

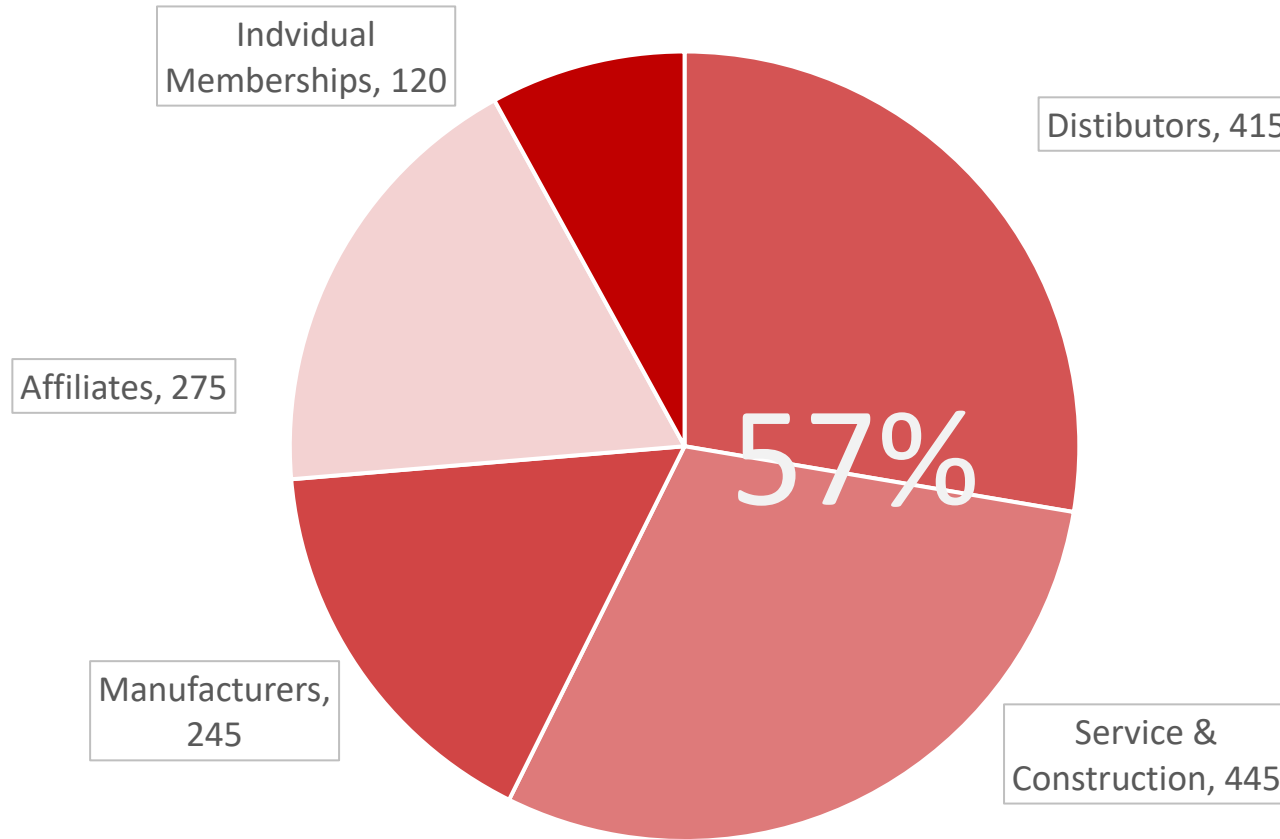
Association Update
Jason K. Blake
Executive Vice President-PEI



Membership Highlights



Association Summary:

