR Training and Learning Lab

Real-life experience better prepares students for professional or technical careers. We team with customers to develop career-themed curriculum, work-based learning, and community partnerships.



Potential Career Paths

Building Maintenance
Specialist

Green HVAC
Mechanic/ Technician

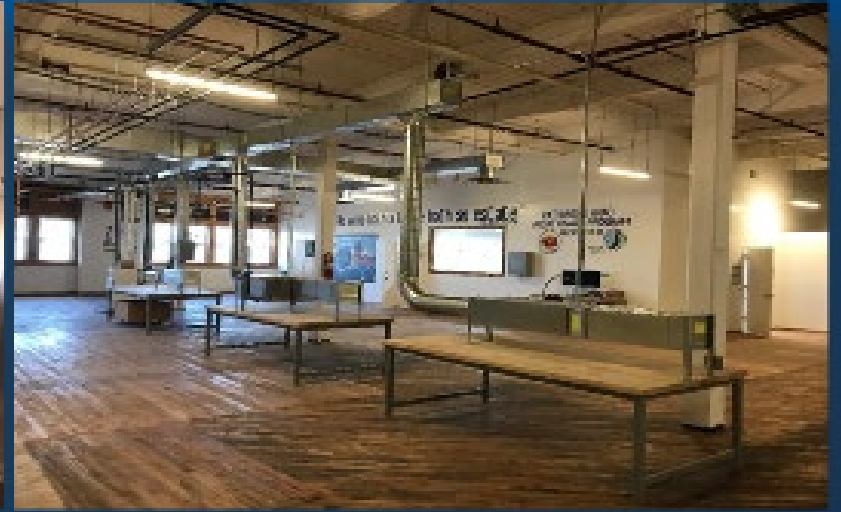
Facility Maintenance
Electrician

Students earn college credits and technical certifications, making them eligible for apprenticeships, internship, and jobs.

Energy Coordinating Agency HVACR Career Development Programs, Philadelphia Schools

HVACR Technology Learning Centers

- Chiller, Boiler, VSD Air Handling Unit, VAV boxes, Fan Coil Unit, Building Automation System, Controllers, etc.



"The first time I came here, I thought I wasn't going to be able to learn this because it's too much. But now I see that I have the ability to do it. I want to be an HVAC technician. That's what I want to be."

Ruth Ruano, student

Thank You

Let's Change the World Together

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