



## MIKE PRENCAVAGE JR.

**President/Owner – The Family Plumber**

*Director – Plumbing Heating Cooling Contractors PHCC*

*Past President – PHCC Orange County, Riverside and San Bernardino Counties*

*Board Member – The Youth Center LA & OC*





THE CHALLENGES AND SOLUTIONS TO SECURING  
LONG-TERM SKILLED TRADE PROFESSIONALS



# Perception Of The Trades



Work Smart **NOT** Hard

## Trade School Training



## Compensation \$\$\$



THE CHALLENGES

# PERCEPTION OF THE TRADES





## TRADE SCHOOL TRAINING

Cancelled or Reduced State Funded  
Trade School Training Programs



Online Trade School Training  
(No hands-on learning)



# COMPENSATION



**My salary doesn't even remotely reflect my value to the company**

**I know, but we can't let you starve to death**

EVERY YEAR WE HAVE LESS PEOPLE  
ENTERING THE TRADES

What should we do?



CHANGE THE PERCEPTION  
MAKE THE TRADES GREAT AGAIN!



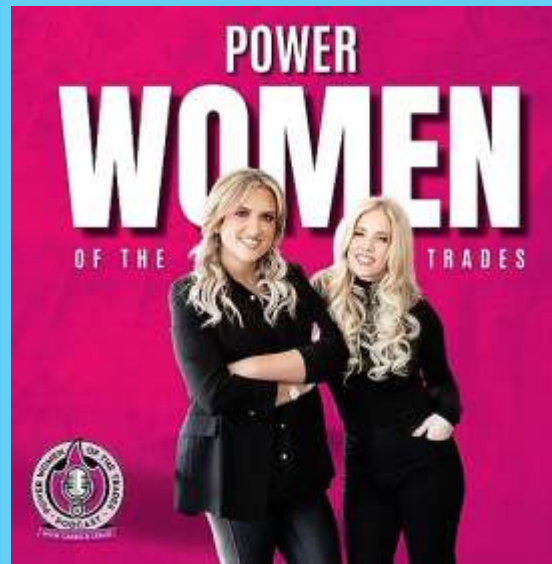
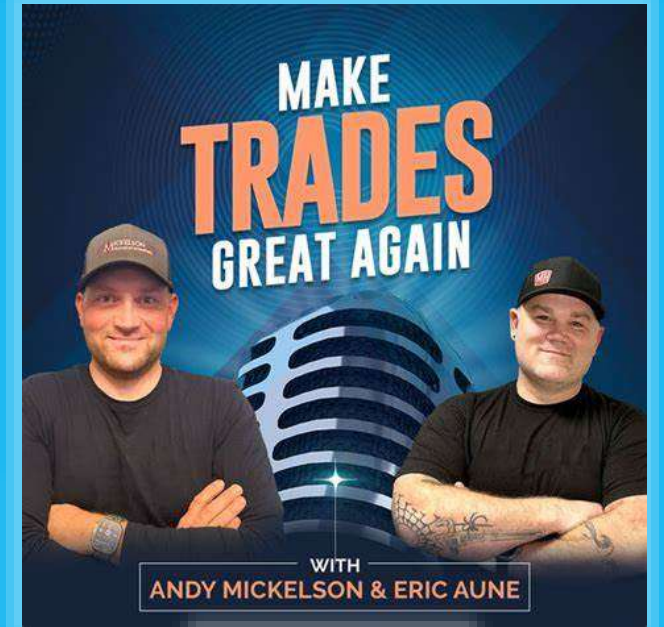
Roger Wakefield



Linda Hudek



Devynn & John Thompson



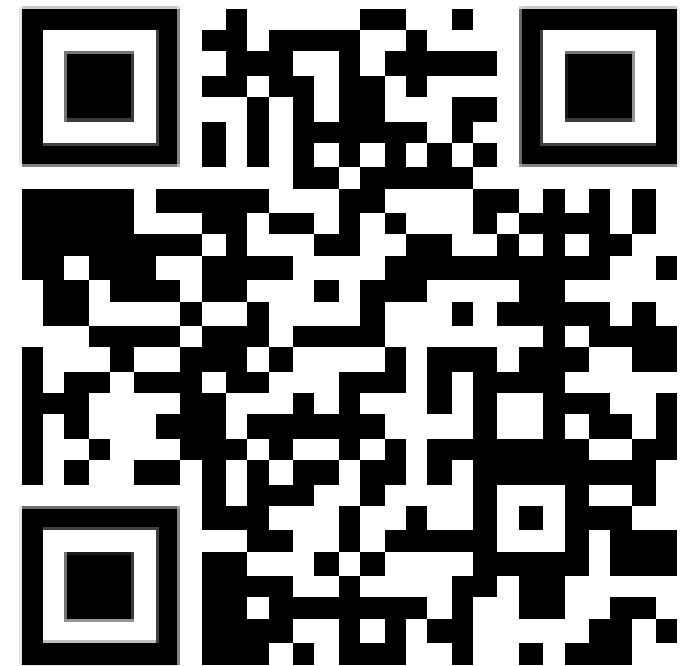


# AMERICAN PLUMBER STORIES



- Every episode highlights the benefits of the trades
- Pride in the blue-collar industry
- Stories of career success in the plumbing trade
- Showcases students, technicians and owners

Youtube Channel Link

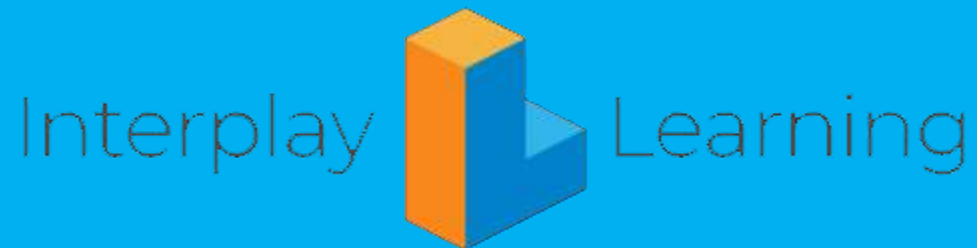


# TECHNICAL TRAINING SOLUTIONS

## Online Trade Schools



## Virtual Reality Trade School





# COMPENSATION

## Employed Plumber Base Salary Wage Forecast

Source: Bureau of Labor Statistics Occupational Employment Statistics