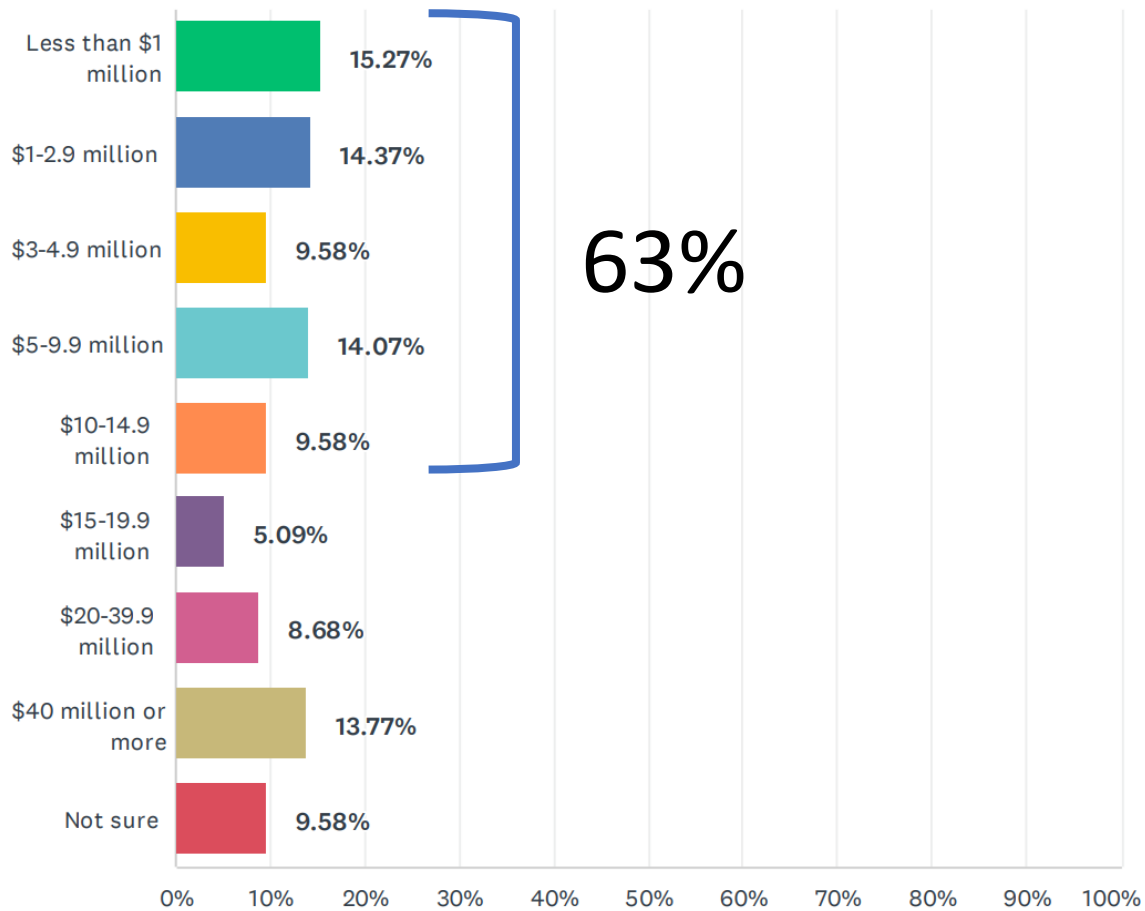


1,500 Members
100+ Latin America



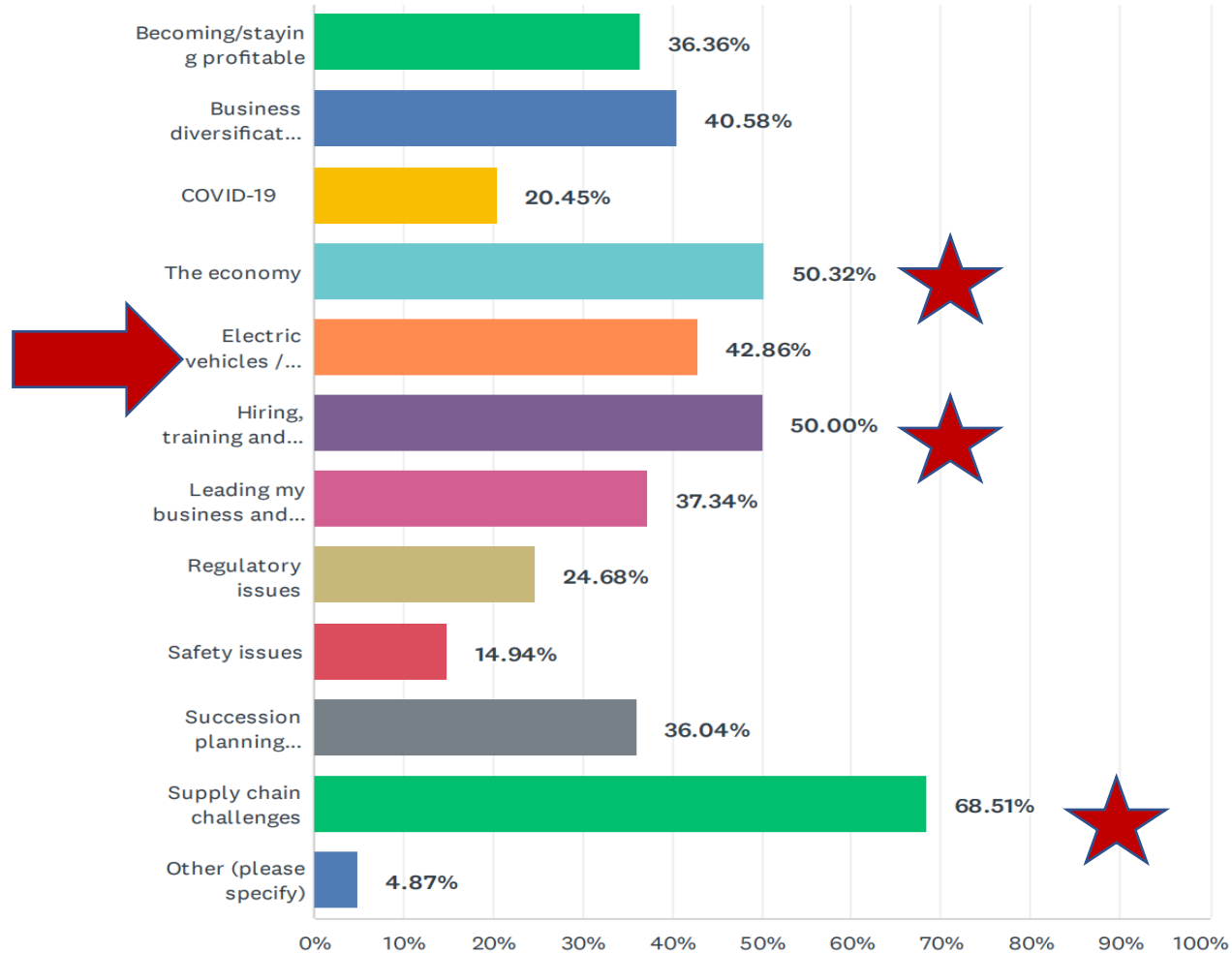
Q6 Annual Sales Volume Only include fuel and fluid handling equipment-related products and services.

Answered: 334 Skipped: 35



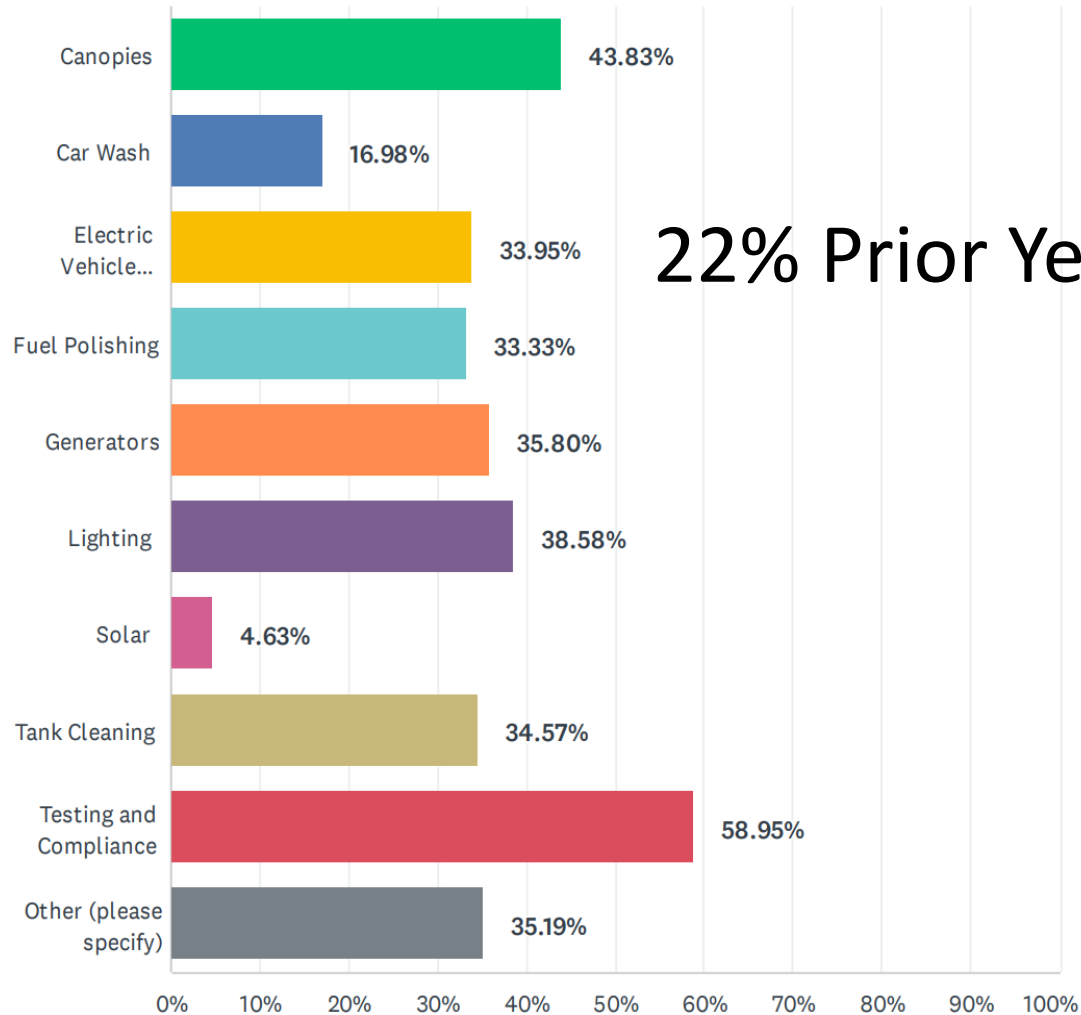
Q9 What are the biggest areas of concern for you right now? (Please all that apply.)

Answered: 308 Skipped: 61



Q2 Do you do business in any of the following areas? Check all that apply.

Answered: 324 Skipped: 45



Association Updates



PEI's Focus

“PEI is a member-centric organization.”

- Education & Development
- Industry Voice & Knowledge Center
- Engagement “Networking”



Directional Strategy and Related

Objective:

- *improve PEI's share of its addressable market.*
- *increase member services in PEI for education and business solutions.*
- *improve member engagement.*



PEI's Mission:

“PEI is the authority and source of information for the energy handling equipment industry. PEI is a member-centric organization dedicated to improving the business and operational practices of its members and expanding opportunities for their growth.”



Workforce Discussion

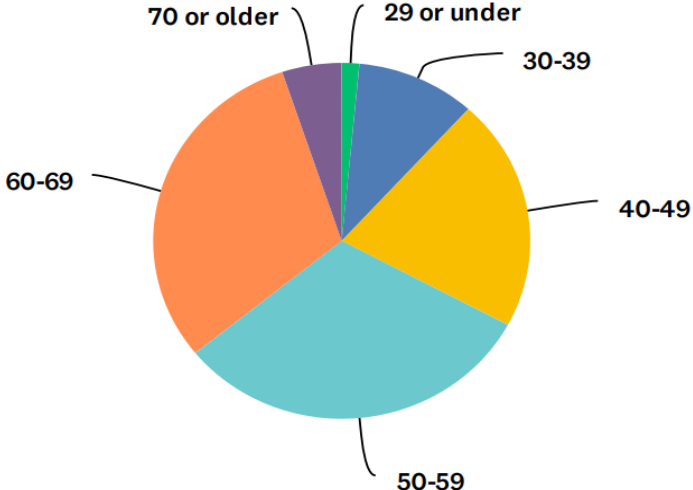


Current Workforce Environment:

- Every day in the U.S., 10,000 people turn 65, and the number of older adults will more than double over the next several decades to top 88 million people ...
- The U.S. manufacturing industry is looking to fill **nearly half a million job openings**, according to a report released in May by Deloitte and the Manufacturing Institute (MI). And that number is poised to grow; about 2.1 million manufacturing jobs are likely to be unfilled by 2030.
- A recent survey by RIDGID, a leading supplier of professional grade tools, reveals that a scant **6 percent** of high school students hope to have a future career in the skilled trades – defined as plumbers, carpenters, electricians, heating, ventilation or air conditioning installers, or repair people.
- Most like kind industries report they have a job opening rate more than three times the national average.



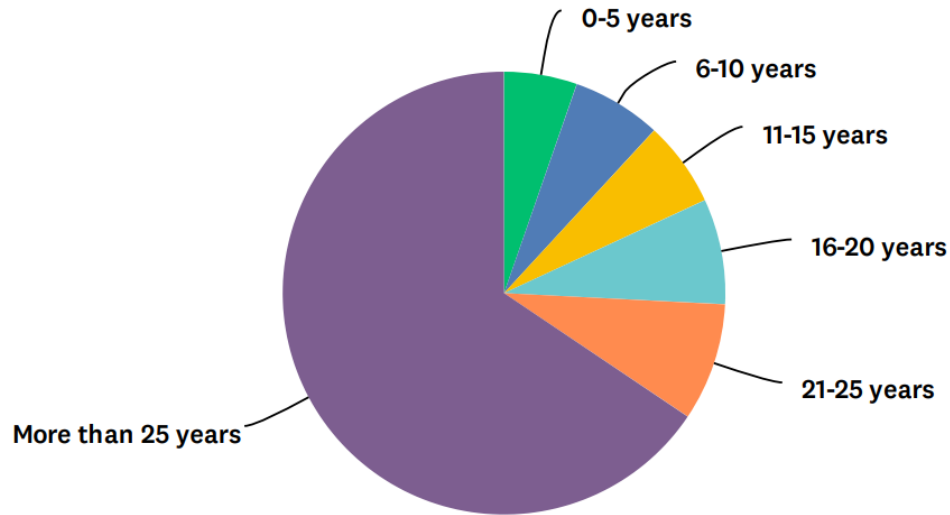
Industry Environment- Age



ANSWER CHOICES	RESPONSES	
29 or under	1.51%	5
30-39	10.24%	34
40-49	21.08%	70
50-59	31.33%	104
60-69	30.72%	102
70 or older	5.12%	17
TOTAL		332



Industry Environment- Years in the industry:



ANSWER CHOICES	RESPONSES	
0-5 years	5.34%	18
6-10 years	6.53%	22
11-15 years	6.23%	21
16-20 years	7.72%	26
21-25 years	8.61%	29
More than 25 years	65.58%	221
TOTAL		337

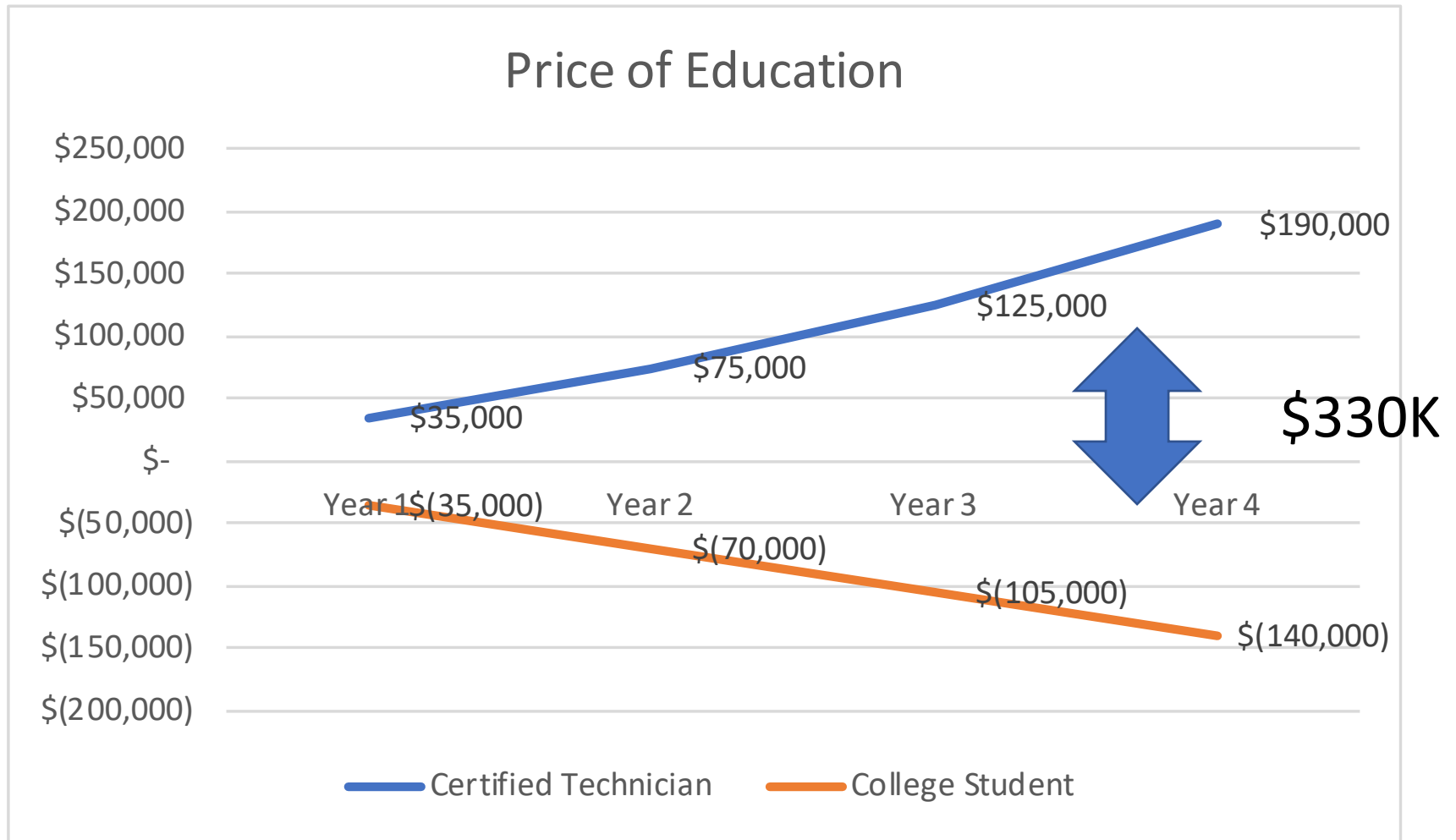
Are we there yet?



x 667



Current Landscape- At home making that decision:



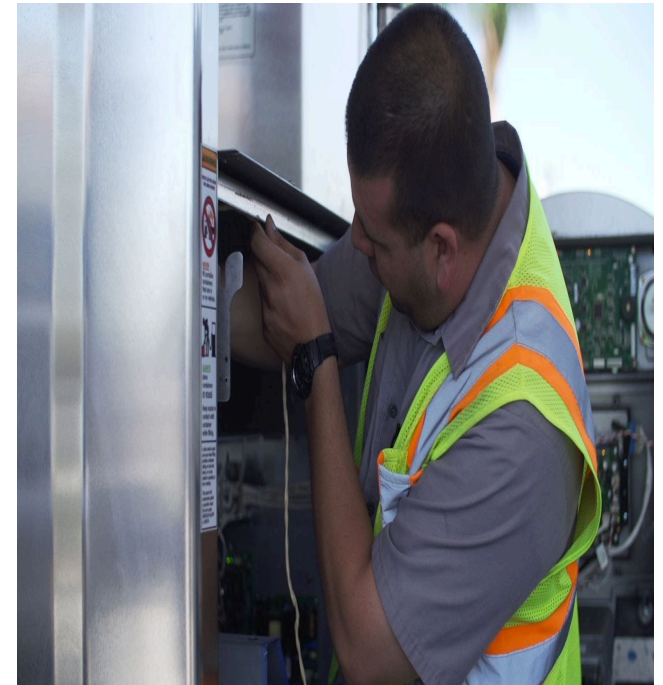
Perception:



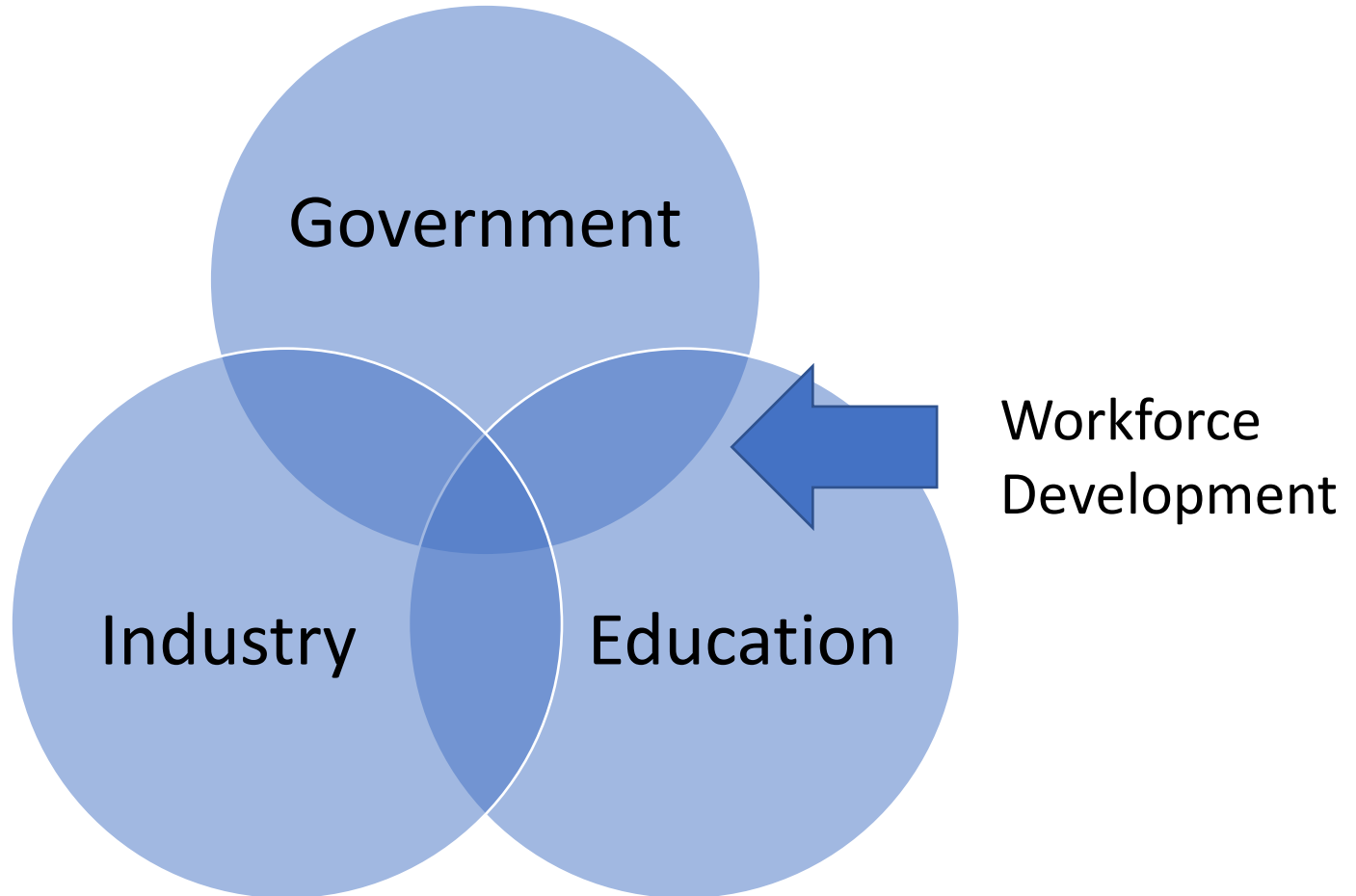
Train
vs.
Educate

Our Industry Challenge:

- Limit of industry partners
- Lack of pipeline for new technicians
- Bureaucracy
- Perception Issue



Workforce Development- Influencers



Educate:

PEI- Solutions:

- Assessments
- Stackable credentials
- Master Certification
- Online Technician Learning.
- Work based learning.
- Tracking the best.

